

September 2020



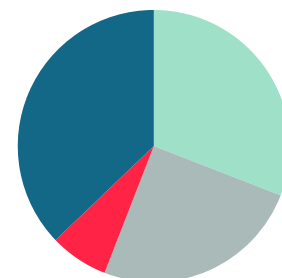
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	129,900	124,000	-4.54%
Median Sale Price	128,800	124,000	-3.73%
Median Percent of Selling Price to List Price	97.73%	100.00%	2.33%
Median Days on Market to Sale	23.00	10.00	-56.52%
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.

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 **3.73%** in September 2020 to \$124,000 versus the previous year at \$128,800.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 13.00 days or **56.52%** in September 2020 compared to last year's same month at **23.00** DOM.

Sales Success for September 2020 is Positive

Overall, with Median Prices falling 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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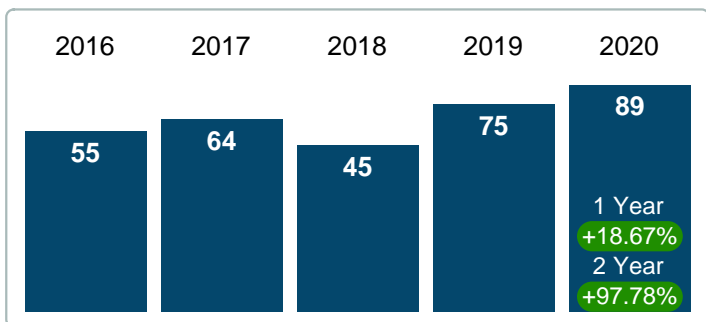
Area Delimited by County Of Washington - Residential Property Type



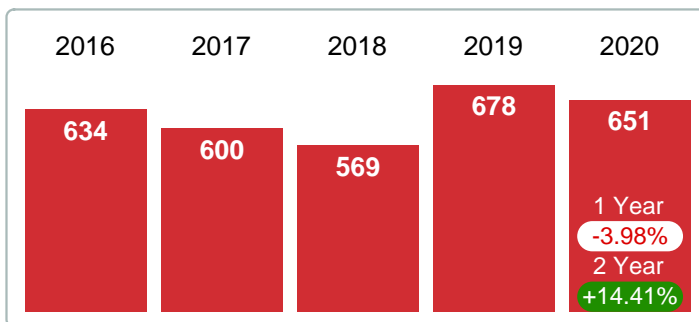
CLOSED LISTINGS

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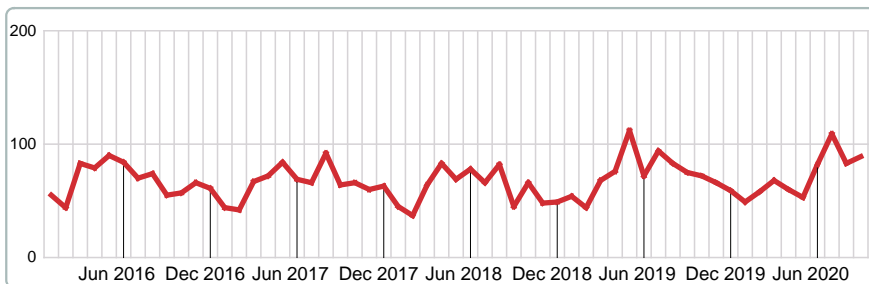
SEPTEMBER



YEAR TO DATE (YTD)

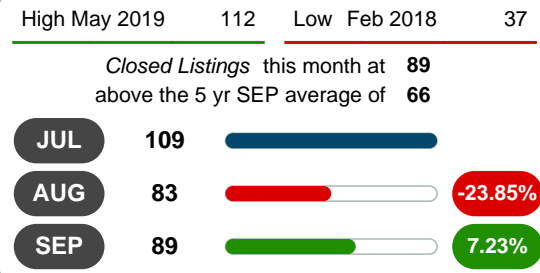


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 66



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	7.87%	24.0	4	3	0	0
\$40,001 - \$70,000	12	13.48%	5.0	7	5	0	0
\$70,001 - \$90,000	11	12.36%	4.0	4	6	1	0
\$90,001 - \$160,000	25	28.09%	8.0	1	18	6	0
\$160,001 - \$200,000	13	14.61%	10.0	1	5	7	0
\$200,001 - \$270,000	12	13.48%	14.0	1	4	7	0
\$270,001 and up	9	10.11%	64.0	1	1	5	2
Total Closed Units	89			19	42	26	2
Total Closed Volume	13,133,230	100%	10.0	1.68M	5.21M	5.55M	694.75K
Median Closed Price	\$124,000			\$60,000	\$117,450	\$192,000	\$347,373

