

August 2019



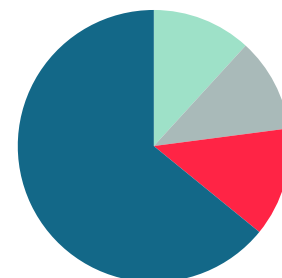
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2019 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	105	91	-13.33%
Pending Listings	72	86	19.44%
New Listings	182	169	-7.14%
Average List Price	120,467	131,016	8.76%
Average Sale Price	116,854	127,031	8.71%
Average Percent of Selling Price to List Price	99.18%	96.54%	-2.67%
Average Days on Market to Sale	41.13	51.56	25.35%
End of Month Inventory	635	495	-22.05%
Months Supply of Inventory	8.25	6.21	-24.74%



■ Closed (11.79%)
■ Pending (11.14%)
■ Other OffMarket (12.95%)
■ Active (64.12%)

Absorption: Last 12 months, an Average of **80** Sales/Month
Active Inventory as of August 31, 2019 = **495**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **22.05%** to 495 existing homes available for sale. Over the last 12 months this area has had an average of 80 closed sales per month. This represents an unsold inventory index of **6.21** 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 **8.71%** in August 2019 to \$127,031 versus the previous year at \$116,854.

Average Days on Market Lengthens

The average number of **51.56** days that homes spent on the market before selling increased by 10.43 days or **25.35%** in August 2019 compared to last year's same month at **41.13** DOM.

Sales Success for August 2019 is Positive

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

There were 169 New Listings in August 2019, down **7.14%** from last year at 182. Furthermore, there were 91 Closed Listings this month versus last year at 105, a **-13.33%** decrease.

Closed versus Listed trends yielded a **53.8%** ratio, down from previous year's, August 2018, at **57.7%**, a **6.67%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of Selling Price to List Price	9
Market Summary	10

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

August 2019



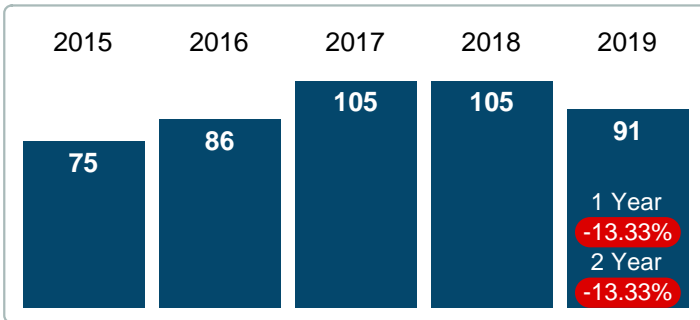
Area Delimited by County Of Washington



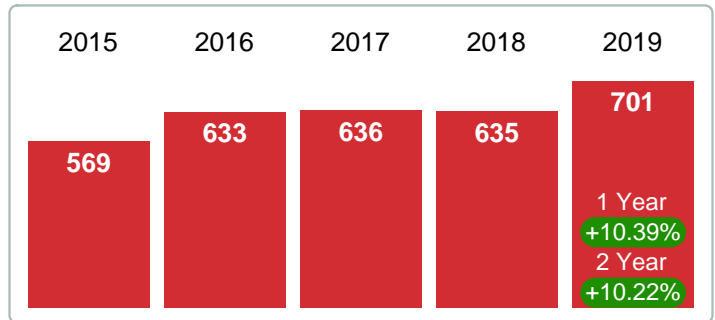
CLOSED LISTINGS

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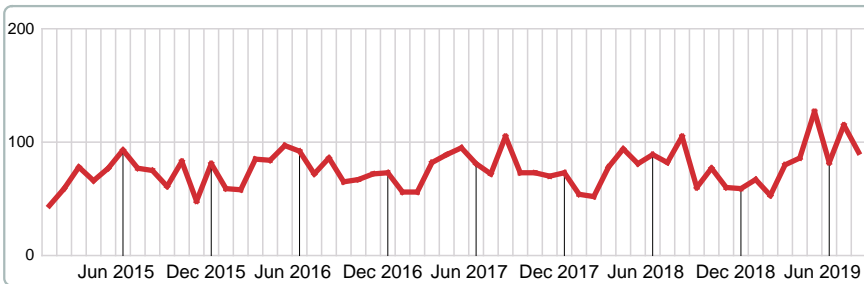
AUGUST



YEAR TO DATE (YTD)

