

May 2020



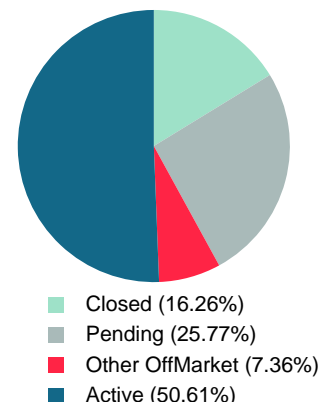
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	133,500	130,000	-2.62%
Median Sale Price	130,000	128,500	-1.15%
Median Percent of Selling Price to List Price	97.14%	100.00%	2.95%
Median Days on Market to Sale	19.00	14.00	-26.32%
End of Month Inventory	263	165	-37.26%
Months Supply of Inventory	4.01	2.45	-38.89%



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.

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 **1.15%** in May 2020 to \$128,500 versus the previous year at \$130,000.

Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 5.00 days or **26.32%** in May 2020 compared to last year's same month at **19.00** DOM.

Sales Success for May 2020 is Positive

Overall, with Median Prices falling 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.

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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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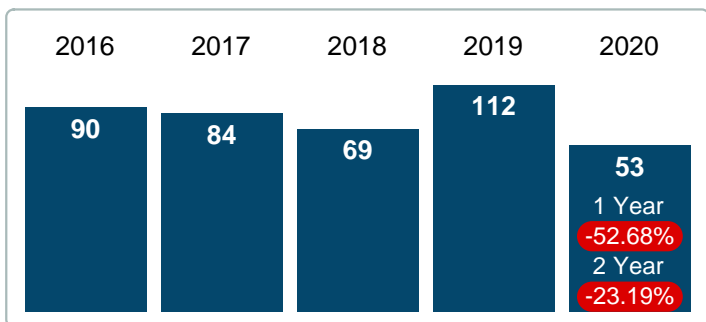
Area Delimited by County Of Washington - Residential Property Type



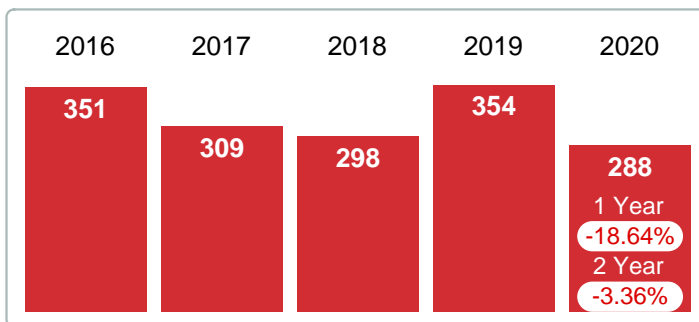
CLOSED LISTINGS

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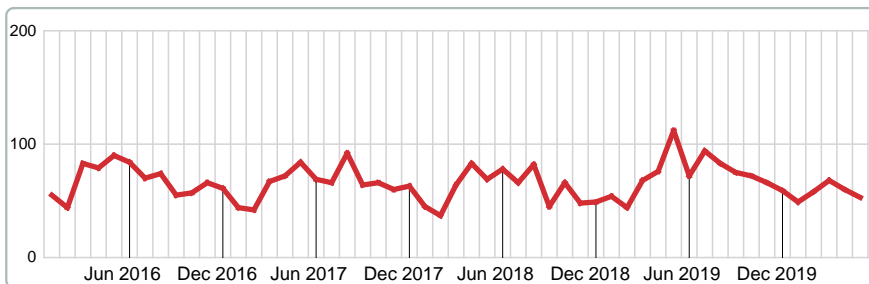
MAY



YEAR TO DATE (YTD)

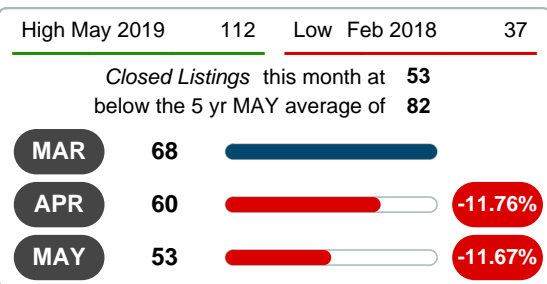


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 82



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	5	9.43%	16.0	2	2	1	0
\$60,001 - \$80,000	6	11.32%	10.5	1	3	2	0
\$80,001 - \$90,000	4	7.55%	27.5	1	2	1	0
\$90,001 - \$200,000	18	33.96%	10.5	3	10	3	2
\$200,001 - \$240,000	7	13.21%	10.0	1	0	6	0
\$240,001 - \$330,000	6	11.32%	4.0	0	1	5	0
\$330,001 and up	7	13.21%	35.0	0	1	3	3
Total Closed Units	53			8	19	21	5
Total Closed Volume	8,946,514	100%	14.0	819.90K	2.36M	4.45M	1.31M
Median Closed Price	\$128,500			\$100,500	\$97,500	\$220,000	\$331,760

