

# May 2020



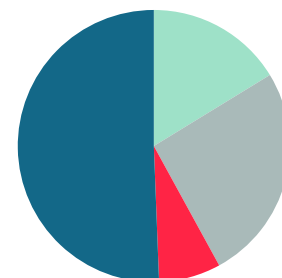
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	112	53	-52.68%
Pending Listings	82	84	2.44%
New Listings	112	95	-15.18%
Average List Price	160,721	174,017	8.27%
Average Sale Price	155,471	168,802	8.57%
Average Percent of Selling Price to List Price	95.60%	97.04%	1.51%
Average Days on Market to Sale	37.17	30.36	-18.32%
End of Month Inventory	263	165	-37.26%
Months Supply of Inventory	4.01	2.45	-38.89%



■ Closed (16.26%)  
■ Pending (25.77%)  
■ Other OffMarket (7.36%)  
■ Active (50.61%)

**Absorption:** Last 12 months, an Average of **67** Sales/Month  
**Active Inventory** as of May 31, 2020 = **165**

### Analysis Wrap-Up

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

The total housing inventory at the end of May 2020 decreased **37.26%** to 165 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **2.45** 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 **8.57%** in May 2020 to \$168,802 versus the previous year at \$155,471.

#### Average Days on Market Shortens

The average number of **30.36** days that homes spent on the market before selling decreased by 6.81 days or **18.32%** in May 2020 compared to last year's same month at **37.17** DOM.

#### Sales Success for May 2020 is Positive

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

There were 95 New Listings in May 2020, down **15.18%** from last year at 112. Furthermore, there were 53 Closed Listings this month versus last year at 112, a **-52.68%** decrease.

Closed versus Listed trends yielded a **55.8%** ratio, down from previous year's, May 2019, at **100.0%**, a **44.21%** downswing. This will certainly create pressure on a decreasing Monthly 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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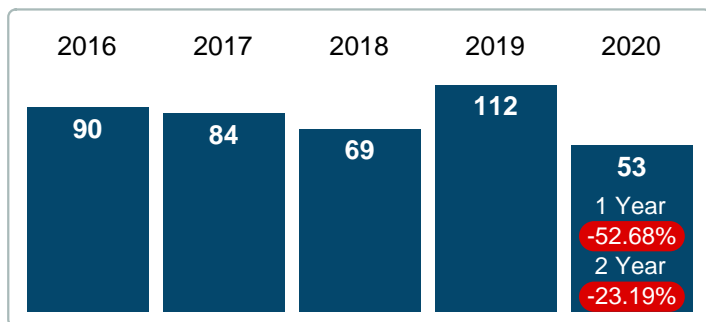
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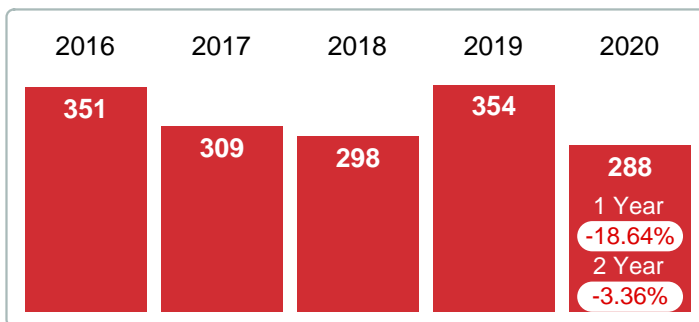
## CLOSED LISTINGS

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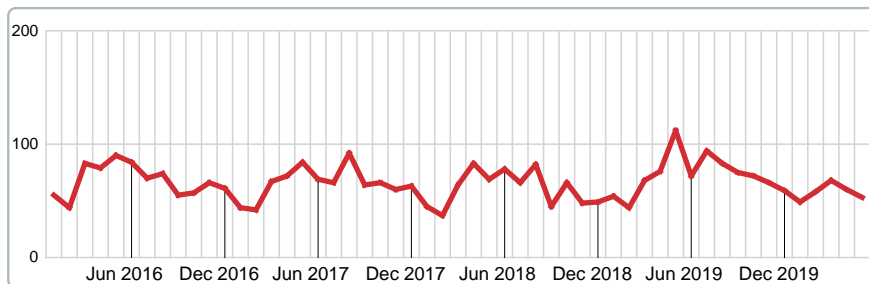
### MAY