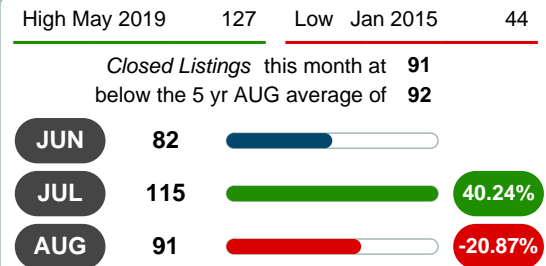


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 92



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	9	9.89%	22.4	5	3	1	0
\$20,001 - \$50,000	8	8.79%	71.9	3	4	1	0
\$50,001 - \$100,000	17	18.68%	49.5	5	12	0	0
\$100,001 - \$140,000	22	24.18%	41.7	1	18	2	1
\$140,001 - \$180,000	14	15.38%	46.8	0	6	8	0
\$180,001 - \$250,000	11	12.09%	84.1	0	5	4	2
\$250,001 and up	10	10.99%	57.5	0	2	7	1
Total Closed Units	91			14	50	23	4
Total Closed Volume	11,559,786	100%	51.6	600.30K	5.79M	4.32M	852.00K
Average Closed Price	\$127,031			\$42,879	\$115,834	\$187,643	\$213,000

August 2019



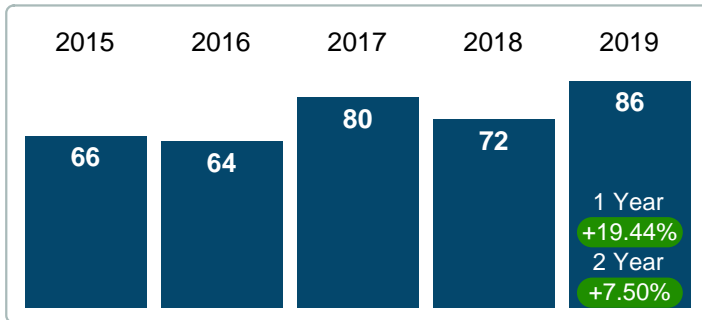
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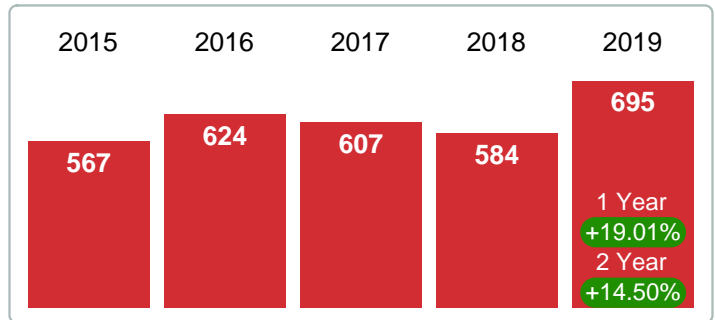
PENDING LISTINGS

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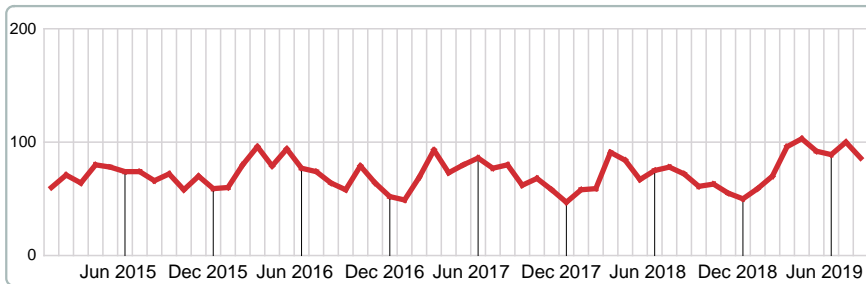
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

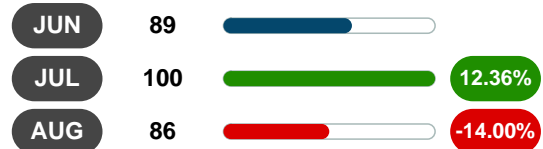


3 MONTHS

5 year AUG AVG = 74

High Apr 2019 103 Low Dec 2017 47

Pending Listings this month at **86**
above the 5 yr AUG average of **74**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	9.30%	40.0	7	1	0	0
\$50,001 - \$70,000	10	11.63%	70.3	1	7	2	0
\$70,001 - \$100,000	15	17.44%	54.5	4	10	1	0
\$100,001 - \$130,000	16	18.60%	53.6	1	11	4	0
\$130,001 - \$180,000	17	19.77%	31.5	0	11	6	0
\$180,001 - \$250,000	12	13.95%	52.2	0	3	8	1
\$250,001 and up	8	9.30%	83.9	1	5	1	1
Total Pending Units	86			14	48	22	2
Total Pending Volume	11,910,138	100%	73.4	1.00M	6.57M	3.85M	489.50K
Average Listing Price	\$122,556			\$71,643	\$136,898	\$174,843	\$244,750