May 2020



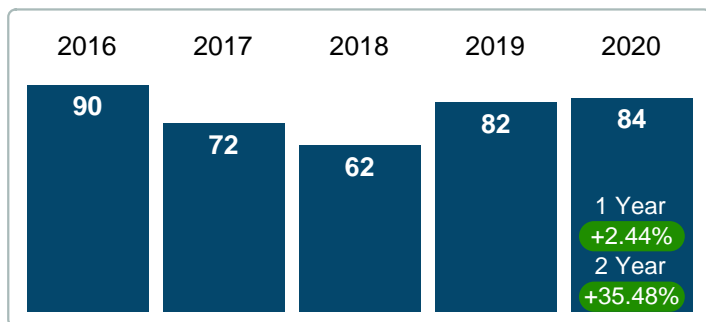
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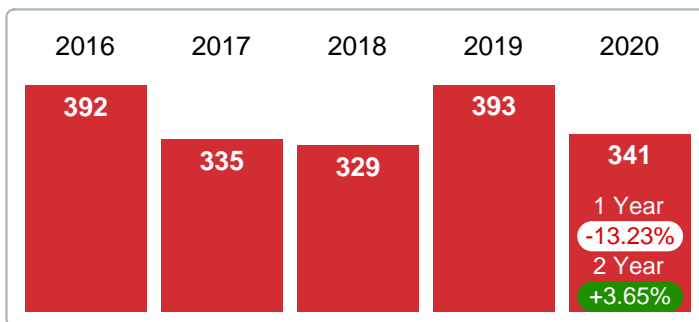
PENDING LISTINGS

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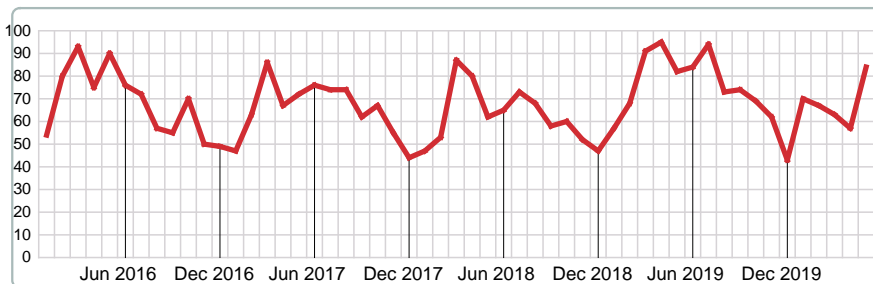
MAY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	7.14%	39.5	2	4	0	0
\$40,001 - \$70,000	6	7.14%	47.0	2	4	0	0
\$70,001 - \$120,000	19	22.62%	3.0	0	18	1	0
\$120,001 - \$160,000	18	21.43%	26.0	2	14	1	1
\$160,001 - \$200,000	17	20.24%	8.0	0	6	10	1
\$200,001 - \$270,000	9	10.71%	7.0	1	3	5	0
\$270,001 and up	9	10.71%	53.0	0	1	5	3
Total Pending Units	84			7	50	22	5
Total Pending Volume	13,196,700	100%	14.5	666.30K	6.21M	5.00M	1.32M
Median Listing Price	\$149,900			\$66,500	\$119,550	\$192,450	\$299,900

May 2020



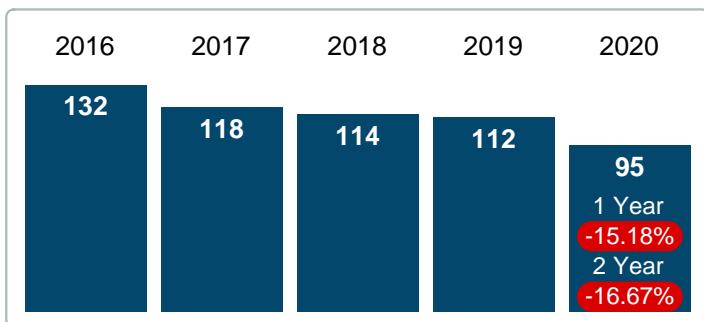
Area Delimited by County Of Washington - Residential Property Type