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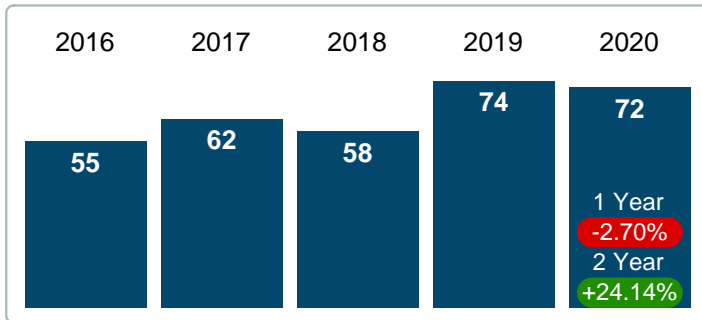
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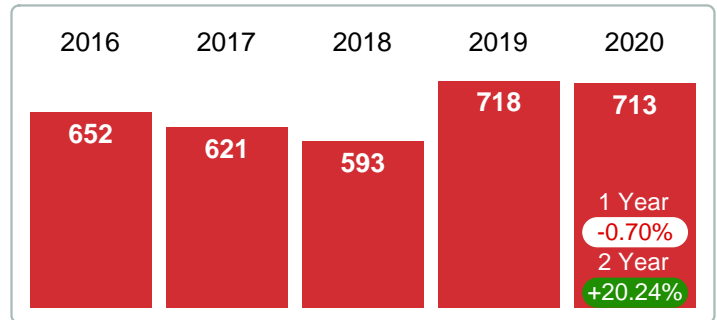
PENDING LISTINGS

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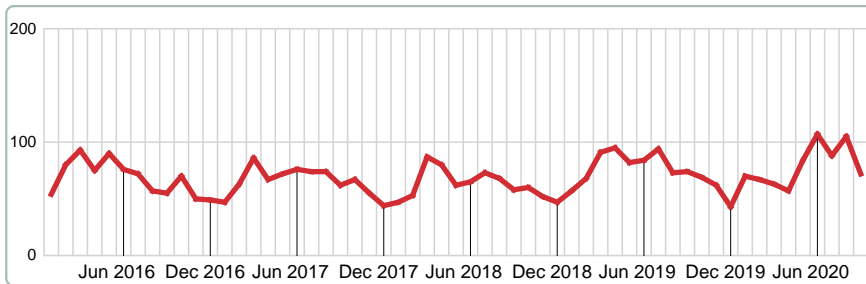
SEPTEMBER



YEAR TO DATE (YTD)

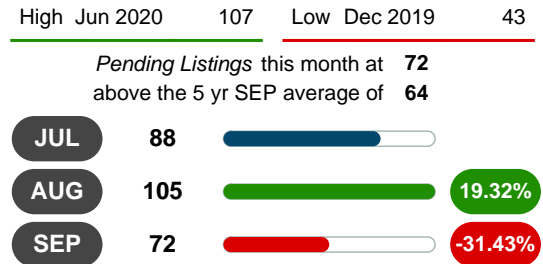


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 64



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	8.33%	39.5	5	1	0	0
\$40,001 - \$90,000	8	11.11%	38.0	2	5	1	0
\$90,001 - \$110,000	8	11.11%	8.5	2	4	2	0
\$110,001 - \$170,000	23	31.94%	9.0	1	17	5	0
\$170,001 - \$220,000	9	12.50%	13.0	1	4	3	1
\$220,001 - \$340,000	11	15.28%	7.0	0	5	4	2
\$340,001 and up	7	9.72%	20.0	0	2	5	0
Total Pending Units	72			11	38	20	3
Total Pending Volume	12,756,270	100%	14.5	830.00K	6.05M	5.16M	713.40K
Median Listing Price	\$137,450			\$52,900	\$133,500	\$197,000	\$229,900

September 2020



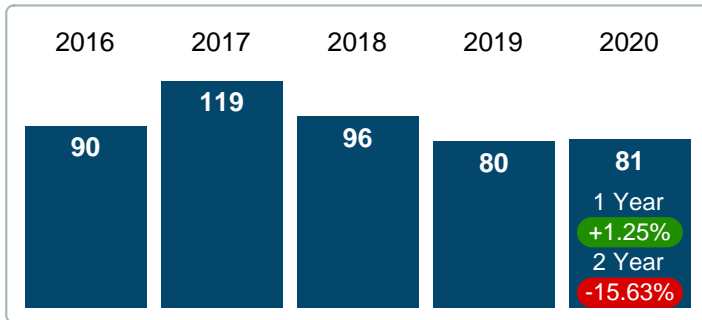
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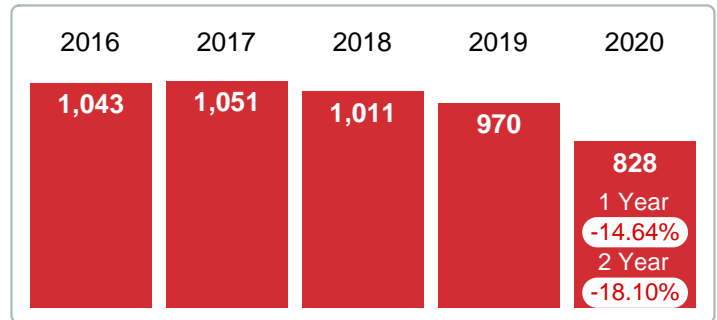
NEW LISTINGS