August 2019



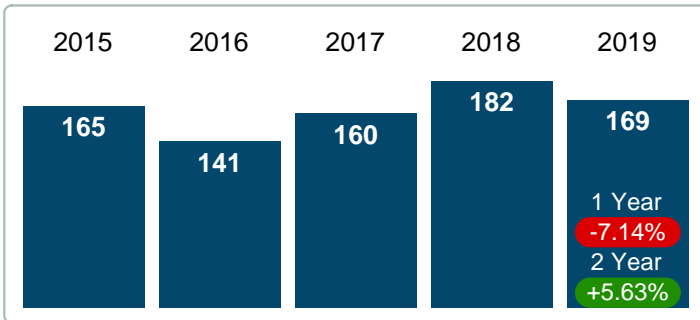
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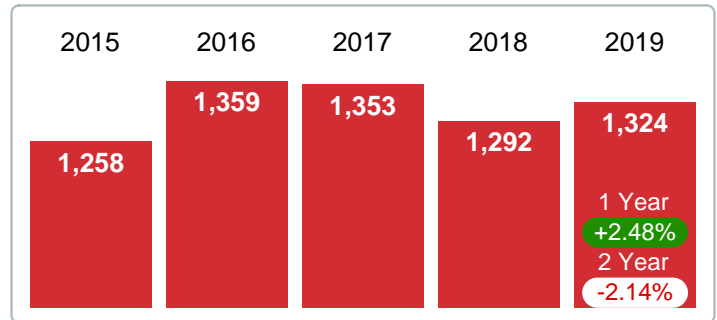
NEW LISTINGS

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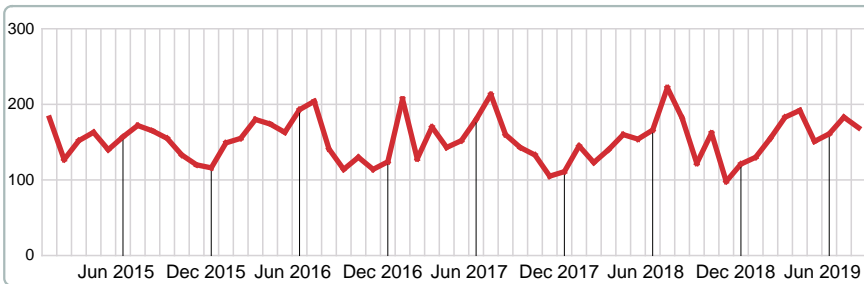
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 163

High Jul 2018 222 Low Nov 2018 98

New Listings this month at **169**
above the 5 yr AUG average of **163**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	14	8.28%	8	4	2	0
\$10,001 - \$30,000	22	13.02%	20	2	0	0
\$30,001 - \$60,000	19	11.24%	11	7	0	1
\$60,001 - \$120,000	50	29.59%	28	17	5	0
\$120,001 - \$170,000	22	13.02%	5	13	4	0
\$170,001 - \$250,000	23	13.61%	5	6	10	2
\$250,001 and up	19	11.24%	9	1	8	1
Total New Listed Units	169		86	50	29	4
Total New Listed Volume	23,540,268	100%	11.59M	5.30M	5.87M	779.40K
Average New Listed Listing Price	\$45,741		\$134,791	\$105,917	\$202,517	\$194,850

August 2019



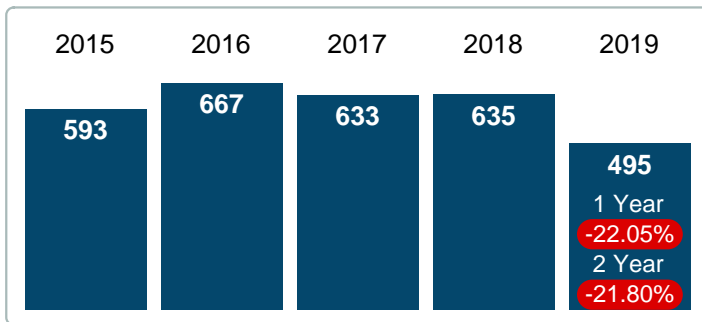
Area Delimited by County Of Washington



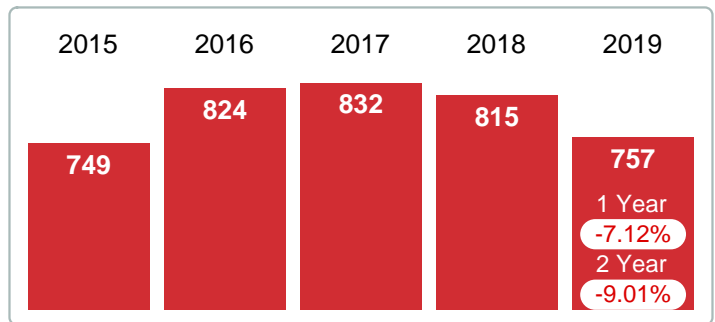
ACTIVE INVENTORY

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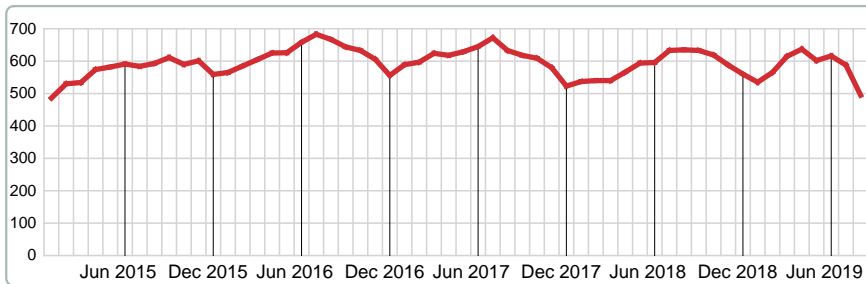
END OF AUGUST