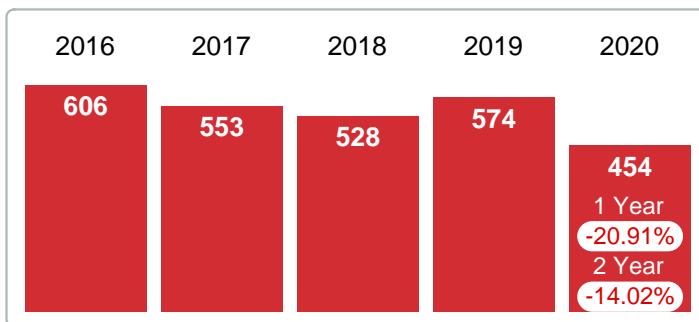
NEW LISTINGS

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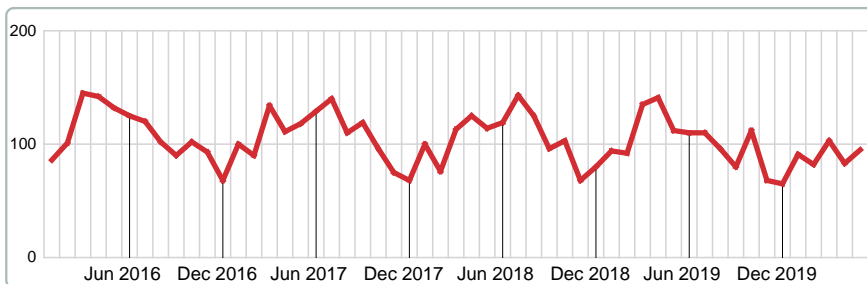
MAY



YEAR TO DATE (YTD)

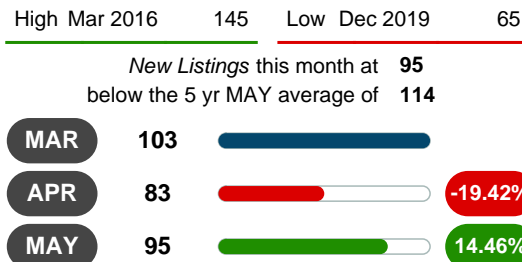


5 YEAR MARKET ACTIVITY TRENDS



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
\$60,000 and less	9	9.47%	3	6	0	0
\$60,001 - \$80,000	9	9.47%	1	6	2	0
\$80,001 - \$110,000	14	14.74%	0	11	3	0
\$110,001 - \$170,000	27	28.42%	0	17	9	1
\$170,001 - \$210,000	14	14.74%	1	6	6	1
\$210,001 - \$270,000	13	13.68%	0	2	9	2
\$270,001 and up	9	9.47%	0	3	4	2
Total New Listed Units	95		5	51	33	6
Total New Listed Volume	15,192,650	100%	416.80K	6.75M	6.54M	1.49M
Median New Listed Listing Price	\$149,900		\$49,900	\$117,000	\$189,000	\$234,900

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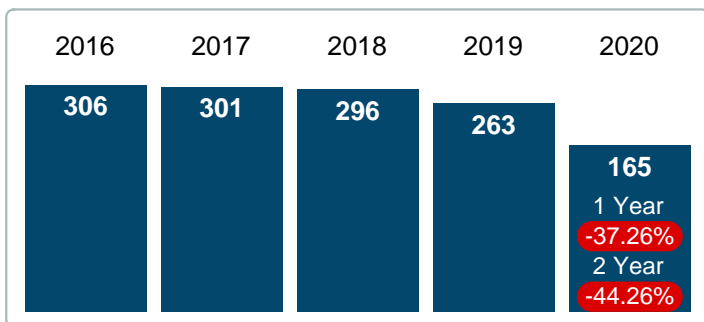
Area Delimited by County Of Washington - Residential Property Type