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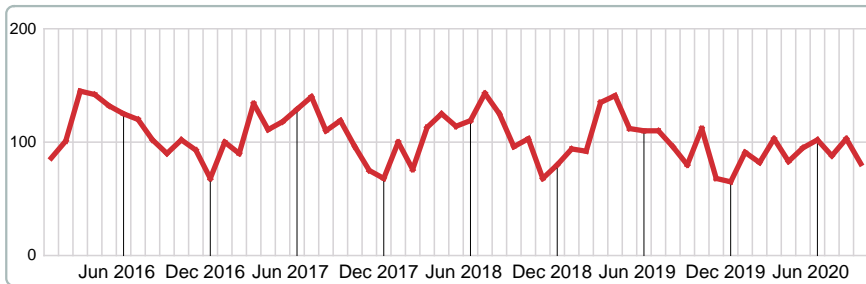
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YEAR TO DATE (YTD)

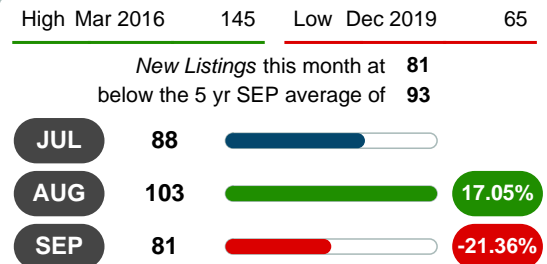


5 YEAR MARKET ACTIVITY TRENDS



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
\$60,000 and less	7	8.64%	3	4	0	0
\$60,001 - \$90,000	10	12.35%	4	4	2	0
\$90,001 - \$110,000	8	9.88%	2	3	3	0
\$110,001 - \$170,000	23	28.40%	0	18	5	0
\$170,001 - \$230,000	14	17.28%	0	9	5	0
\$230,001 - \$340,000	11	13.58%	0	3	6	2
\$340,001 and up	8	9.88%	0	2	5	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
Median New Listed Listing Price	\$139,900		\$78,500	\$132,500	\$192,500	\$299,000

September 2020



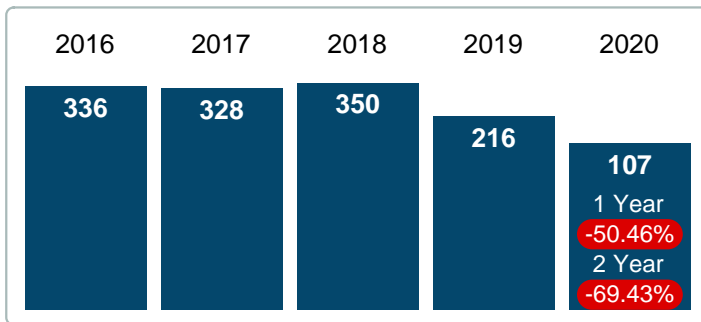
Area Delimited by County Of Washington - Residential Property Type



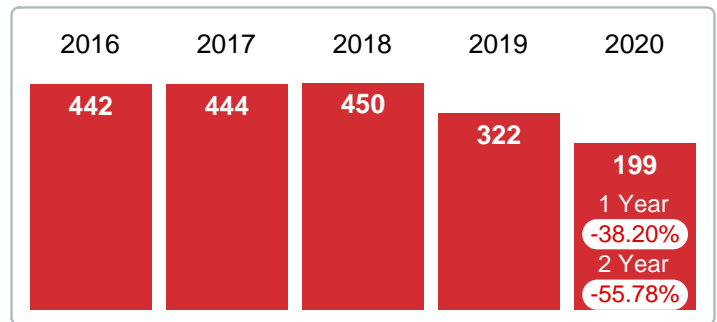
ACTIVE INVENTORY

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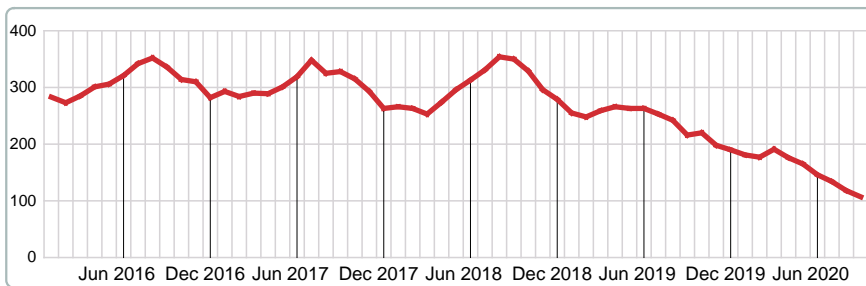
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