ACTIVE DURING AUGUST

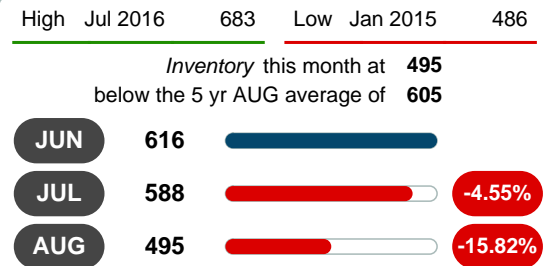


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 605



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	80	16.16%	80.9	67	11	2	0
\$25,001-\$50,000	70	14.14%	61.3	57	11	1	1
\$50,001-\$125,000	161	32.53%	68.4	92	57	11	1
\$125,001-\$200,000	68	13.74%	69.8	20	22	22	4
\$200,001-\$350,000	65	13.13%	68.6	17	14	24	10
\$350,001 and up	51	10.30%	97.9	27	7	11	6
Total Active Inventory by Units	495			280	122	71	22
Total Active Inventory by Volume	79,802,206	100%	72.7	38.10M	17.18M	16.64M	7.88M
Average Active Inventory Listing Price	\$161,217			\$136,065	\$140,823	\$234,426	\$358,150

August 2019



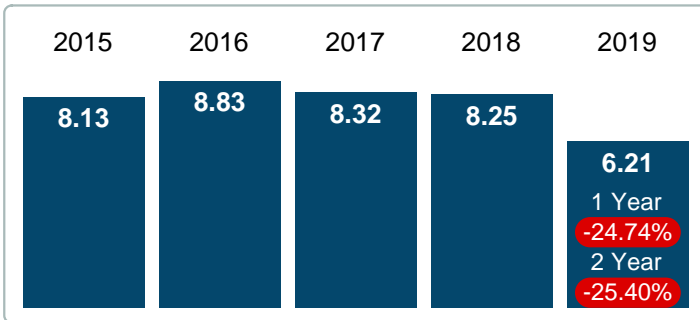
Area Delimited by County Of Washington



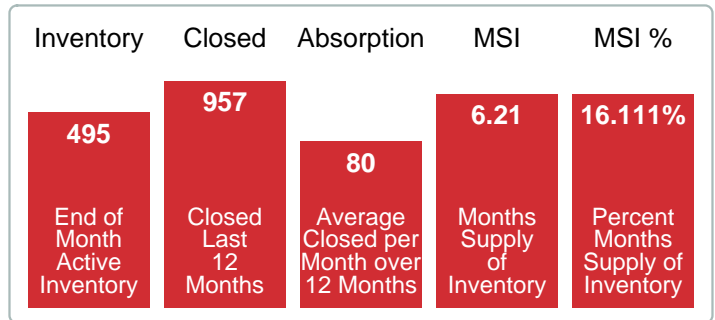
MONTHS SUPPLY of INVENTORY (MSI)

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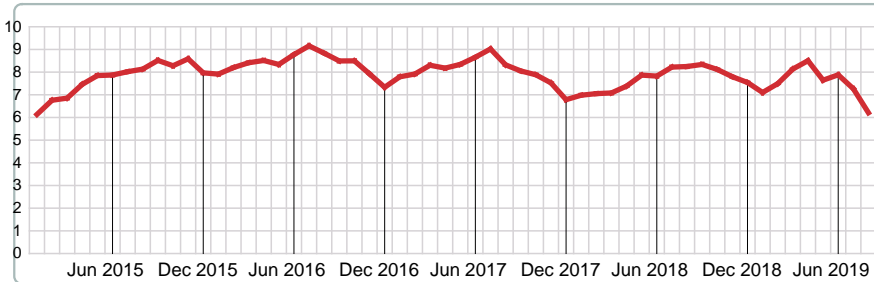
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019