### YEAR TO DATE (YTD)

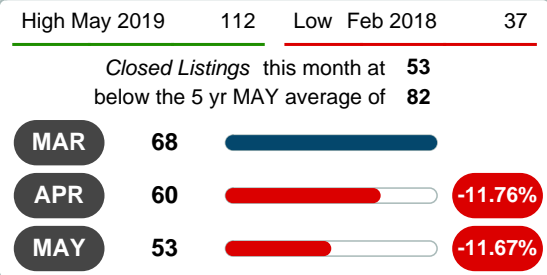


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 82



### 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	4	7.55%	24.5	2	2	0	0
\$50,001 - \$75,000	4	7.55%	26.8	0	2	2	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$200,000	25	47.17%	25.7	5	13	5	2
\$200,001 - \$225,000	6	11.32%	21.0	1	0	5	0
\$225,001 - \$325,000	7	13.21%	23.7	0	1	6	0
\$325,001 and up	7	13.21%	67.0	0	1	3	3
<b>Total Closed Units</b>	<b>53</b>			<b>8</b>	<b>19</b>	<b>21</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>8,946,514</b>	<b>100%</b>	<b>30.4</b>	<b>819.90K</b>	<b>2.36M</b>	<b>4.45M</b>	<b>1.31M</b>
<b>Average Closed Price</b>	<b>\$168,802</b>			<b>\$102,488</b>	<b>\$124,454</b>	<b>\$211,797</b>	<b>\$262,852</b>

# May 2020



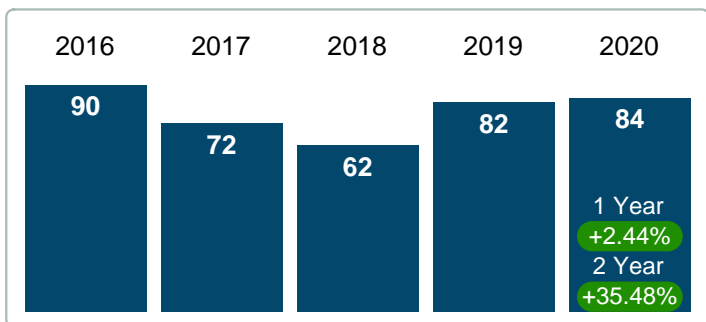
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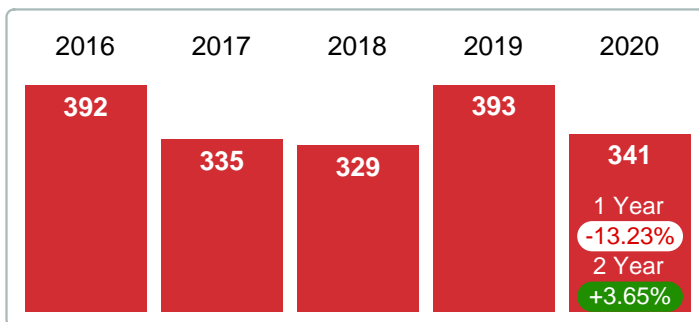
## PENDING LISTINGS

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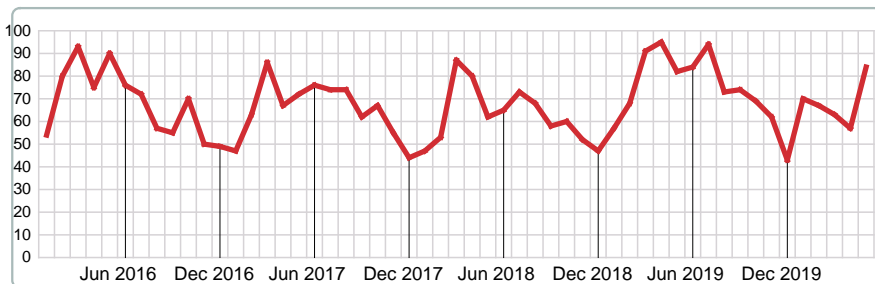
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 78

High Apr 2019 95 Low Dec 2019 43

Pending Listings this month at **84**  
above the 5 yr MAY average of **78**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	2.38%	34.0	1	1	0	0
\$25,001 - \$75,000	13	15.48%	52.8	3	10	0	0
\$75,001 - \$100,000	8	9.52%	18.9	0	7	1	0
\$100,001 - \$150,000	20	23.81%	20.6	1	18	1	0
\$150,001 - \$200,000	23	27.38%	33.3	1	10	10	2
\$200,001 - \$250,000	8	9.52%	19.1	1	3	4	0
\$250,001 and up	10	11.90%	62.6	0	1	6	3
<b>Total Pending Units</b>	<b>84</b>			<b>7</b>	<b>50</b>	<b>22</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>13,196,700</b>	<b>100%</b>	<b>31.5</b>	<b>666.30K</b>	<b>6.21M</b>	<b>5.00M</b>	<b>1.32M</b>
<b>Average Listing Price</b>	<b>\$153,655</b>			<b>\$95,186</b>	<b>\$124,236</b>	<b>\$227,105</b>	<b>\$264,460</b>

