

September 2020



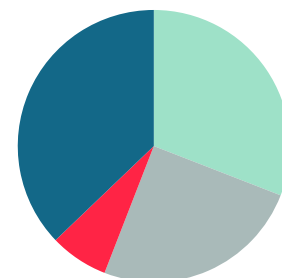
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 27, 2023 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	75	89	18.67%
Pending Listings	74	72	-2.70%
New Listings	80	81	1.25%
Average List Price	144,537	150,111	3.86%
Average Sale Price	140,868	147,564	4.75%
Average Percent of Selling Price to List Price	96.91%	98.26%	1.39%
Average Days on Market to Sale	40.93	36.49	-10.84%
End of Month Inventory	216	107	-50.46%
Months Supply of Inventory	3.08	1.51	-50.87%



■ Closed (30.90%)
■ Pending (25.00%)
■ Other OffMarket (6.94%)
■ Active (37.15%)

Absorption: Last 12 months, an Average of **71** Sales/Month
Active Inventory as of September 30, 2020 = **107**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **50.46%** to 107 existing homes available for sale. Over the last 12 months this area has had an average of 71 closed sales per month. This represents an unsold inventory index of **1.51** 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 **4.75%** in September 2020 to \$147,564 versus the previous year at \$140,868.

Average Days on Market Shortens

The average number of **36.49** days that homes spent on the market before selling decreased by 4.44 days or **10.84%** in September 2020 compared to last year's same month at **40.93** DOM.

Sales Success for September 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 81 New Listings in September 2020, up **1.25%** from last year at 80. Furthermore, there were 89 Closed Listings this month versus last year at 75, a **18.67%** increase.

Closed versus Listed trends yielded a **109.9%** ratio, up from previous year's, September 2019, at **93.8%**, a **17.20%** 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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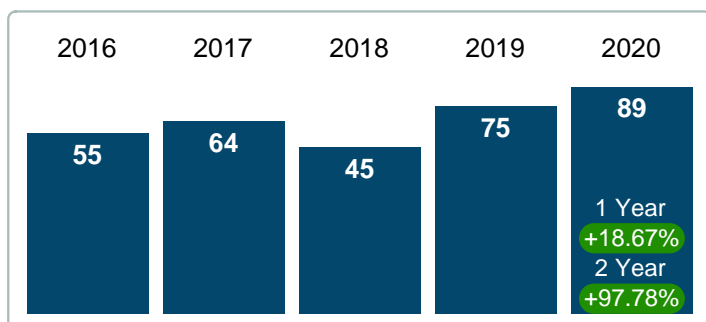
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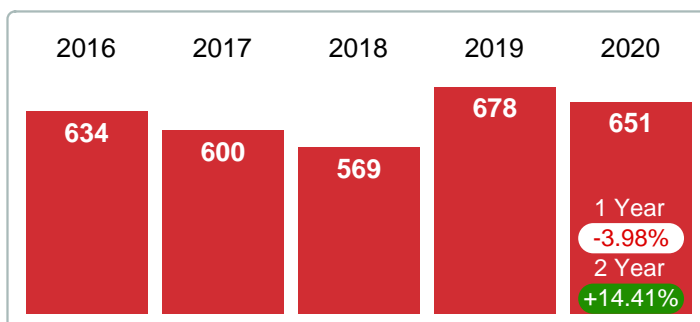
CLOSED LISTINGS

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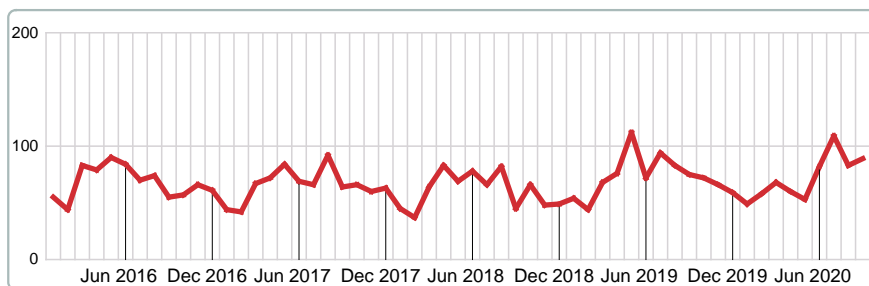
SEPTEMBER



YEAR TO DATE (YTD)

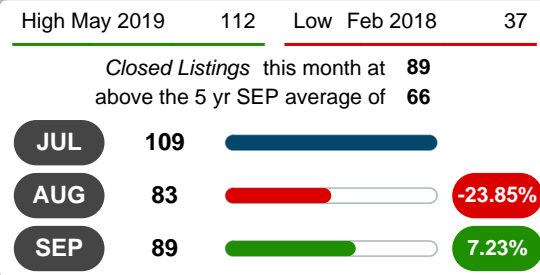


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 66



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	7.87%	48.9	4	3	0	0
\$40,001 - \$70,000	12	13.48%	49.8	7	5	0	0
\$70,001 - \$90,000	11	12.36%	36.3	4	6	1	0
\$90,001 - \$160,000	25	28.09%	28.6	1	18	6	0
\$160,001 - \$200,000	13	14.61%	16.5	1	5	7	0
\$200,001 - \$270,000	12	13.48%	36.4	1	4	7	0
\$270,001 and up	9	10.11%	60.4	1	1	5	2
Total Closed Units	89			19	42	26	2
Total Closed Volume	13,133,230	100%	36.5	1.68M	5.21M	5.55M	694.75K
Average Closed Price	\$147,564			\$88,429	\$124,052	\$213,390	\$347,373