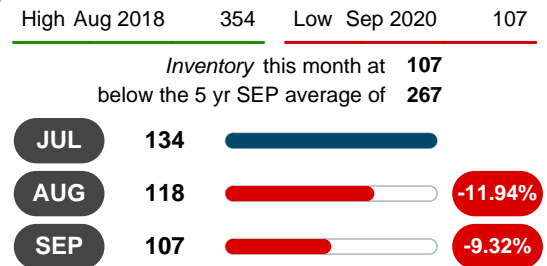


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 267



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	8.41%	57.0	3	5	1	0
\$50,001 - \$70,000	14	13.08%	52.5	6	6	2	0
\$70,001 - \$100,000	17	15.89%	28.0	4	10	3	0
\$100,001 - \$180,000	25	23.36%	31.0	1	21	3	0
\$180,001 - \$230,000	17	15.89%	49.0	1	7	8	1
\$230,001 - \$380,000	13	12.15%	47.0	0	2	8	3
\$380,001 and up	12	11.21%	46.5	0	2	6	4
Total Active Inventory by Units	107			15	53	31	8
Total Active Inventory by Volume	20,491,986	100%	47.0	1.12M	7.17M	8.94M	3.26M
Median Active Inventory Listing Price	\$137,500			\$67,500	\$119,000	\$220,000	\$378,950

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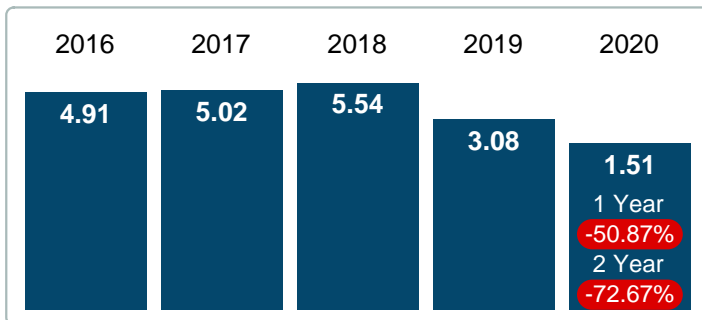
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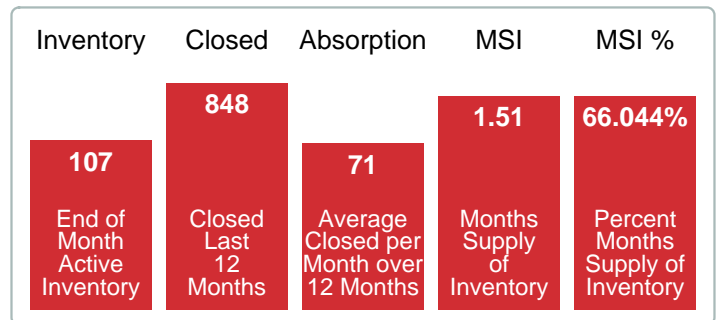
MONTHS SUPPLY of INVENTORY (MSI)

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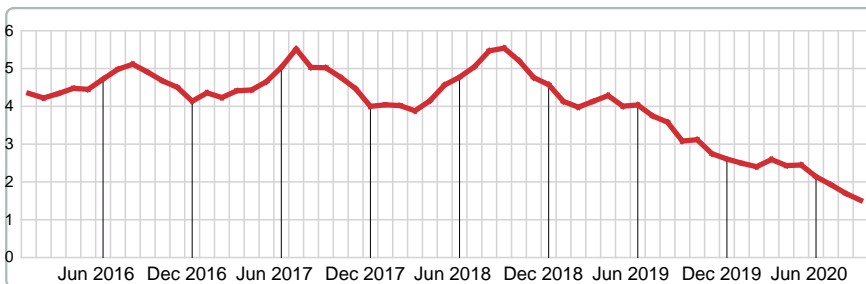
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