# May 2020



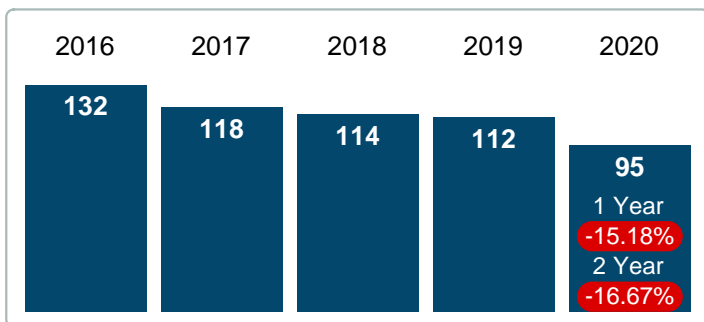
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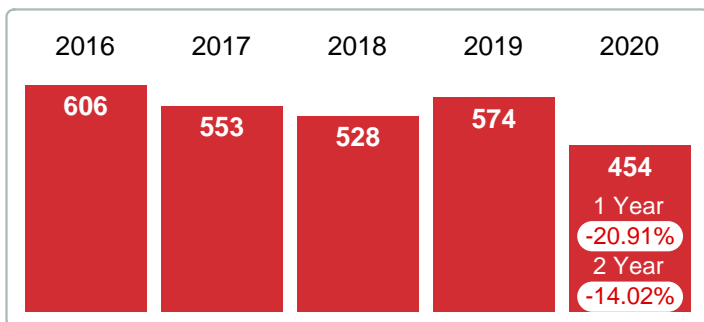
## NEW LISTINGS

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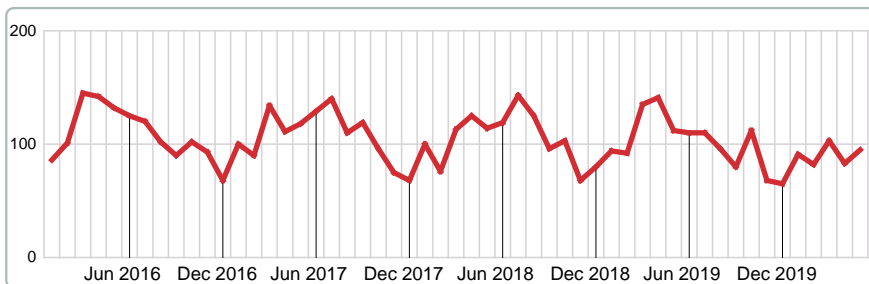
### MAY



### YEAR TO DATE (YTD)

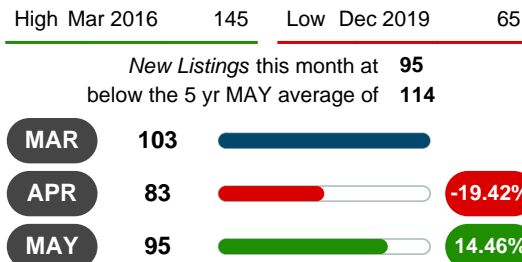


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 114



### 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	7	7.37%	3	4	0	0
\$50,001 - \$75,000	8	8.42%	1	7	0	0
\$75,001 - \$100,000	11	11.58%	0	8	3	0
\$100,001 - \$175,000	33	34.74%	0	21	11	1
\$175,001 - \$200,000	12	12.63%	0	6	5	1
\$200,001 - \$250,000	13	13.68%	1	2	8	2
\$250,001 and up	11	11.58%	0	3	6	2
<b>Total New Listed Units</b>	<b>95</b>		<b>5</b>	<b>51</b>	<b>33</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>15,192,650</b>	<b>100%</b>	<b>416.80K</b>	<b>6.75M</b>	<b>6.54M</b>	<b>1.49M</b>
<b>Average New Listed Listing Price</b>	<b>\$157,805</b>		<b>\$83,360</b>	<b>\$132,408</b>	<b>\$198,071</b>	<b>\$247,783</b>

# May 2020



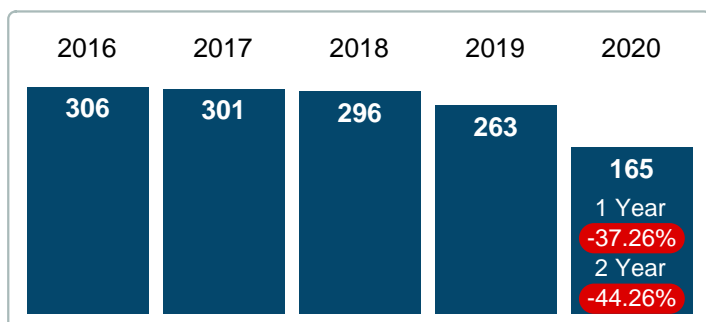
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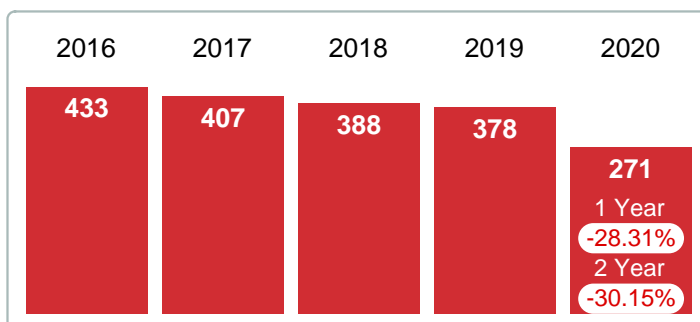
## ACTIVE INVENTORY