September 2020



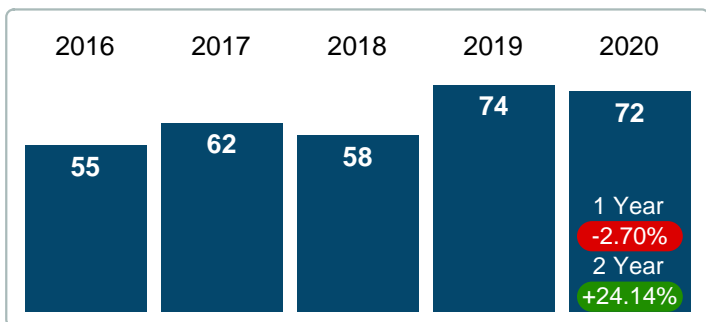
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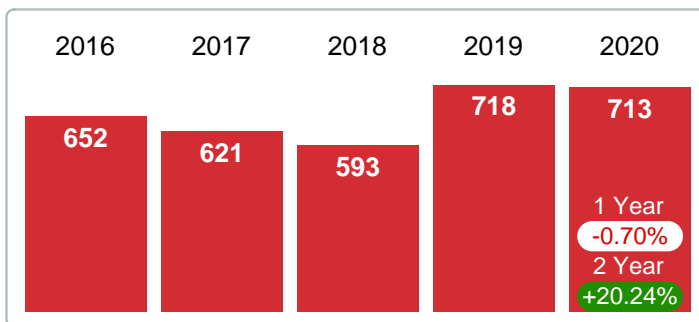
PENDING LISTINGS

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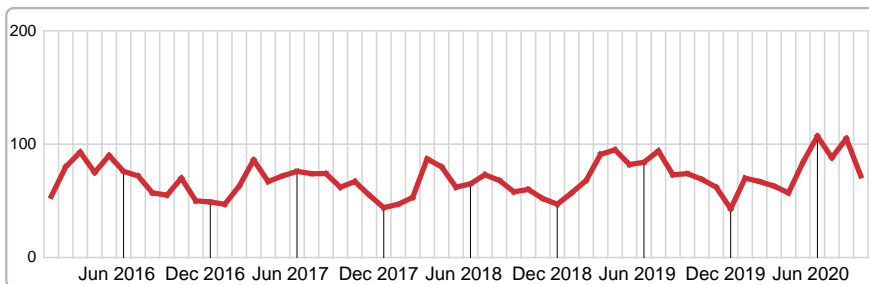
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

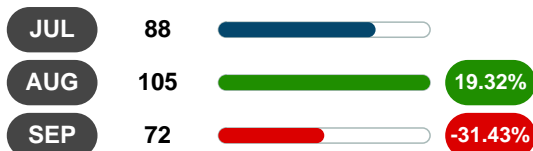


3 MONTHS

5 year SEP AVG = 64

High Jun 2020 107 Low Dec 2019 43

Pending Listings this month at 72 above the 5 yr SEP average of 64



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	4	5.56%	64.0	3	1	0	0
\$25,001 - \$75,000	8	11.11%	57.6	3	4	1	0
\$75,001 - \$100,000	6	8.33%	31.0	2	4	0	0
\$100,001 - \$150,000	22	30.56%	22.6	2	16	4	0
\$150,001 - \$225,000	14	19.44%	18.1	1	6	6	1
\$225,001 - \$325,000	10	13.89%	39.4	0	5	3	2
\$325,001 and up	8	11.11%	26.4	0	2	6	0
Total Pending Units	72			11	38	20	3
Total Pending Volume	12,756,270	100%	31.4	830.00K	6.05M	5.16M	713.40K
Average Listing Price	\$177,170			\$75,455	\$159,206	\$258,153	\$237,800