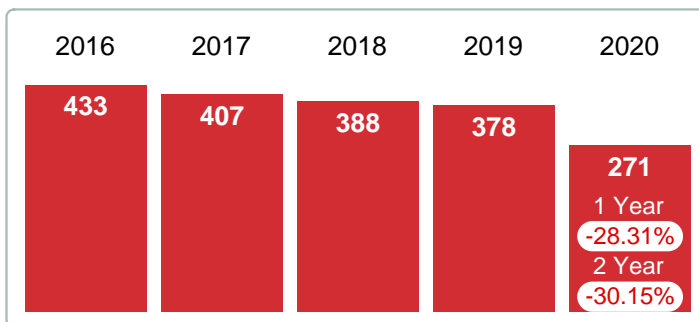
ACTIVE INVENTORY

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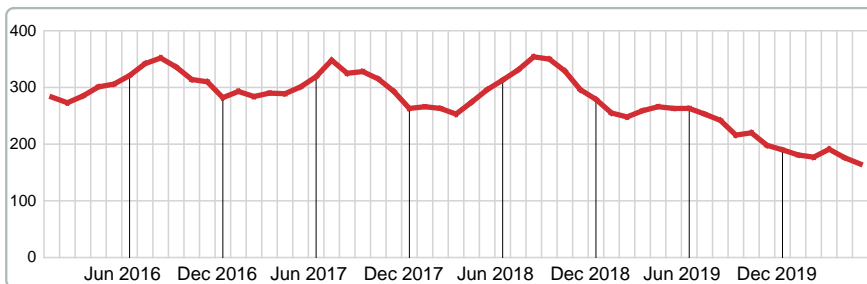
END OF MAY



ACTIVE DURING MAY

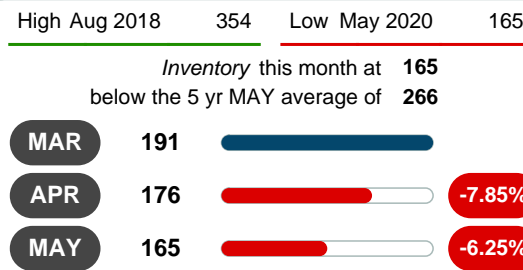


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 266



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	13	7.88%	93.0	6	5	2	0
\$40,001 - \$70,000	24	14.55%	52.5	12	11	1	0
\$70,001 - \$100,000	20	12.12%	86.5	3	15	2	0
\$100,001 - \$180,000	42	25.45%	38.5	0	26	15	1
\$180,001 - \$250,000	28	16.97%	56.5	2	8	15	3
\$250,001 - \$350,000	21	12.73%	69.0	1	4	13	3
\$350,001 and up	17	10.30%	80.0	1	2	11	3
Total Active Inventory by Units		165		25	71	59	10
Total Active Inventory by Volume		29,063,789	100%	2.23M	9.27M	14.43M	3.14M
Median Active Inventory Listing Price		\$148,000		\$62,000	\$114,900	\$228,900	\$311,450

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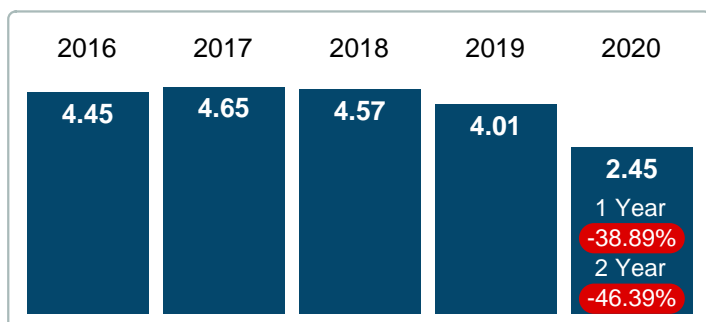
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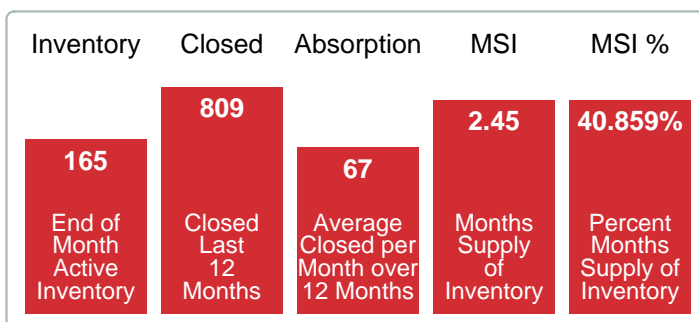
MONTHS SUPPLY of INVENTORY (MSI)

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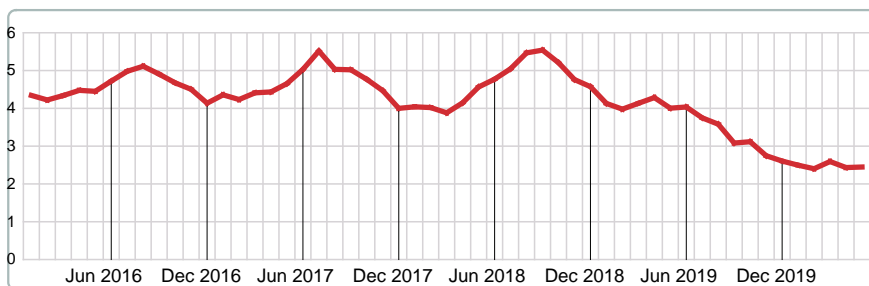
MSI FOR MAY