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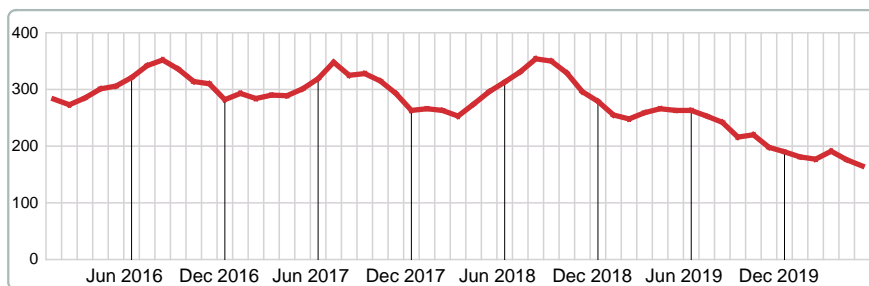
### END OF MAY



### ACTIVE DURING MAY

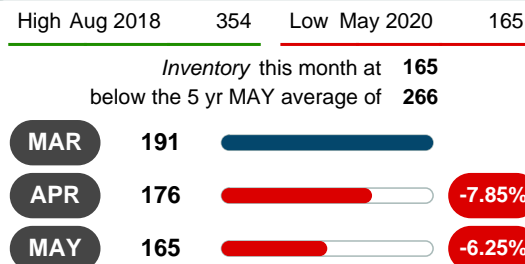


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 266



## 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	5	3.03%	127.4	3	2	0	0
\$25,001 - \$50,000	17	10.30%	80.2	6	9	2	0
\$50,001 - \$100,000	35	21.21%	72.6	12	20	3	0
\$100,001 - \$175,000	41	24.85%	55.5	0	25	15	1
\$175,001 - \$250,000	29	17.58%	65.3	2	9	15	3
\$250,001 - \$350,000	21	12.73%	70.3	1	4	13	3
\$350,001 and up	17	10.30%	83.4	1	2	11	3
Total Active Inventory by Units			165	25	71	59	10
Total Active Inventory by Volume			29,063,789	2.23M	9.27M	14.43M	3.14M
Average Active Inventory Listing Price			\$176,144	\$89,034	\$130,584	\$244,523	\$313,960

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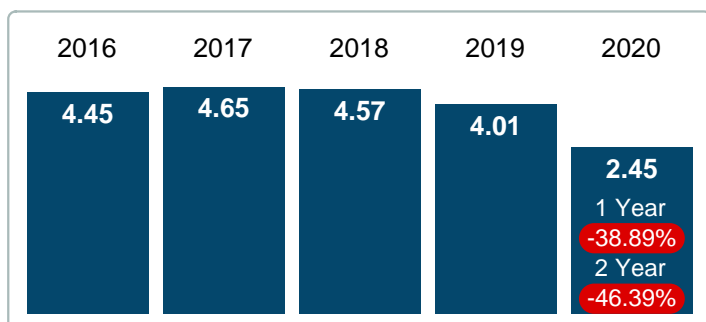
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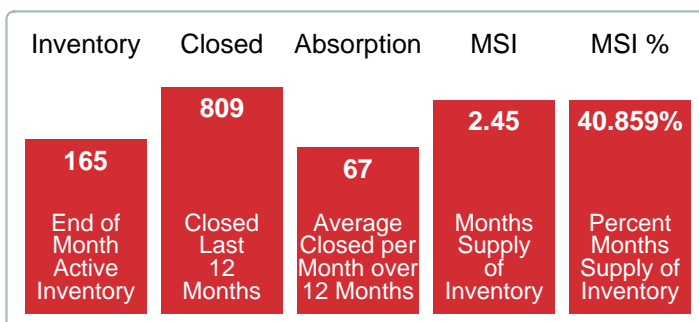
## MONTHS SUPPLY of INVENTORY (MSI)

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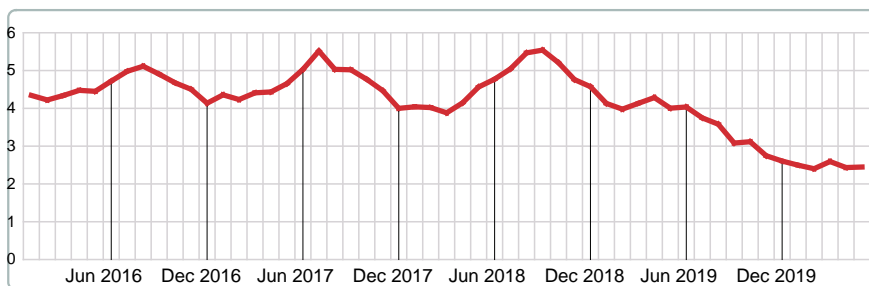
### MSI FOR MAY