September 2020



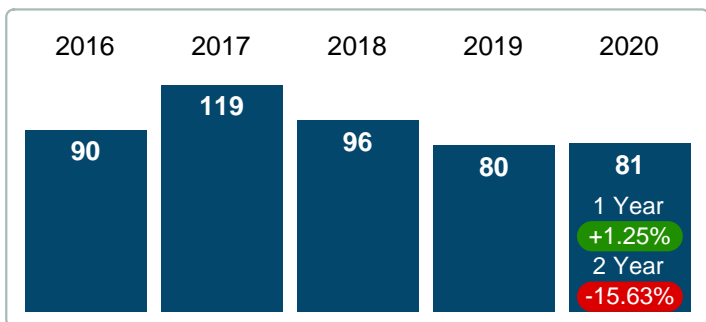
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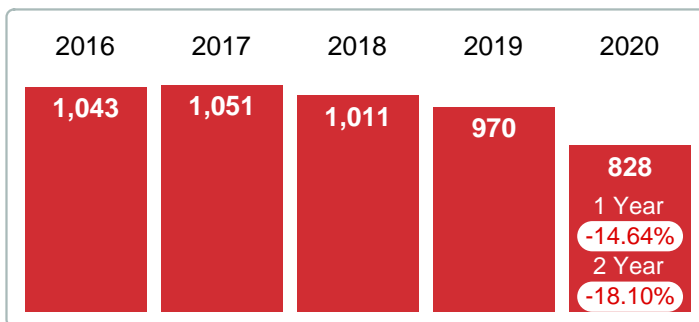
NEW LISTINGS

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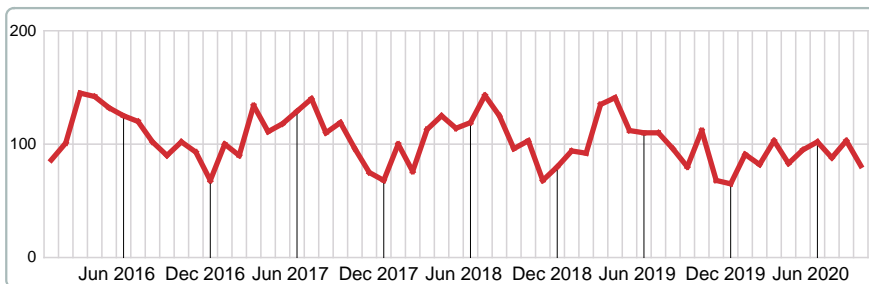
SEPTEMBER



YEAR TO DATE (YTD)

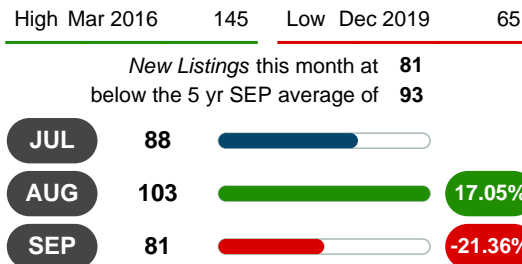


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 93



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	4	4.94%	2	2	0	0
\$50,001 - \$75,000	6	7.41%	2	2	2	0
\$75,001 - \$100,000	11	13.58%	4	5	2	0
\$100,001 - \$175,000	29	35.80%	1	22	6	0
\$175,001 - \$225,000	12	14.81%	0	7	5	0
\$225,001 - \$325,000	10	12.35%	0	3	5	2
\$325,001 and up	9	11.11%	0	2	6	1
Total New Listed Units	81		9	43	26	3
Total New Listed Volume	15,551,499	100%	651.20K	6.61M	7.33M	951.90K
Average New Listed Listing Price	\$186,761		\$72,356	\$153,823	\$282,077	\$317,300

September 2020



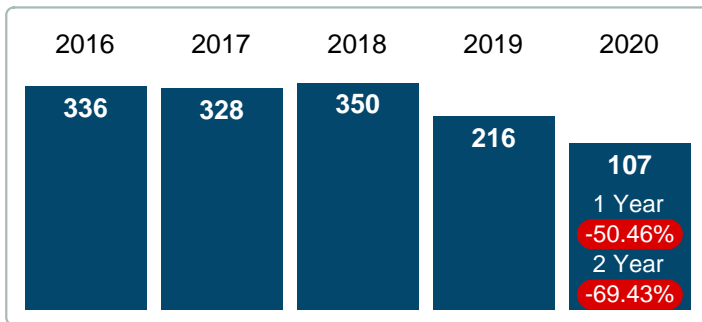
Area Delimited by County Of Washington - Residential Property Type



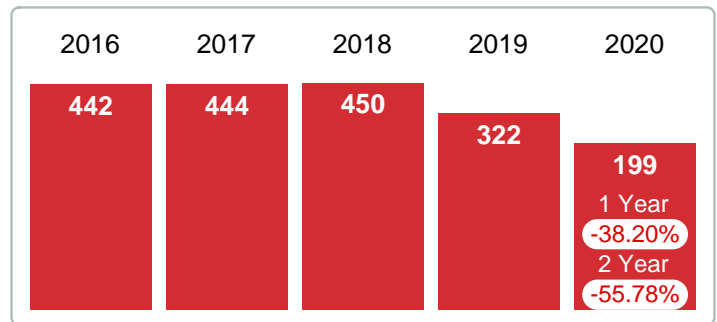
ACTIVE INVENTORY

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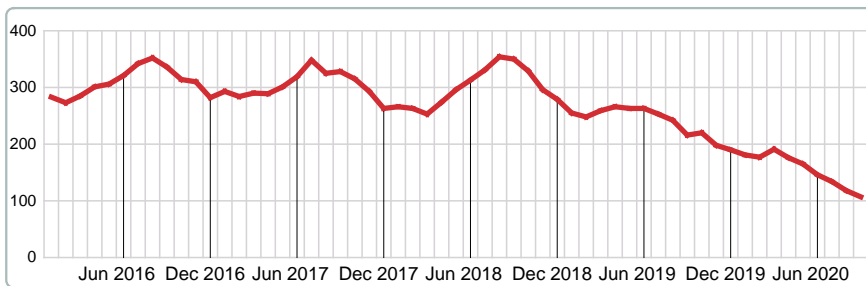
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