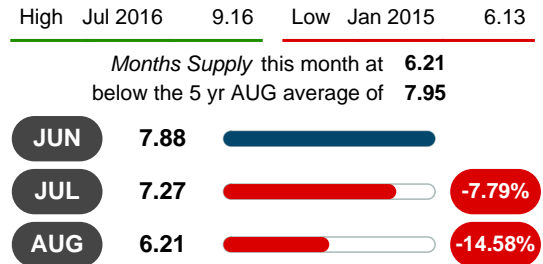


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 7.95



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
\$10,000 and less	26	5.25%	2.64	4.17	1.55	2.67	0.00
\$10,001 - \$30,000	74	14.95%	16.75	40.80	1.88	12.00	0.00
\$30,001 - \$60,000	92	18.59%	11.27	21.00	4.44	3.00	0.00
\$60,001 - \$120,000	105	21.21%	4.90	13.47	2.67	3.64	0.00
\$120,001 - \$210,000	85	17.17%	4.05	36.00	2.80	2.67	6.86
\$210,001 - \$350,000	62	12.53%	4.93	51.00	4.13	2.82	9.23
\$350,001 and up	51	10.30%	21.86	162.00	21.00	6.95	24.00
Market Supply of Inventory (MSI)			6.21	19.76	2.95	3.19	11.00
Total Active Inventory by Units		100%	6.21	280	122	71	22

August 2019



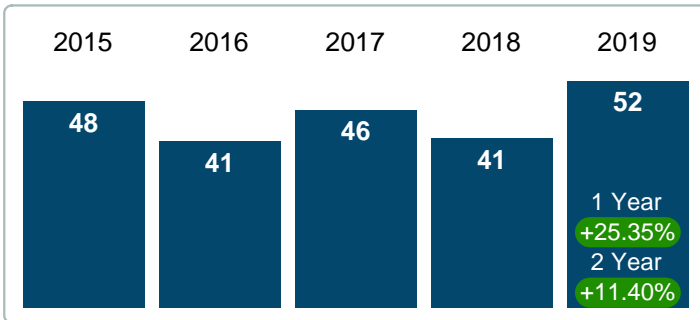
Area Delimited by County Of Washington



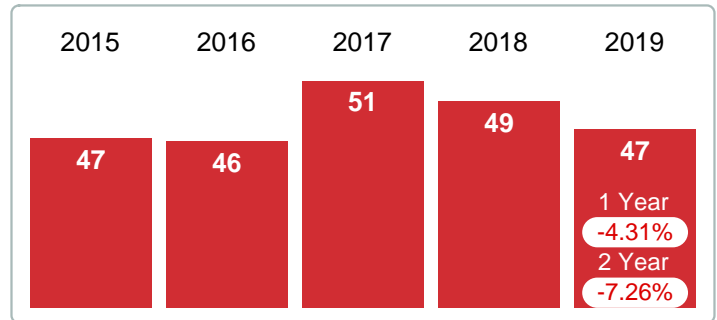
AVERAGE DAYS ON MARKET TO SALE

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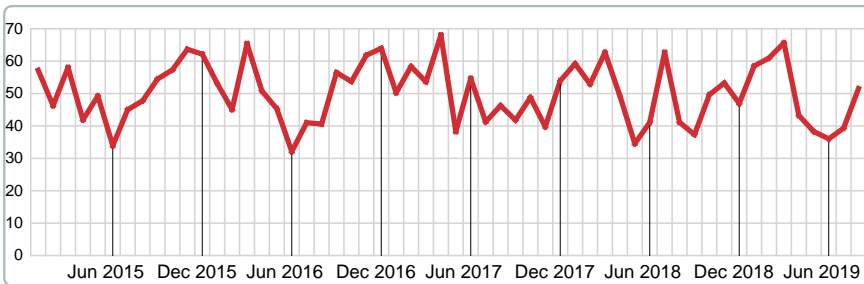
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 45

High Apr 2017 68 Low Jun 2016 32

Average Days on Market to Sale this month at 52 above the 5 yr AUG average of 45



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
\$20,000 and less	9.89%	22	27	10	35	0
\$20,001 - \$50,000	8.79%	72	84	79	9	0
\$50,001 - \$100,000	18.68%	50	49	50	0	0
\$100,001 - \$140,000	24.18%	42	1	47	36	7
\$140,001 - \$180,000	15.38%	47	0	34	57	0
\$180,001 - \$250,000	12.09%	84	0	52	124	87
\$250,001 and up	10.99%	58	0	37	71	5
Average Closed DOM		52	45	46	68	46
Total Closed Units	100%	91	14	50	23	4
Total Closed Volume		11,559,786	600.30K	5.79M	4.32M	852.00K