### INDICATORS FOR MAY 2020

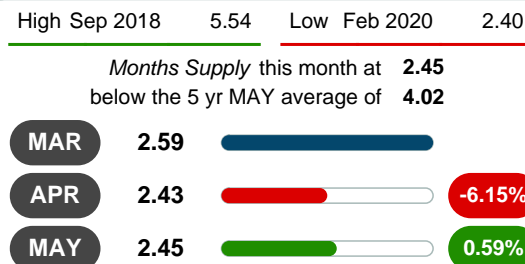


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 4.02



### 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	7.88%	2.33	2.57	1.67	8.00	0.00
\$40,001 - \$70,000	24	14.55%	3.24	4.97	2.40	2.40	0.00
\$70,001 - \$100,000	20	12.12%	1.98	1.89	2.05	2.00	0.00
\$100,001 - \$180,000	42	25.45%	1.67	0.00	1.49	2.61	1.71
\$180,001 - \$250,000	28	16.97%	2.53	24.00	2.04	2.34	4.50
\$250,001 - \$350,000	21	12.73%	3.50	0.00	4.36	3.12	3.27
\$350,001 and up	17	10.30%	8.16	0.00	2.67	13.20	6.00
Market Supply of Inventory (MSI)			2.45	3.19	1.87	3.13	3.53
Total Active Inventory by Units		100%	2.45	25	71	59	10

# May 2020



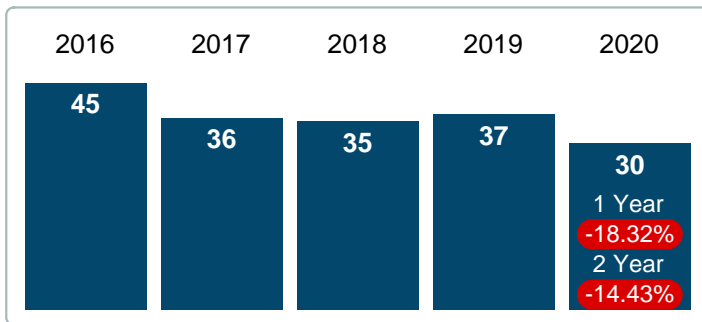
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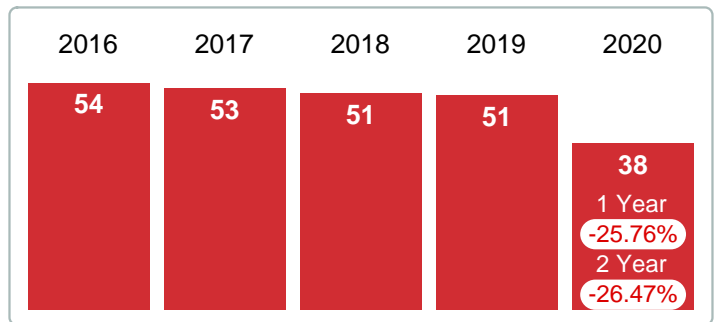
## AVERAGE DAYS ON MARKET TO SALE

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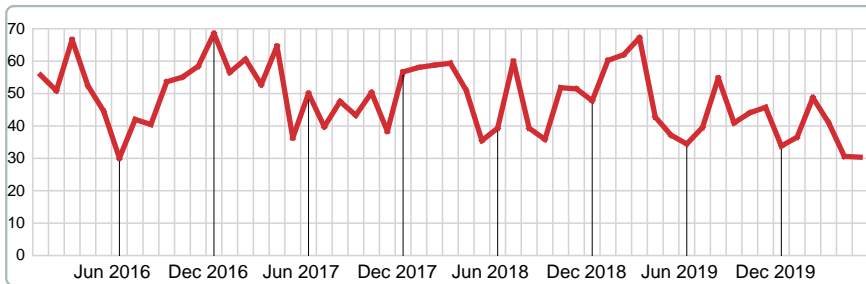
### MAY



### YEAR TO DATE (YTD)

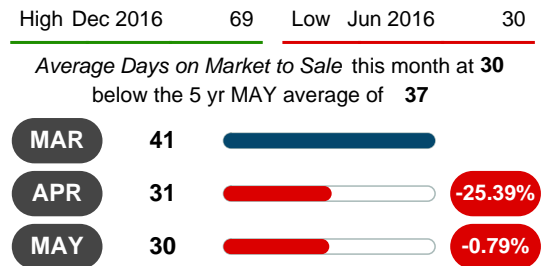


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY 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	7.55%	25	8	42	0	0
\$50,001 - \$75,000	7.55%	27	0	18	36	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$200,000	47.17%	26	23	18	32	65
\$200,001 - \$225,000	11.32%	21	10	0	23	0
\$225,001 - \$325,000	13.21%	24	0	1	28	0
\$325,001 and up	13.21%	67	0	17	56	95
<b>Average Closed DOM</b>		<b>30</b>	<b>18</b>	<b>20</b>	<b>32</b>	<b>83</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>30</b>	<b>8</b>	<b>19</b>	<b>21</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>8,946,514</b>	<b>819.90K</b>	<b>2.36M</b>	<b>4.45M</b>	<b>1.31M</b>