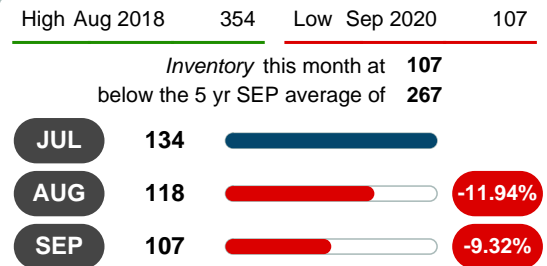


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 267



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	8.41%	88.9	3	5	1	0
\$50,001 - \$75,000	16	14.95%	73.4	6	7	3	0
\$75,001 - \$100,000	15	14.02%	70.9	4	9	2	0
\$100,001 - \$175,000	24	22.43%	48.7	1	20	3	0
\$175,001 - \$225,000	17	15.89%	61.2	1	8	7	1
\$225,001 - \$375,000	14	13.08%	75.0	0	2	9	3
\$375,001 and up	12	11.21%	65.1	0	2	6	4
Total Active Inventory by Units	107			15	53	31	8
Total Active Inventory by Volume	20,491,986	100%	66.1	1.12M	7.17M	8.94M	3.26M
Average Active Inventory Listing Price	\$191,514			\$74,347	\$135,300	\$288,429	\$408,075

September 2020



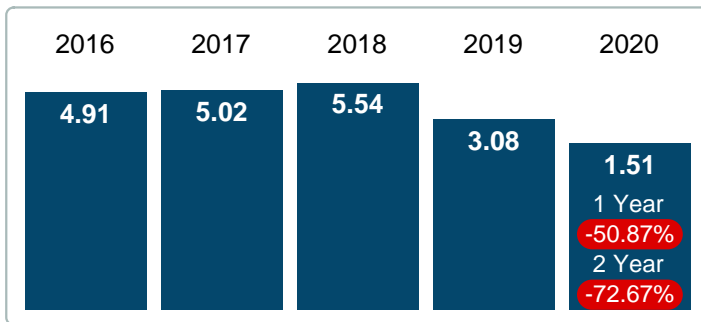
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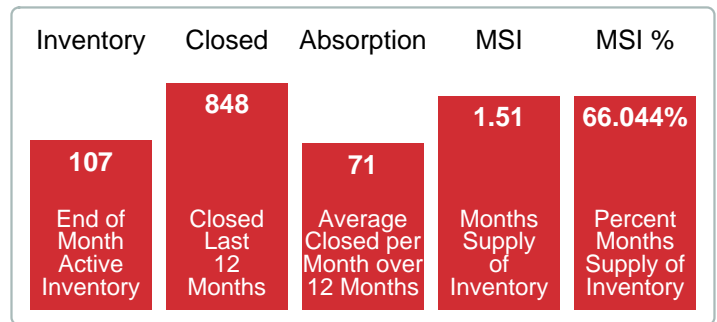
MONTHS SUPPLY of INVENTORY (MSI)

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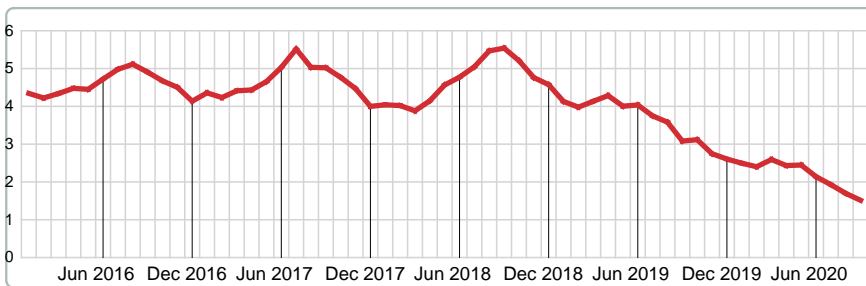
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