August 2019



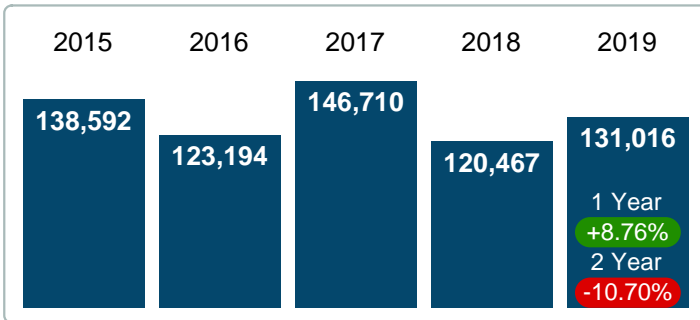
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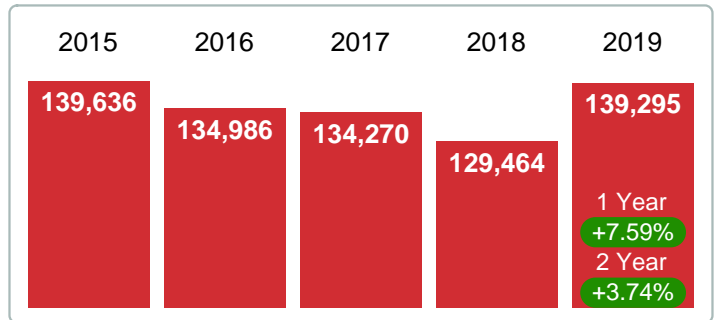
AVERAGE LIST PRICE AT CLOSING

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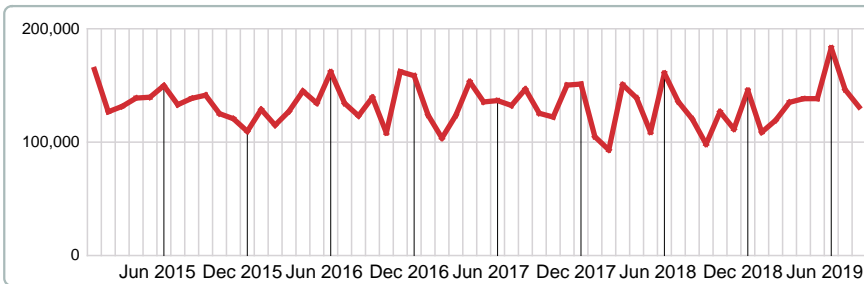
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

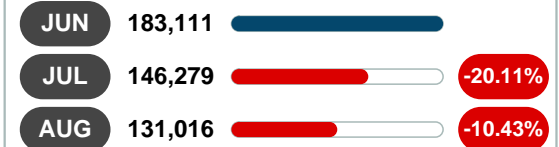


3 MONTHS

5 year AUG AVG = 131,996

High Jun 2019 183,111 Low Feb 2018 93,171

Average List Price at Closing this month at **131,016**
below the 5 yr AUG average of **131,996**



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
\$20,000 and less	9.89%	2,237	3,245	802	1,500	0
\$20,001 - \$50,000	7.69%	35,336	41,683	33,825	39,900	0
\$50,001 - \$100,000	18.68%	75,076	86,640	77,092	0	0
\$100,001 - \$140,000	26.37%	122,317	105,000	121,000	127,400	123,000
\$140,001 - \$180,000	14.29%	155,823	0	151,617	156,988	0
\$180,001 - \$250,000	10.99%	219,575	0	216,500	231,950	229,750
\$250,001 and up	12.09%	292,873	0	334,500	281,221	310,000
Average List Price		131,016	48,534	118,040	193,411	223,125
Total Closed Units	100%	131,016	14	50	23	4
Total Closed Volume		11,922,430	679.48K	5.90M	4.45M	892.50K

August 2019



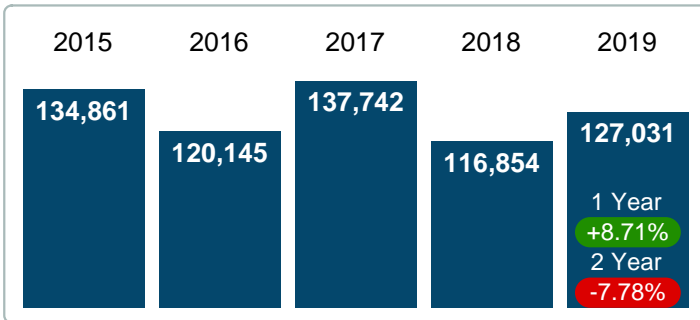
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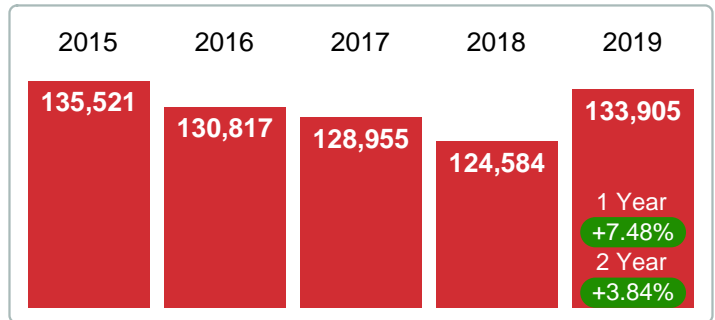
AVERAGE SOLD PRICE AT CLOSING