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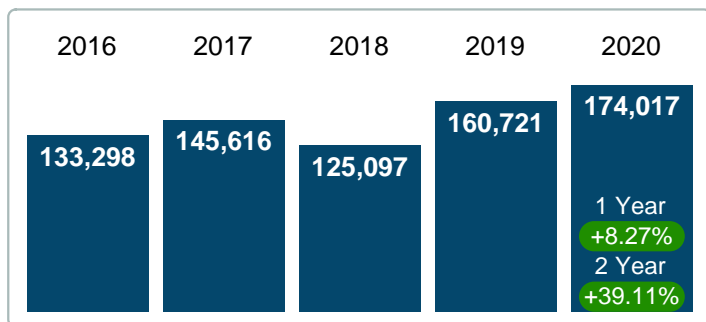
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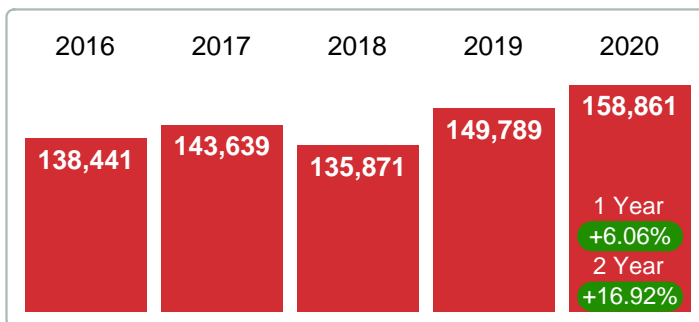
## AVERAGE LIST PRICE AT CLOSING

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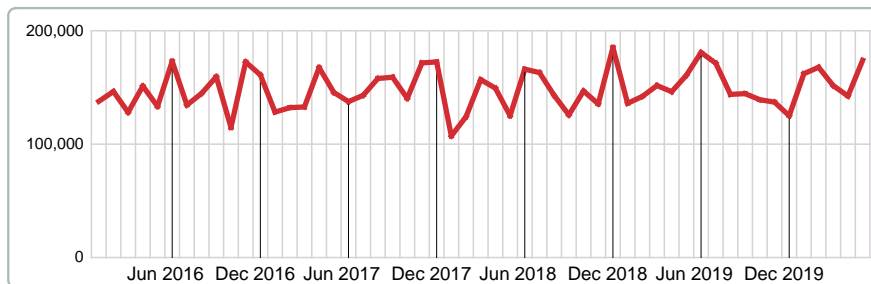
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 147,750

High Dec 2018 185,204    Low Jan 2018 107,218

Average List Price at Closing this month at **174,017**  
above the 5 yr MAY average of **147,750**

MAR	151,601	
APR	142,417	-6.06%
MAY	174,017	22.19%

### 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	7.55%	39,725	34,950	44,500	0	0
\$50,001 - \$75,000	5.66%	69,433	0	74,200	69,200	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$200,000	50.94%	116,504	112,100	112,669	118,680	124,750
\$200,001 - \$225,000	5.66%	221,000	199,000	0	229,400	0
\$225,001 - \$325,000	16.98%	274,533	0	325,000	276,967	0
\$325,001 and up	13.21%	368,043	0	375,000	350,500	383,267
<b>Average List Price</b>		<b>174,017</b>	<b>103,675</b>	<b>126,426</b>	<b>218,671</b>	<b>279,860</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>174,017</b>	<b>8</b>	<b>19</b>	<b>21</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>9,222,900</b>	<b>829.40K</b>	<b>2.40M</b>	<b>4.59M</b>	<b>1.40M</b>



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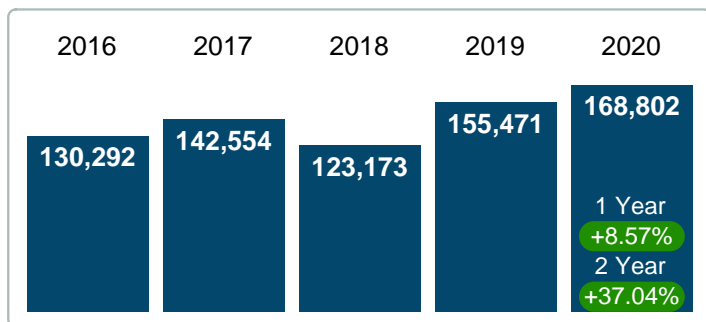
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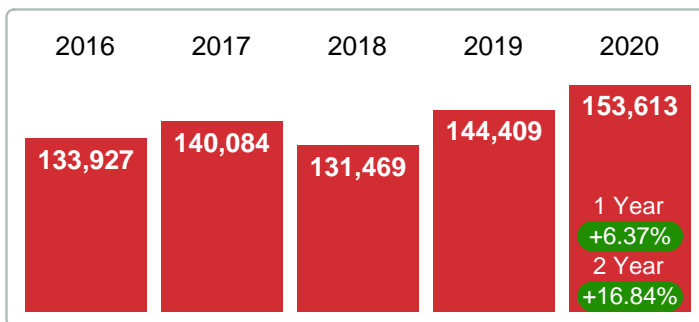
## AVERAGE SOLD PRICE AT CLOSING