INDICATORS FOR MAY 2020

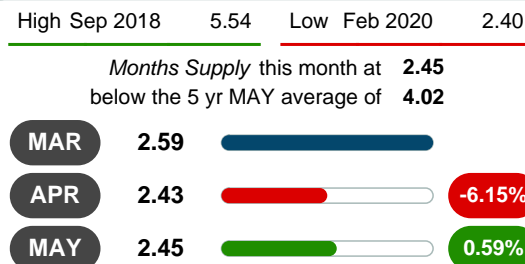


5 YEAR MARKET ACTIVITY TRENDS



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

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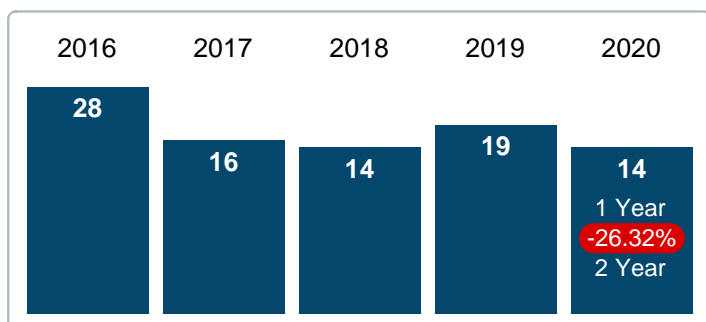
Area Delimited by County Of Washington - Residential Property Type



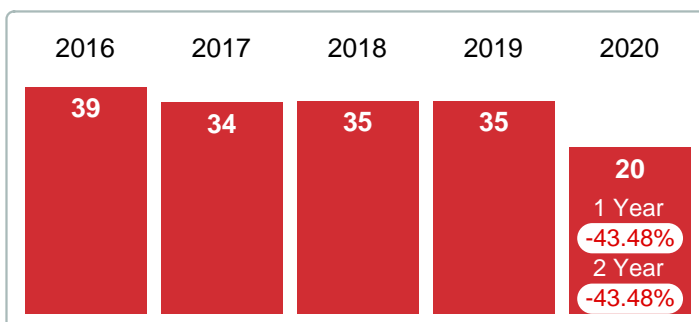
MEDIAN DAYS ON MARKET TO SALE

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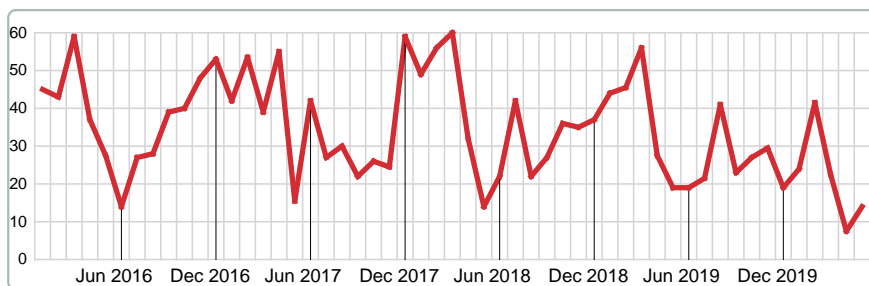
MAY



YEAR TO DATE (YTD)

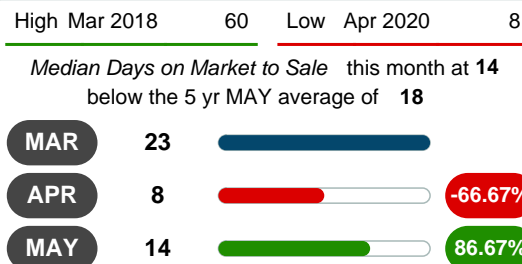


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 18



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	9.43%	16	8	42	42	0
\$60,001 - \$80,000	11.32%	11	15	6	16	0
\$80,001 - \$90,000	7.55%	28	42	7	151	0
\$90,001 - \$200,000	33.96%	11	12	19	2	65
\$200,001 - \$240,000	13.21%	10	10	0	15	0
\$240,001 - \$330,000	11.32%	4	0	1	5	0
\$330,001 and up	13.21%	35	0	17	23	113
Median Closed DOM		14				
Total Closed Units	100%	14.0	8	19	21	5
Total Closed Volume		8,946,514	819.90K	2.36M	4.45M	1.31M