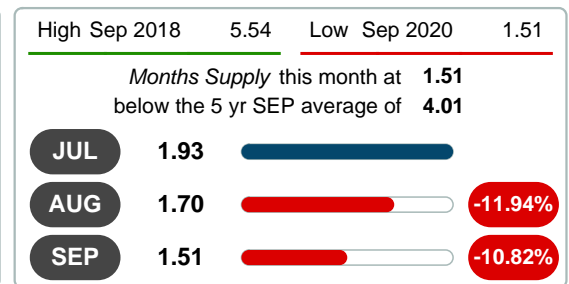


5 YEAR MARKET ACTIVITY TRENDS



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

September 2020



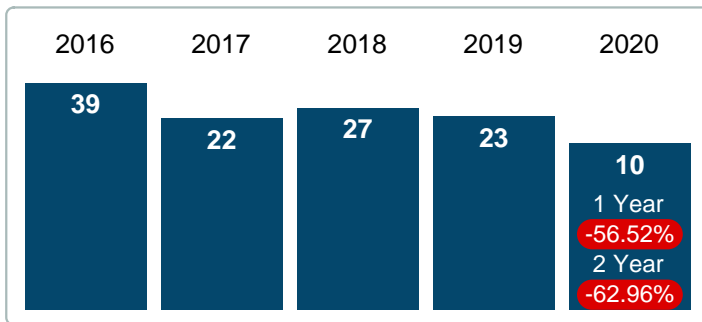
Area Delimited by County Of Washington - Residential Property Type



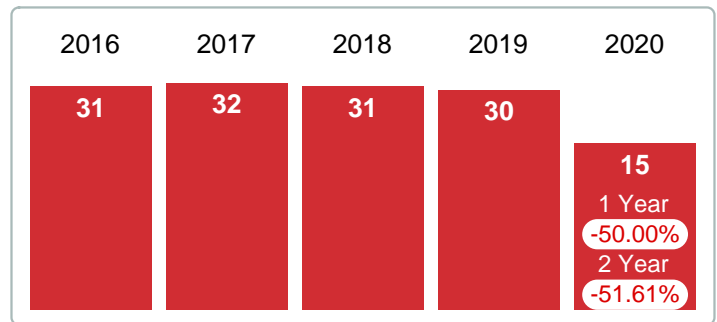
MEDIAN DAYS ON MARKET TO SALE

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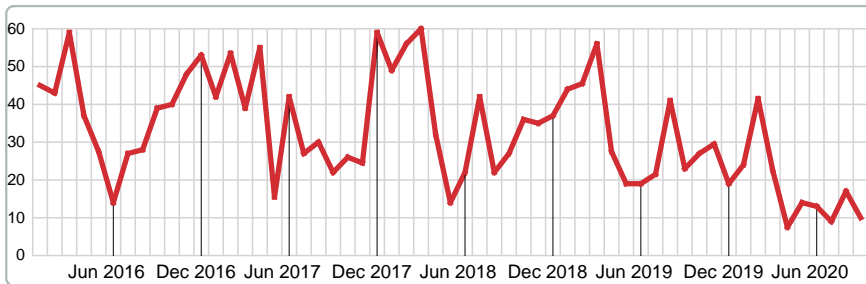
SEPTEMBER



YEAR TO DATE (YTD)

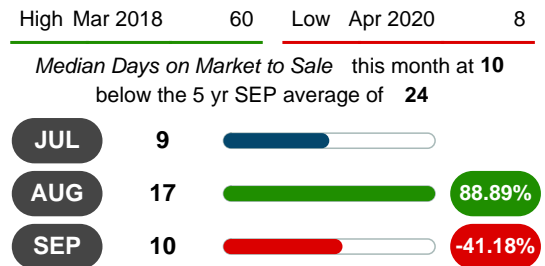


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 24



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
\$40,000 and less	7.87%	24	14	37	0	0
\$40,001 - \$70,000	13.48%	5	5	5	0	0
\$70,001 - \$90,000	12.36%	4	36	4	2	0
\$90,001 - \$160,000	28.09%	8	6	10	15	0
\$160,001 - \$200,000	14.61%	10	31	17	4	0
\$200,001 - \$270,000	13.48%	14	1	67	12	0
\$270,001 and up	10.11%	64	75	6	64	58
Median Closed DOM		10	11	9	11	58
Total Closed Units	100%	89	19	42	26	2
Total Closed Volume		13,133,230	1.68M	5.21M	5.55M	694.75K

September 2020



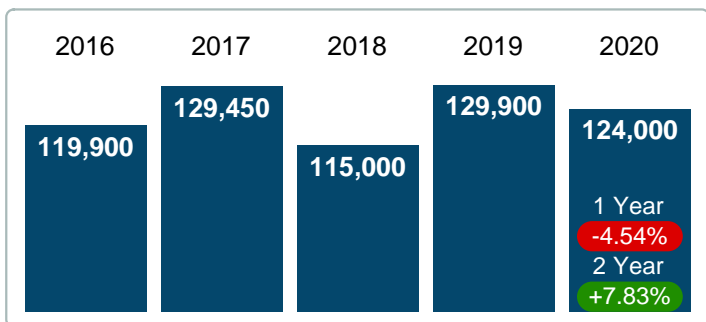
Area Delimited by County Of Washington - Residential Property Type