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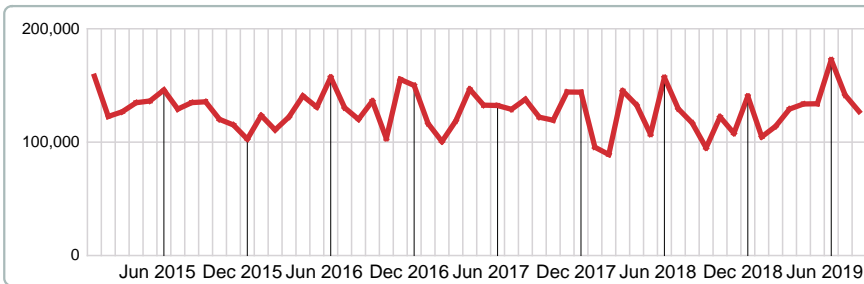
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

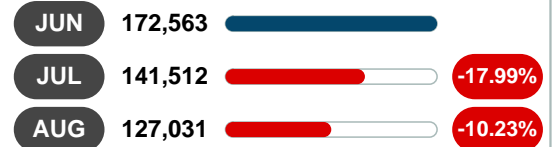


3 MONTHS

5 year AUG AVG = 127,327

High Jun 2019 172,563 Low Feb 2018 89,105

Average Sold Price at Closing this month at 127,031 below the 5 yr AUG average of 127,327



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
\$20,000 and less	9.89%	1,867	2,600	768	1,500	0
\$20,001 - \$50,000	8.79%	34,413	37,467	31,975	35,000	0
\$50,001 - \$100,000	18.68%	73,312	73,980	73,034	0	0
\$100,001 - \$140,000	24.18%	119,830	105,000	119,742	122,950	130,000
\$140,001 - \$180,000	15.38%	152,300	0	150,800	153,425	0
\$180,001 - \$250,000	12.09%	217,591	0	211,800	225,625	216,000
\$250,001 and up	10.99%	285,943	0	332,963	271,929	290,000
Average Sold Price		127,031	42,879	115,834	187,643	213,000
Total Closed Units		91	14	50	23	4
Total Closed Volume		11,559,786	600.30K	5.79M	4.32M	852.00K

August 2019



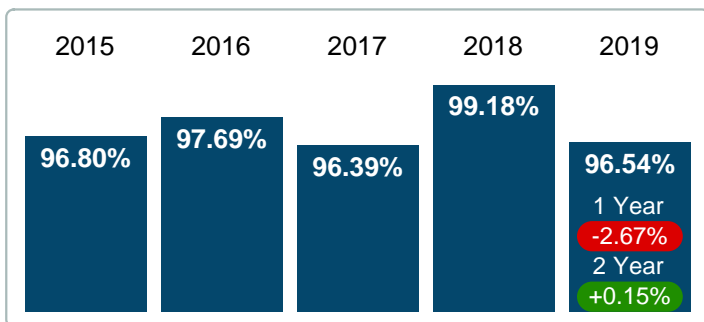
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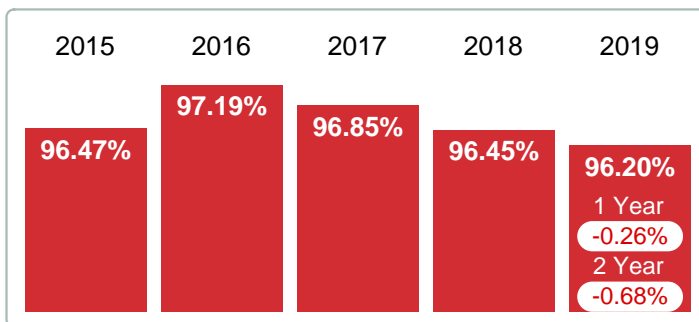
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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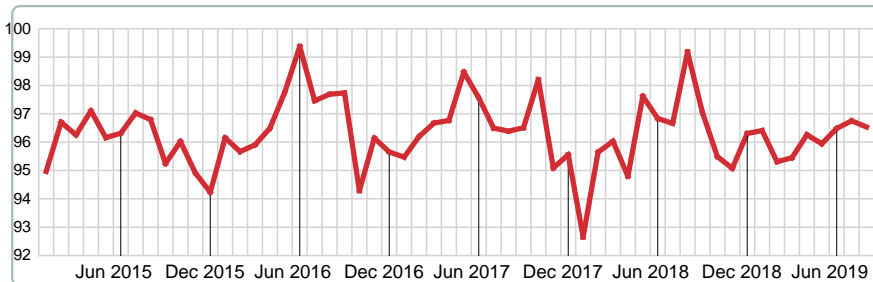
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

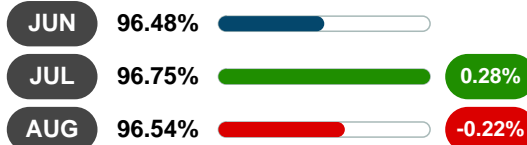


3 MONTHS

5 year AUG AVG = 97.32%

High Jun 2016 99.37% Low Jan 2018 92.66%

Average Sold/List Ratio this month at **96.54%** equal to 5 yr AUG average of **97.32%**