May 2020



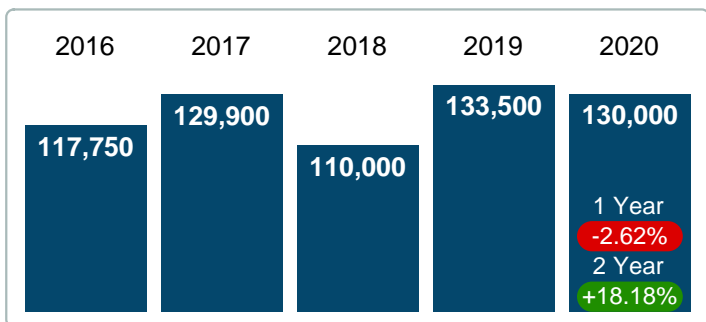
Area Delimited by County Of Washington - Residential Property Type



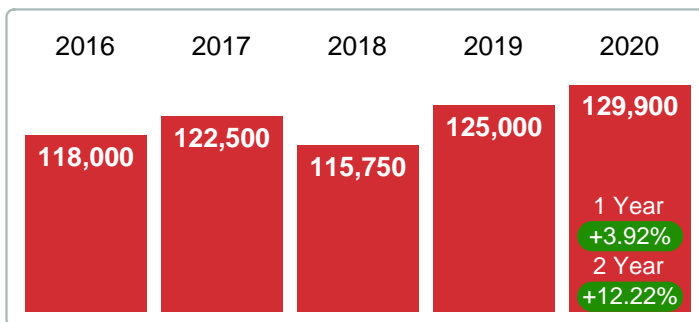
MEDIAN LIST PRICE AT CLOSING

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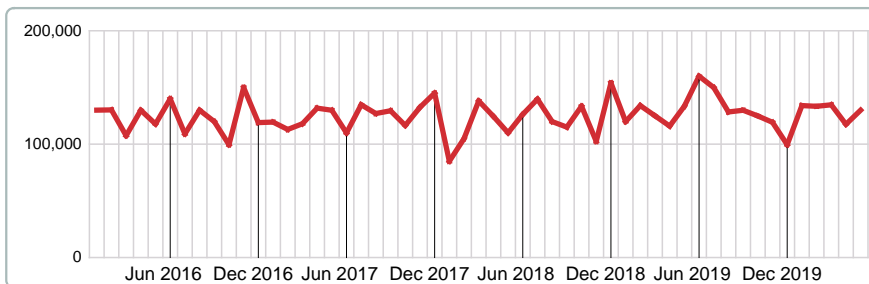
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 124,230

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

Median List Price at Closing this month at **130,000**
above the 5 yr MAY average of **124,230**

- MAR: 134,700
- APR: 117,500 (-12.77%)
- MAY: 130,000 (10.64%)

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	7.55%	44,500	34,950	44,500	0	0
\$60,001 - \$80,000	11.32%	75,100	76,700	74,200	73,500	0
\$80,001 - \$90,000	7.55%	84,500	84,000	85,000	0	0
\$90,001 - \$200,000	37.74%	124,450	142,450	120,950	126,450	124,750
\$200,001 - \$240,000	7.55%	222,500	0	0	222,500	0
\$240,001 - \$330,000	15.09%	265,000	0	325,000	255,000	0
\$330,001 and up	13.21%	350,000	0	375,000	349,000	350,000
Median List Price		130,000	99,450	95,000	235,000	349,900
Total Closed Units	100%	130,000	8	19	21	5
Total Closed Volume		9,222,900	829.40K	2.40M	4.59M	1.40M

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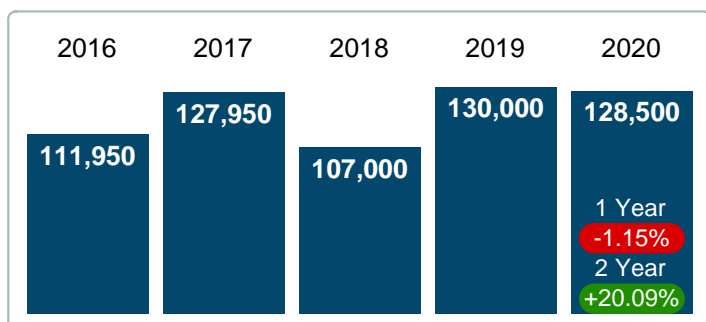
Area Delimited by County Of Washington - Residential Property Type