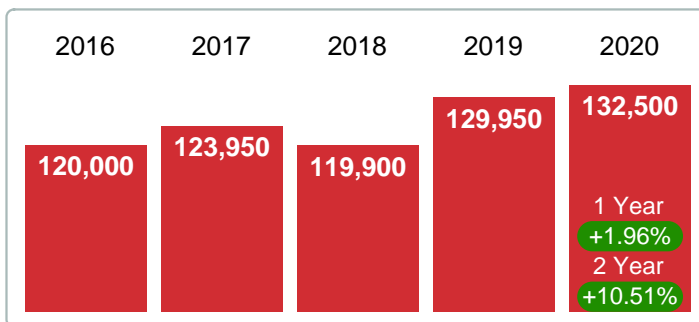
MEDIAN LIST PRICE AT CLOSING

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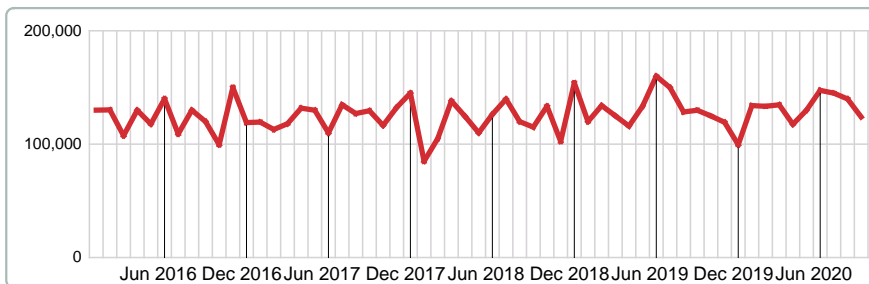
SEPTEMBER



YEAR TO DATE (YTD)

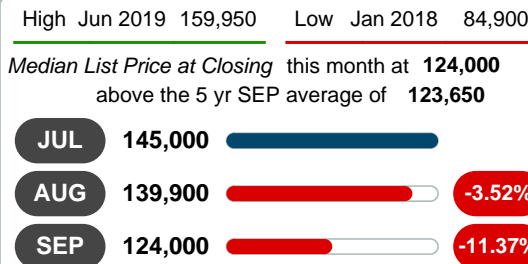


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 123,650



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
\$40,000 and less	6.74%	33,500	35,000	32,000	0	0
\$40,001 - \$70,000	14.61%	55,000	52,000	55,000	0	0
\$70,001 - \$90,000	10.11%	82,000	82,000	84,900	75,000	0
\$90,001 - \$160,000	29.21%	120,725	97,250	121,550	123,000	0
\$160,001 - \$200,000	15.73%	179,900	180,000	185,000	174,950	0
\$200,001 - \$270,000	13.48%	222,500	210,000	222,000	239,000	0
\$270,001 and up	10.11%	375,000	359,900	399,000	375,000	344,450
Median List Price		124,000	64,900	117,450	189,950	344,450
Total Closed Units	100%	124,000	19	42	26	2
Total Closed Volume		13,359,839	1.72M	5.28M	5.67M	688.90K

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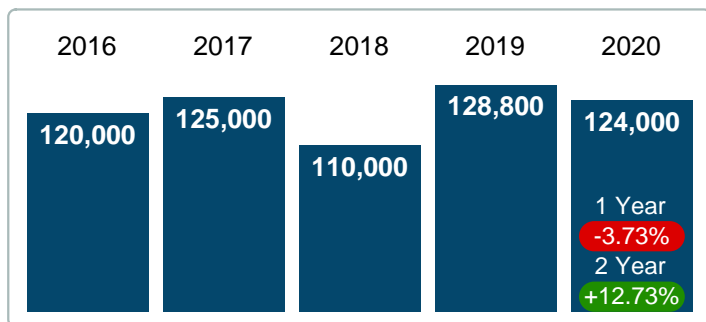
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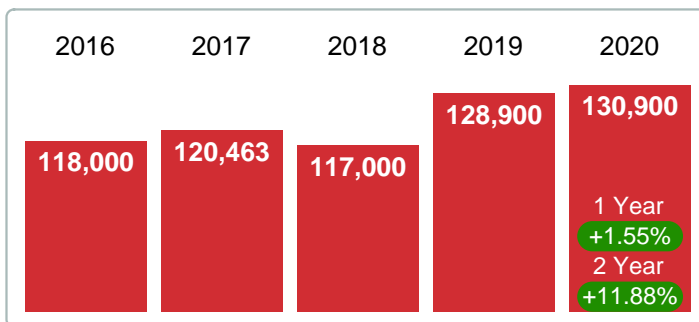
MEDIAN SOLD PRICE AT CLOSING