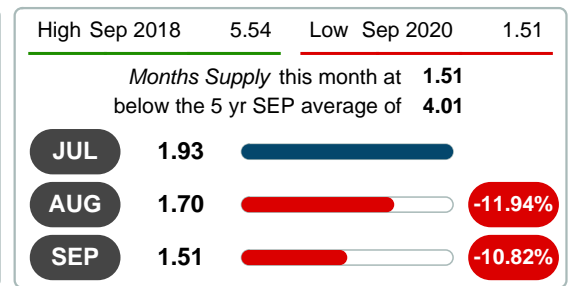


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 4.01



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
\$50,000 and less	9	8.41%	1.14	0.84	1.22	4.00	0.00
\$50,001 - \$70,000	14	13.08%	2.33	2.88	1.76	4.00	0.00
\$70,001 - \$100,000	17	15.89%	1.48	2.53	1.18	2.40	0.00
\$100,001 - \$180,000	25	23.36%	0.99	0.67	1.19	0.54	0.00
\$180,001 - \$230,000	17	15.89%	1.98	4.00	2.05	1.78	2.40
\$230,001 - \$380,000	13	12.15%	1.38	0.00	1.33	1.23	2.40
\$380,001 and up	12	11.21%	5.76	0.00	3.43	6.00	8.00
Market Supply of Inventory (MSI)			1.51	1.64	1.36	1.58	2.82
Total Active Inventory by Units		100%	107	15	53	31	8

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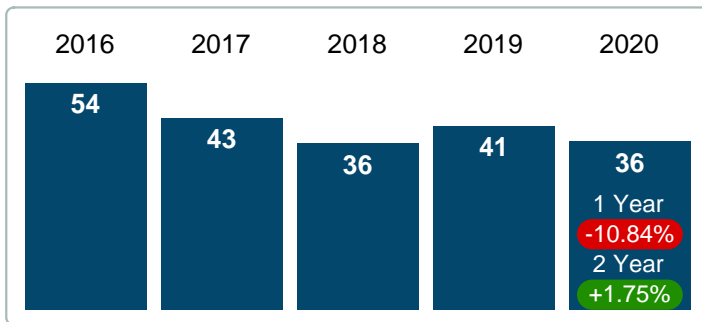
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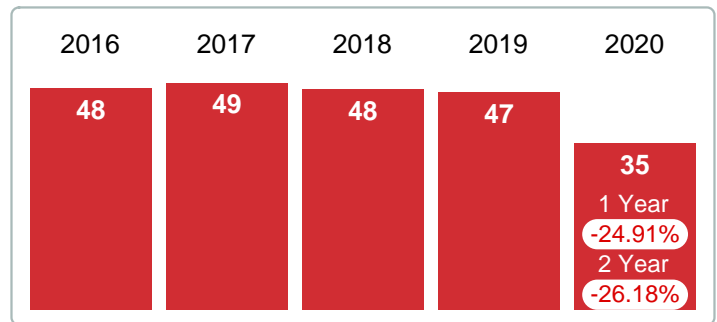
AVERAGE DAYS ON MARKET TO SALE

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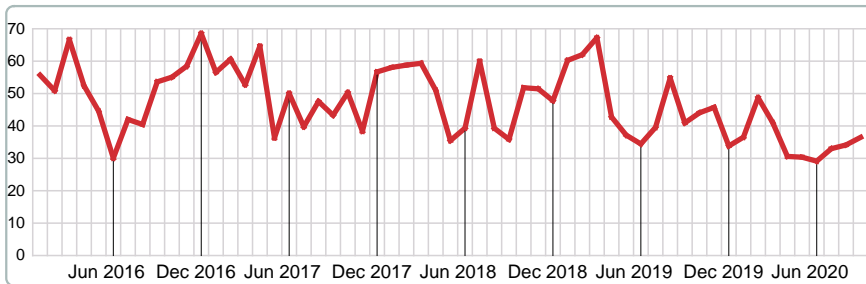
SEPTEMBER



YEAR TO DATE (YTD)

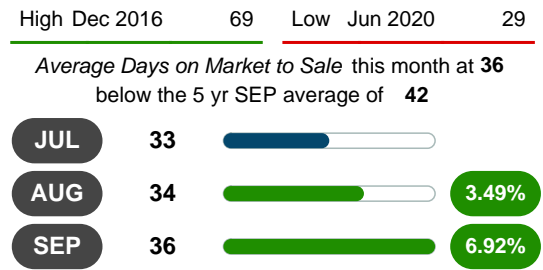


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 42



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
\$40,000 and less	7.87%	49	35	68	0	0
\$40,001 - \$70,000	13.48%	50	27	82	0	0
\$70,001 - \$90,000	12.36%	36	53	31	2	0
\$90,001 - \$160,000	28.09%	29	6	20	59	0
\$160,001 - \$200,000	14.61%	16	31	27	7	0
\$200,001 - \$270,000	13.48%	36	1	76	19	0
\$270,001 and up	10.11%	60	75	6	70	58
Average Closed DOM		36	34	38	34	58
Total Closed Units	100%	36	19	42	26	2
Total Closed Volume		13,133,230	1.68M	5.21M	5.55M	694.75K