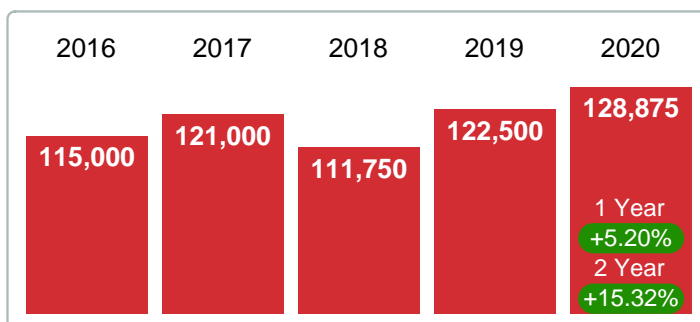
MEDIAN SOLD PRICE AT CLOSING

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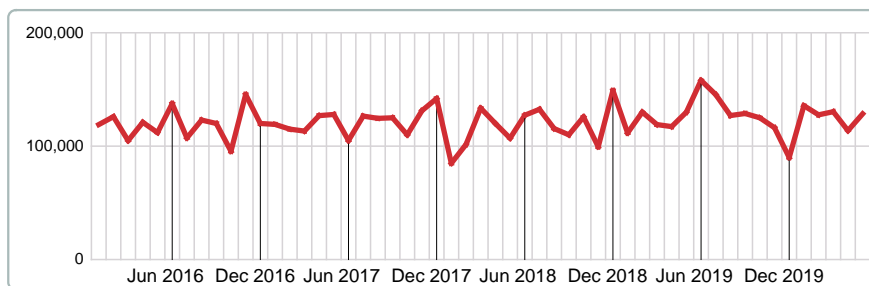
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

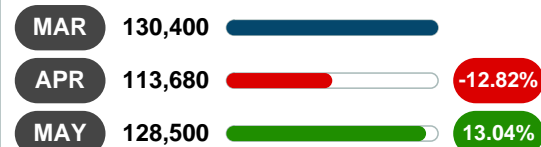


3 MONTHS

5 year MAY AVG = 121,080

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

Median Sold Price at Closing this month at **128,500**
 above the 5 yr MAY average of **121,080**



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	9.43%	47,001	34,950	40,001	58,000	0
\$60,001 - \$80,000	11.32%	75,625	79,000	74,250	75,250	0
\$80,001 - \$90,000	7.55%	86,000	86,000	85,500	90,000	0
\$90,001 - \$200,000	33.96%	121,000	119,500	121,000	143,250	122,500
\$200,001 - \$240,000	13.21%	220,000	201,000	0	220,000	0
\$240,001 - \$330,000	11.32%	282,000	0	325,000	255,000	0
\$330,001 and up	13.21%	351,000	0	365,000	351,000	337,500
Median Sold Price		128,500	100,500	97,500	220,000	331,760
Total Closed Units	100%	128,500	8	19	21	5
Total Closed Volume		8,946,514	819.90K	2.36M	4.45M	1.31M

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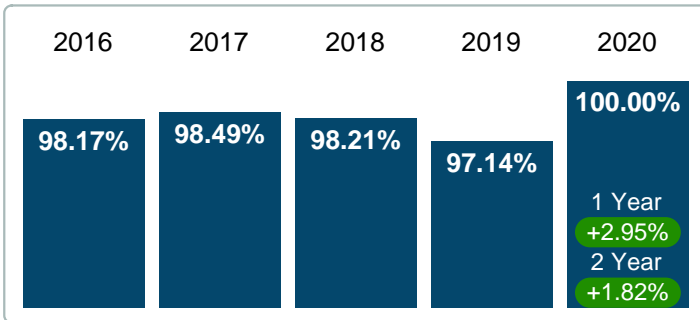
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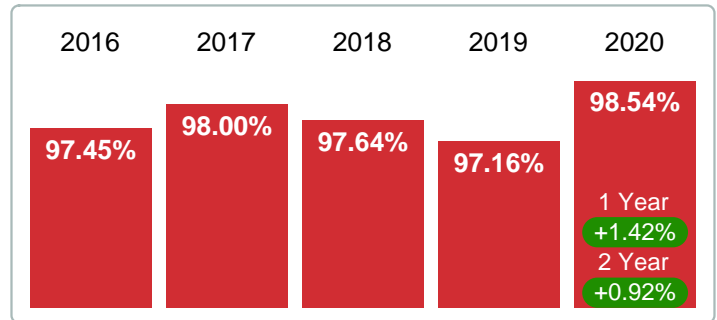
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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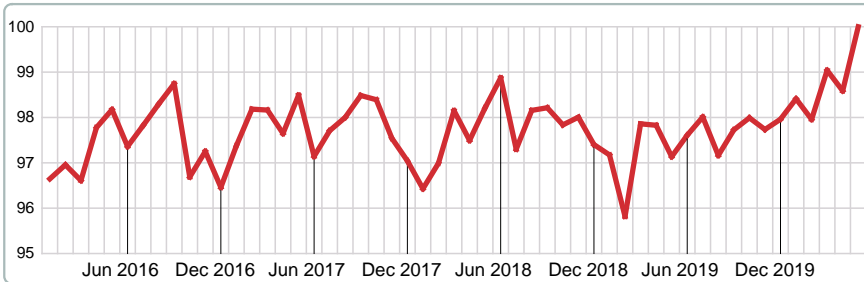
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