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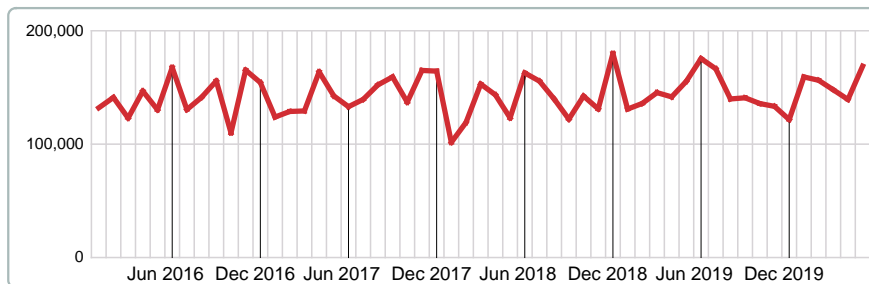
### MAY



### YEAR TO DATE (YTD)

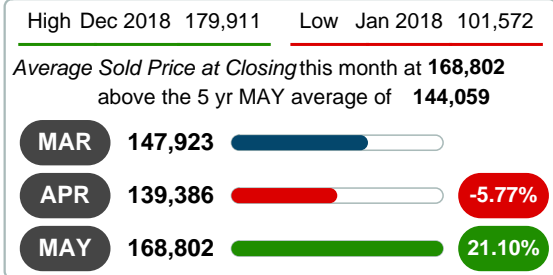


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 144,059



### 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	7.55%	37,475	34,950	40,001	0	0
\$50,001 - \$75,000	7.55%	66,938	0	68,125	65,750	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$200,000	47.17%	112,385	109,800	112,182	111,450	122,500
\$200,001 - \$225,000	11.32%	216,748	201,000	0	219,897	0
\$225,001 - \$325,000	13.21%	277,071	0	325,000	269,083	0
\$325,001 and up	13.21%	354,180	0	365,000	348,333	356,420
<b>Average Sold Price</b>		<b>168,802</b>	<b>102,488</b>	<b>124,454</b>	<b>211,797</b>	<b>262,852</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>168,802</b>	<b>8</b>	<b>19</b>	<b>21</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>8,946,514</b>	<b>819.90K</b>	<b>2.36M</b>	<b>4.45M</b>	<b>1.31M</b>

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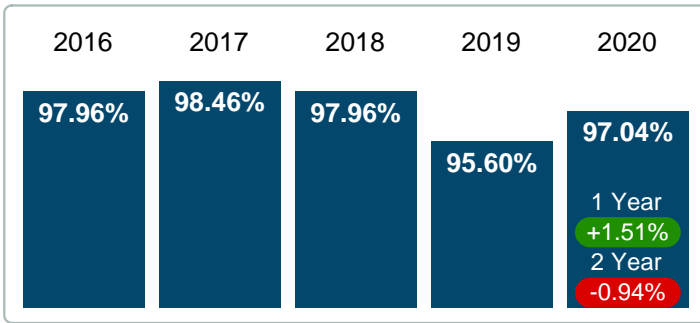
Area Delimited by County Of Washington - Residential Property Type



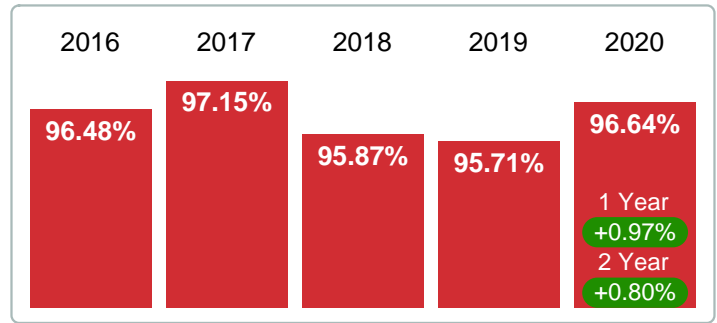
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

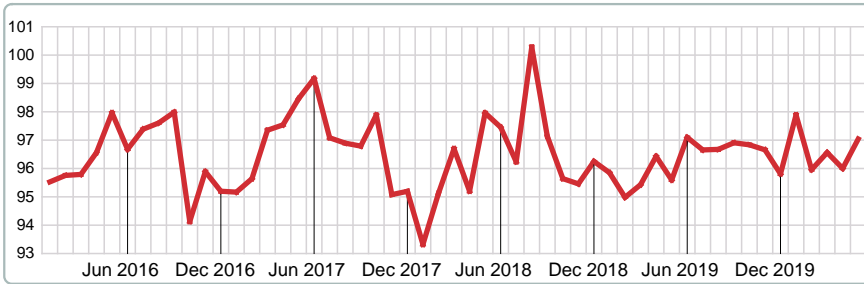
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