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
\$20,000 and less	9	9.89%	96.03%	94.53%	97.22%	100.00%	0.00%
\$20,001 - \$50,000	8	8.79%	92.02%	90.52%	94.23%	87.72%	0.00%
\$50,001 - \$100,000	17	18.68%	93.08%	88.45%	95.01%	0.00%	0.00%
\$100,001 - \$140,000	22	24.18%	99.24%	100.00%	99.12%	96.67%	105.69%
\$140,001 - \$180,000	14	15.38%	98.56%	0.00%	99.51%	97.84%	0.00%
\$180,001 - \$250,000	11	12.09%	97.03%	0.00%	97.88%	97.33%	94.30%
\$250,001 and up	10	10.99%	97.16%	0.00%	100.10%	96.83%	93.55%
Average Sold/List Ratio		96.50%		91.89%	97.59%	97.00%	96.96%
Total Closed Units		91	100%	14	50	23	4
Total Closed Volume		11,559,786		600.30K	5.79M	4.32M	852.00K

August 2019



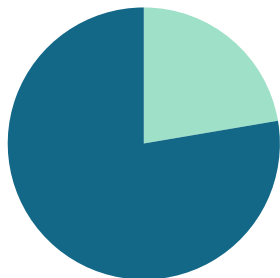
Area Delimited by County Of Washington



MARKET SUMMARY

Report produced on Sep 11, 2019 for MLS Technology Inc.

INVENTORY

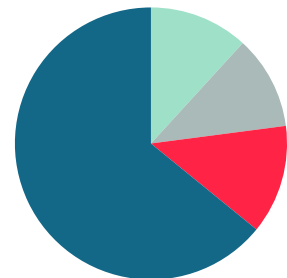


Inventory
 New Listings
169 = 22.32%
 Start Inventory
588
 Total Inventory Units
757
 Volume
\$118,076,824

Market Activity

Closed Sales
91 = 11.79%
 Pending Sales
86 = 11.14%
 Other Off Market
100 = 12.95%
 Active Inventory
495 = 64.12%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	105	91	-13.33%	635	701	10.39%
Pending Sales	72	86	19.44%	584	695	19.01%
New Listings	182	169	-7.14%	1,292	1,324	2.48%
Average List Price	120,467	131,016	8.76%	129,464	139,295	7.59%
Average Sale Price	116,854	127,031	8.71%	124,584	133,905	7.48%
Average Percent of Selling Price to List Price	99.18%	96.54%	-2.67%	96.45%	96.20%	-0.26%
Average Days on Market to Sale	41.13	51.56	25.35%	49.42	47.29	-4.31%
Monthly Inventory	635	495	-22.05%	635	495	-22.05%
Months Supply of Inventory	8.25	6.21	-24.74%	8.25	6.21	-24.74%

Absorption: Last 12 months, an Average of **80** Sales/Month

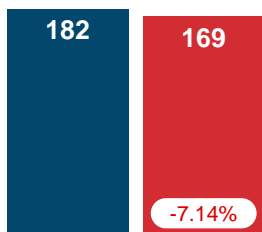
Inventory on August 31, 2019 = **495**

2018 **2019**

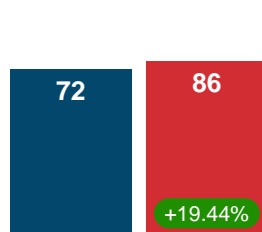
AUGUST MARKET

AVERAGE PRICES

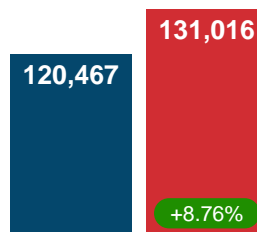
New Listings



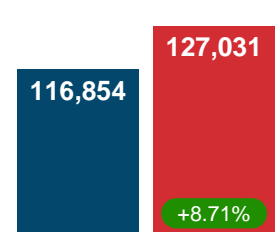
Pending Listings



List Price



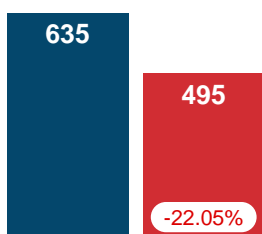
Sale Price



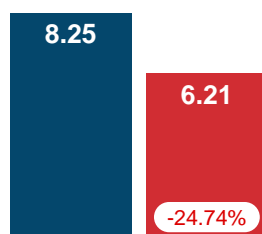
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

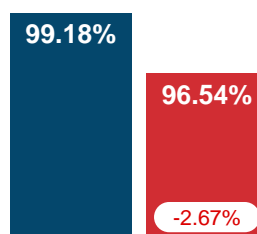
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