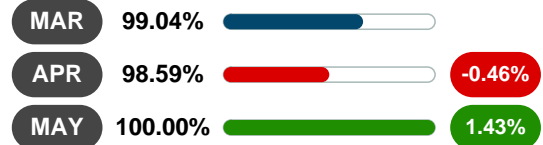


3 MONTHS

5 year MAY AVG = 98.40%

High May 2020 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAY average of **98.40%**



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	5	9.43%	100.00%	100.00%	89.29%	89.37%	0.00%
\$60,001 - \$80,000	6	11.32%	97.53%	103.00%	94.59%	100.00%	0.00%
\$80,001 - \$90,000	4	7.55%	99.14%	102.38%	99.14%	83.33%	0.00%
\$90,001 - \$200,000	18	33.96%	100.00%	96.51%	100.00%	96.46%	97.74%
\$200,001 - \$240,000	7	13.21%	100.00%	101.01%	0.00%	97.98%	0.00%
\$240,001 - \$330,000	6	11.32%	99.85%	0.00%	100.00%	99.71%	0.00%
\$330,001 and up	7	13.21%	97.33%	0.00%	97.33%	100.00%	94.82%
Median Sold/List Ratio		100.00%		100.04%	100.00%	99.71%	95.48%
Total Closed Units		53	100%	8	19	21	5
Total Closed Volume		8,946,514		819.90K	2.36M	4.45M	1.31M

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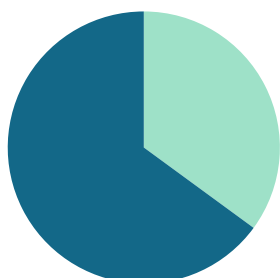
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

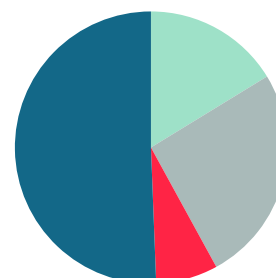


Inventory
 New Listings
95 = 35.06%
 Start Inventory
176
 Total Inventory Units
271
 Volume
\$46,574,689

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%
Median List Price	133,500	130,000	-2.62%	125,000	129,900	3.92%
Median Sale Price	130,000	128,500	-1.15%	122,500	128,875	5.20%
Median Percent of Selling Price to List Price	97.14%	100.00%	2.95%	97.16%	98.54%	1.42%
Median Days on Market to Sale	19.00	14.00	-26.32%	34.50	19.50	-43.48%
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

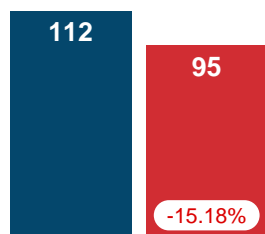
Inventory on May 31, 2020 = **165**

2019 **2020**

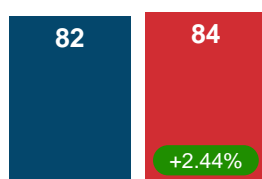
MAY MARKET

MEDIAN PRICES

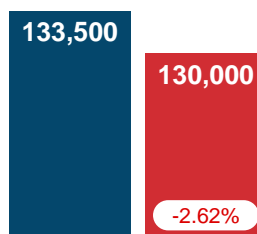
New Listings



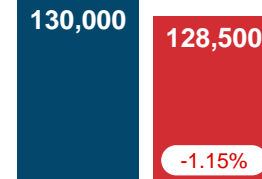
Pending Listings



List Price



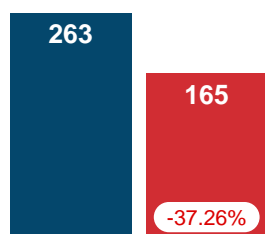
Sale Price



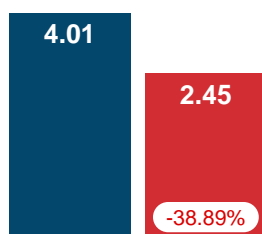
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

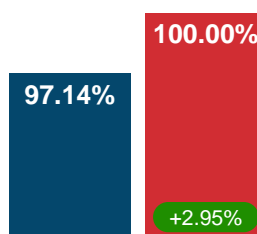
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