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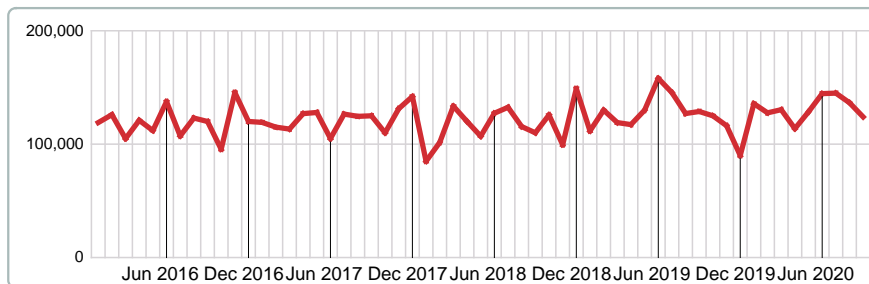
SEPTEMBER



YEAR TO DATE (YTD)

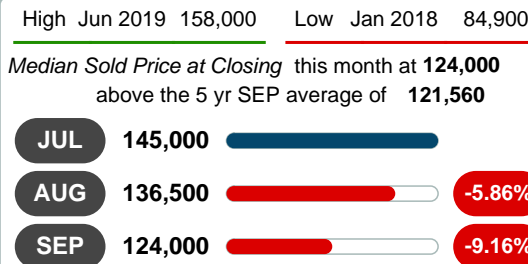


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 121,560



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
\$40,000 and less	7	7.87%	33,000	37,000	30,000	0	0
\$40,001 - \$70,000	12	13.48%	53,000	57,000	49,000	0	0
\$70,001 - \$90,000	11	12.36%	85,000	83,500	86,450	73,000	0
\$90,001 - \$160,000	25	28.09%	121,500	92,250	122,750	123,500	0
\$160,001 - \$200,000	13	14.61%	178,000	165,000	182,450	177,500	0
\$200,001 - \$270,000	12	13.48%	225,000	230,000	216,250	240,000	0
\$270,001 and up	9	10.11%	350,000	350,000	389,000	340,000	347,373
Median Sold Price			124,000	60,000	117,450	192,000	347,373
Total Closed Units		100%	124,000	19	42	26	2
Total Closed Volume			13,133,230	1.68M	5.21M	5.55M	694.75K

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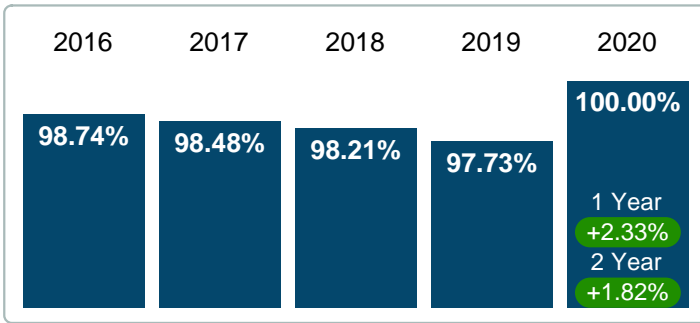
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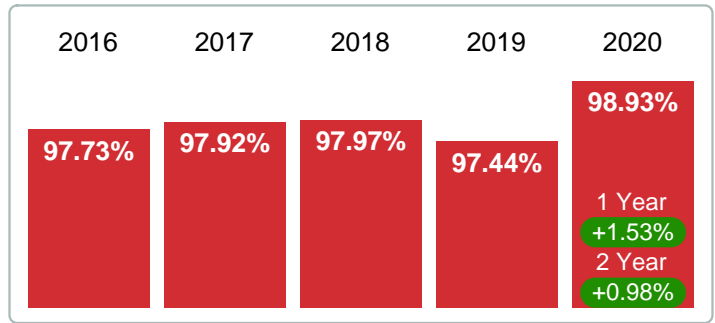
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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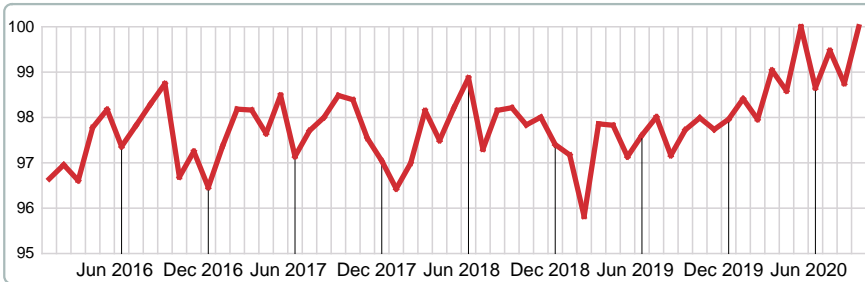
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