September 2020



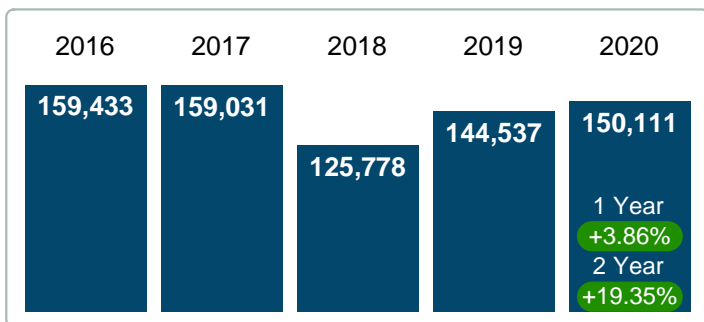
Area Delimited by County Of Washington - Residential Property Type



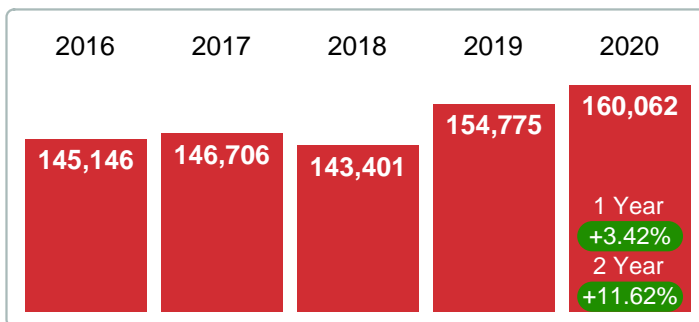
AVERAGE LIST PRICE AT CLOSING

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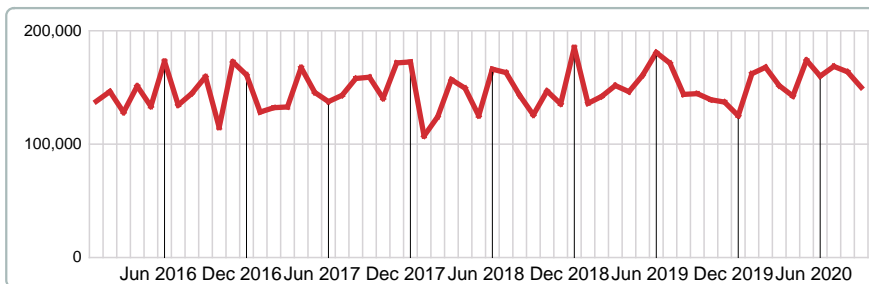
SEPTEMBER



YEAR TO DATE (YTD)

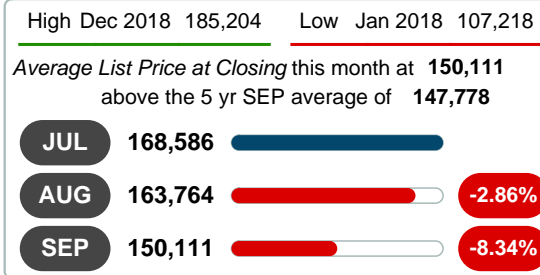


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 147,778



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
\$25,000 and less	2	2.25%	21,750	24,000	19,500	0	0
\$25,001 - \$50,000	10	11.24%	41,770	42,133	43,980	0	0
\$50,001 - \$75,000	10	11.24%	65,870	65,360	67,300	75,000	0
\$75,001 - \$150,000	31	34.83%	110,583	91,625	110,080	128,667	0
\$150,001 - \$200,000	15	16.85%	178,485	180,000	175,496	178,100	0
\$200,001 - \$275,000	12	13.48%	227,317	210,000	224,725	231,271	0
\$275,001 and up	9	10.11%	378,533	359,900	399,000	391,800	344,450
Average List Price			150,111	90,526	125,699	218,138	344,450
Total Closed Units		100%	150,111	19	42	26	2
Total Closed Volume			13,359,839	1.72M	5.28M	5.67M	688.90K

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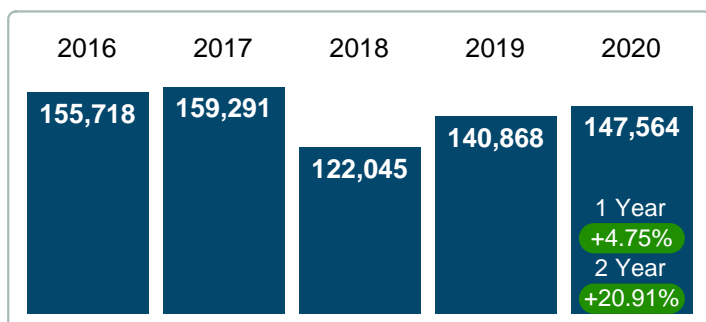
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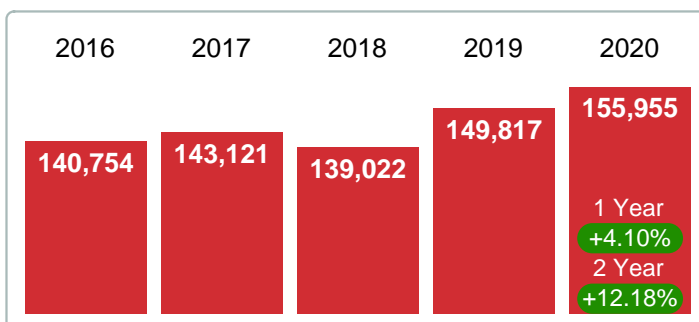
AVERAGE SOLD PRICE AT CLOSING