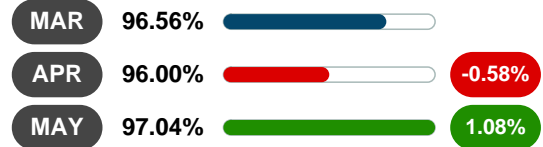


### 3 MONTHS

5 year MAY AVG = 97.40%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **97.04%**  
 equal to 5 yr MAY average of **97.40%**



## 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	4	7.55%	94.64%	100.00%	89.29%	0.00%	0.00%	
\$50,001 - \$75,000	4	7.55%	93.16%	0.00%	91.64%	94.68%	0.00%	
\$75,001 - \$75,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
\$75,001 - \$200,000	25	47.17%	98.10%	98.78%	99.63%	93.61%	97.74%	
\$200,001 - \$225,000	6	11.32%	96.93%	101.01%	0.00%	96.11%	0.00%	
\$225,001 - \$325,000	7	13.21%	97.46%	0.00%	100.00%	97.03%	0.00%	
\$325,001 and up	7	13.21%	96.51%	0.00%	97.33%	99.36%	93.38%	
Average Sold/List Ratio		97.00%		99.36%	97.60%	96.11%	95.13%	
Total Closed Units		53	100%	97.00%	8	19	21	5
Total Closed Volume		8,946,514			819.90K	2.36M	4.45M	1.31M

# May 2020



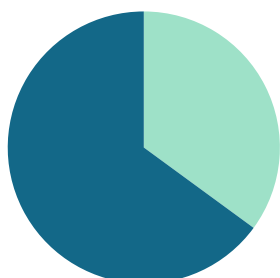
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

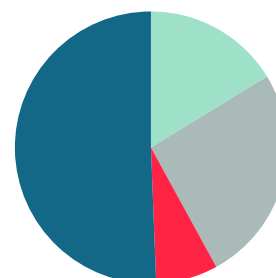


**Inventory**  
 New Listings  
**95 = 35.06%**  
 Start Inventory  
**176**  
 Total Inventory Units  
**271**  
 Volume  
**\$46,574,689**

### Market Activity

Closed Sales  
**53 = 16.26%**  
 Pending Sales  
**84 = 25.77%**  
 Other Off Market  
**24 = 7.36%**  
 Active Inventory  
**165 = 50.61%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	112	53	-52.68%	354	288	-18.64%
Pending Sales	82	84	2.44%	393	341	-13.23%
New Listings	112	95	-15.18%	574	454	-20.91%
Average List Price	160,721	174,017	8.27%	149,789	158,861	6.06%
Average Sale Price	155,471	168,802	8.57%	144,409	153,613	6.37%
Average Percent of Selling Price to List Price	95.60%	97.04%	1.51%	95.71%	96.64%	0.97%
Average Days on Market to Sale	37.17	30.36	-18.32%	50.75	37.67	-25.76%
Monthly Inventory	263	165	-37.26%	263	165	-37.26%
Months Supply of Inventory	4.01	2.45	-38.89%	4.01	2.45	-38.89%

**Absorption:** Last 12 months, an Average of **67** Sales/Month

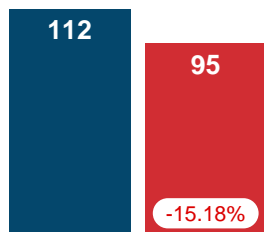
**Inventory** on May 31, 2020 = **165**

**2019** **2020**

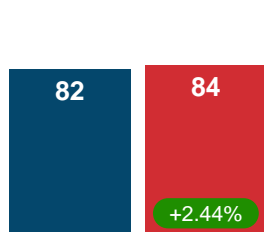
### MAY MARKET

### AVERAGE PRICES

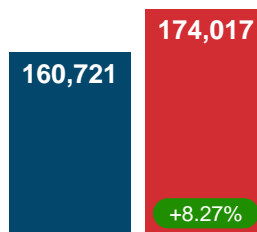
#### New Listings



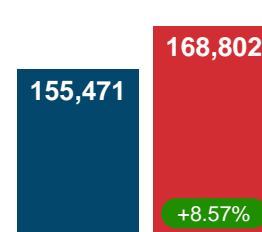
#### Pending Listings



#### List Price



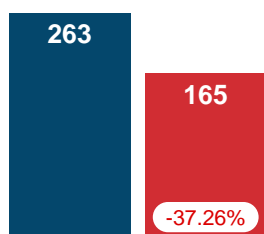
#### Sale Price



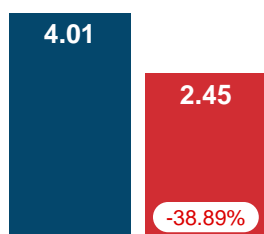
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

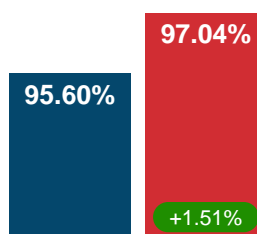
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