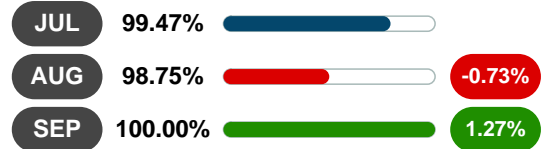


3 MONTHS

5 year SEP AVG = 98.63%

High Sep 2020 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr SEP average of **98.63%**



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
\$40,000 and less	7	7.87%	97.74%	98.87%	93.75%	0.00%	0.00%
\$40,001 - \$70,000	12	13.48%	97.31%	96.83%	98.94%	0.00%	0.00%
\$70,001 - \$90,000	11	12.36%	100.00%	97.56%	100.00%	97.33%	0.00%
\$90,001 - \$160,000	25	28.09%	100.00%	97.62%	100.00%	98.24%	0.00%
\$160,001 - \$200,000	13	14.61%	100.00%	91.67%	97.70%	100.00%	0.00%
\$200,001 - \$270,000	12	13.48%	100.00%	109.52%	97.51%	100.00%	0.00%
\$270,001 and up	9	10.11%	97.25%	97.25%	97.49%	97.14%	100.08%
Median Sold/List Ratio		100.00%		97.62%	100.00%	100.00%	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



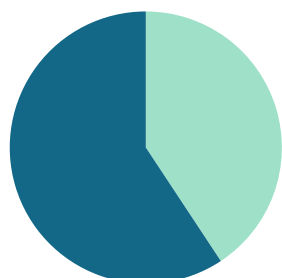
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

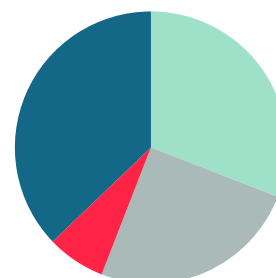


Inventory
 New Listings
81 = 40.70%
 Start Inventory
118
 Total Inventory Units
199
 Volume
\$36,059,156

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%
Median List Price	129,900	124,000	-4.54%	129,950	132,500	1.96%
Median Sale Price	128,800	124,000	-3.73%	128,900	130,900	1.55%
Median Percent of Selling Price to List Price	97.73%	100.00%	2.33%	97.44%	98.93%	1.53%
Median Days on Market to Sale	23.00	10.00	-56.52%	30.00	15.00	-50.00%
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%

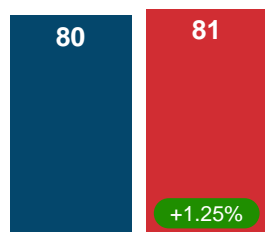
Absorption: Last 12 months, an Average of **71** Sales/Month

Inventory on September 30, 2020 = **107** 2019 2020

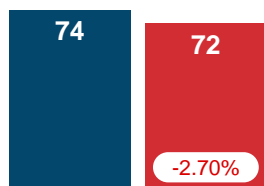
SEPTEMBER MARKET

MEDIAN PRICES

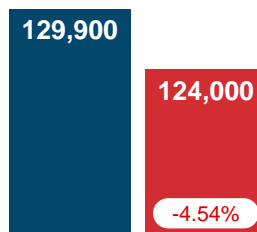
New Listings



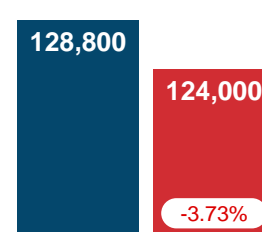
Pending Listings



List Price



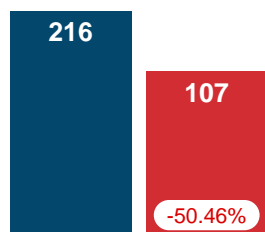
Sale Price



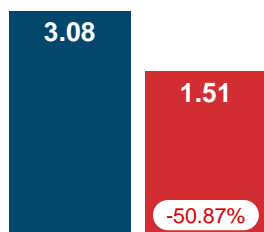
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

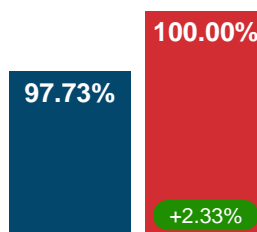
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