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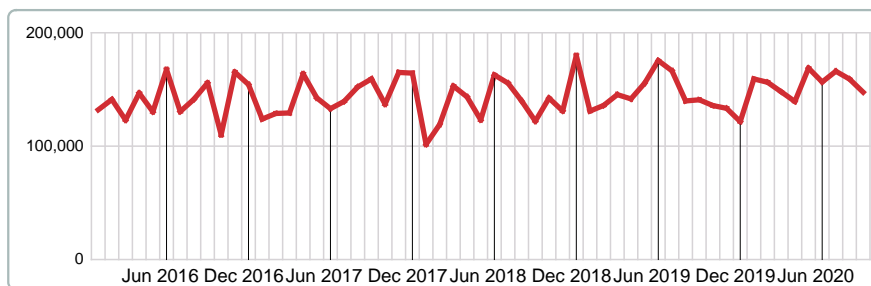
SEPTEMBER



YEAR TO DATE (YTD)

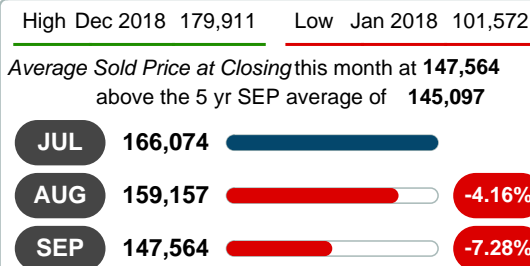


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 145,097



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
\$40,000 and less	7.87%	31,571	34,500	27,667	0	0
\$40,001 - \$70,000	13.48%	53,636	53,843	53,346	0	0
\$70,001 - \$90,000	12.36%	82,118	82,000	83,717	73,000	0
\$90,001 - \$160,000	28.09%	120,588	92,250	121,129	123,689	0
\$160,001 - \$200,000	14.61%	178,758	165,000	181,670	178,643	0
\$200,001 - \$270,000	13.48%	227,458	230,000	220,125	231,286	0
\$270,001 and up	10.11%	366,361	350,000	389,000	372,700	347,373
Average Sold Price		147,564	88,429	124,052	213,390	347,373
Total Closed Units	100%	147,564	19	42	26	2
Total Closed Volume		13,133,230	1.68M	5.21M	5.55M	694.75K

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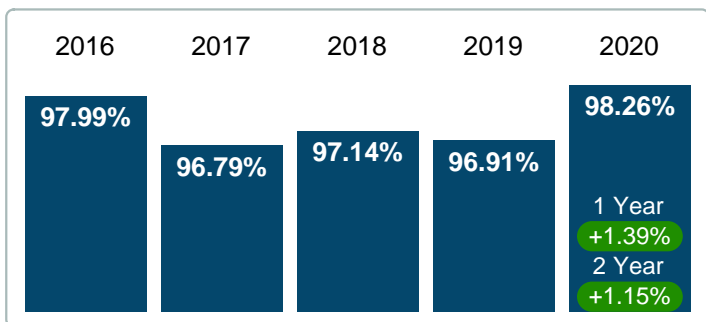
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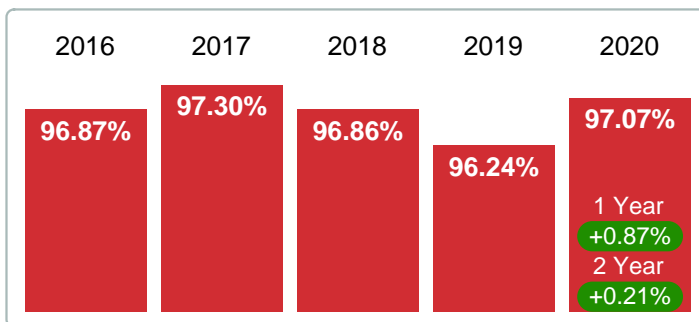
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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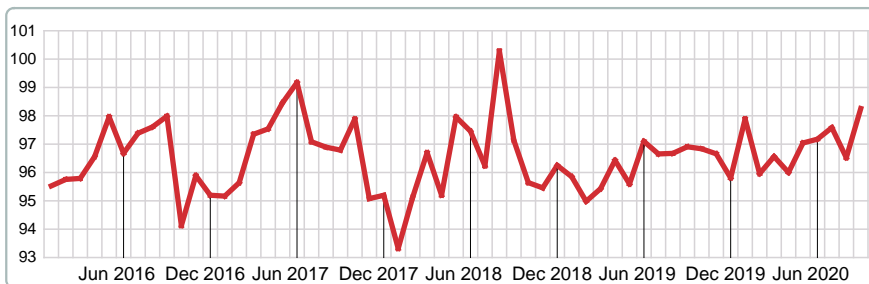
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

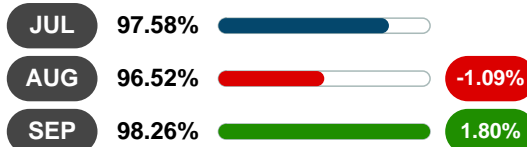


3 MONTHS

5 year SEP AVG = 97.42%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **98.26%**
above the 5 yr SEP average of **97.42%**



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
\$40,000 and less	7	7.87%	96.96%	97.69%	95.99%	0.00%	0.00%
\$40,001 - \$70,000	12	13.48%	96.79%	97.83%	95.33%	0.00%	0.00%
\$70,001 - \$90,000	11	12.36%	97.60%	95.03%	99.35%	97.33%	0.00%
\$90,001 - \$160,000	25	28.09%	99.01%	97.62%	99.80%	96.86%	0.00%
\$160,001 - \$200,000	13	14.61%	98.86%	91.67%	98.27%	100.31%	0.00%
\$200,001 - \$270,000	12	13.48%	100.11%	109.52%	98.07%	99.94%	0.00%
\$270,001 and up	9	10.11%	96.59%	97.25%	97.49%	94.88%	100.08%
Average Sold/List Ratio		98.30%		97.46%	98.53%	98.26%	100.08%
Total Closed Units		89	100%	19	42	26	2
Total Closed Volume		13,133,230		1.68M	5.21M	5.55M	694.75K

September 2020



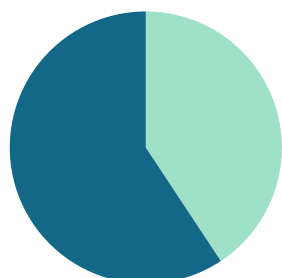
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

Report produced on Jul 27, 2023 for MLS Technology Inc.

INVENTORY

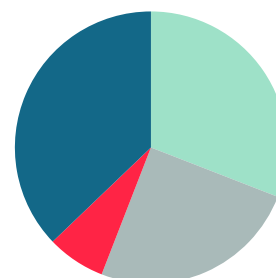


Inventory
 New Listings
81 = 40.70%
 Start Inventory
118
 Total Inventory Units
199
 Volume
\$36,059,156

Market Activity

Closed Sales
89 = 30.90%
 Pending Sales
72 = 25.00%
 Other Off Market
20 = 6.94%
 Active Inventory
107 = 37.15%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	75	89	18.67%	678	651	-3.98%
Pending Sales	74	72	-2.70%	718	713	-0.70%
New Listings	80	81	1.25%	970	828	-14.64%
Average List Price	144,537	150,111	3.86%	154,775	160,062	3.42%
Average Sale Price	140,868	147,564	4.75%	149,817	155,955	4.10%
Average Percent of Selling Price to List Price	96.91%	98.26%	1.39%	96.24%	97.07%	0.87%
Average Days on Market to Sale	40.93	36.49	-10.84%	46.87	35.20	-24.91%
Monthly Inventory	216	107	-50.46%	216	107	-50.46%
Months Supply of Inventory	3.08	1.51	-50.87%	3.08	1.51	-50.87%

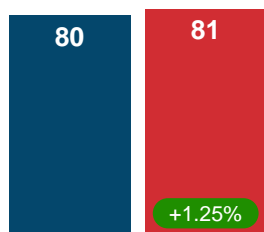
Absorption: Last 12 months, an Average of 71 Sales/Month

Inventory on September 30, 2020 = 107 2019 2020

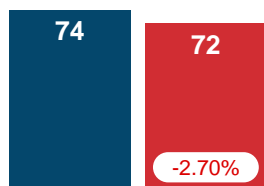
SEPTEMBER MARKET

AVERAGE PRICES

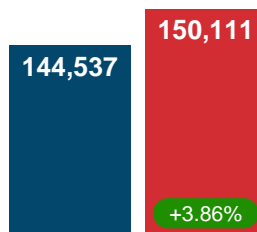
New Listings



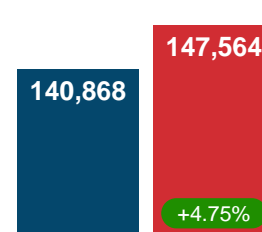
Pending Listings



List Price



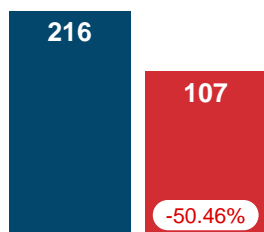
Sale Price



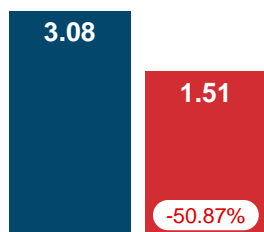
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

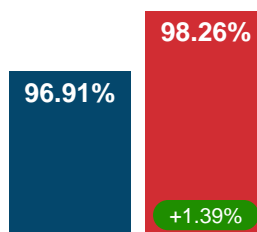
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

