

July 2019



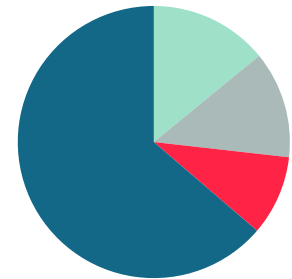
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 12, 2019 for MLS Technology Inc.

Compared Metrics	2018	July 2019	+/-%
Closed Listings	82	114	39.02%
Pending Listings	78	103	32.05%
New Listings	222	183	-17.57%
Average List Price	135,658	145,501	7.26%
Average Sale Price	129,397	140,735	8.76%
Average Percent of Selling Price to List Price	96.66%	96.74%	0.08%
Average Days on Market to Sale	62.70	38.68	-38.30%
End of Month Inventory	633	516	-18.48%
Months Supply of Inventory	8.22	6.38	-22.35%



■ Closed (14.07%)
■ Pending (12.72%)
■ Other OffMarket (9.51%)
■ Active (63.70%)

Absorption: Last 12 months, an Average of **81** Sales/Month
Active Inventory as of July 31, 2019 = **516**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2019 decreased **18.48%** to 516 existing homes available for sale. Over the last 12 months this area has had an average of 81 closed sales per month. This represents an unsold inventory index of **6.38** 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 **8.76%** in July 2019 to \$140,735 versus the previous year at \$129,397.

Average Days on Market Shortens

The average number of **38.68** days that homes spent on the market before selling decreased by 24.01 days or **38.30%** in July 2019 compared to last year's same month at **62.70** DOM.

Sales Success for July 2019 is Positive

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

There were 183 New Listings in July 2019, down **17.57%** from last year at 222. Furthermore, there were 114 Closed Listings this month versus last year at 82, a **39.02%** increase.

Closed versus Listed trends yielded a **62.3%** ratio, up from previous year's, July 2018, at **36.9%**, a **68.65%** upswing. 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

July 2019



Area Delimited by County Of Washington

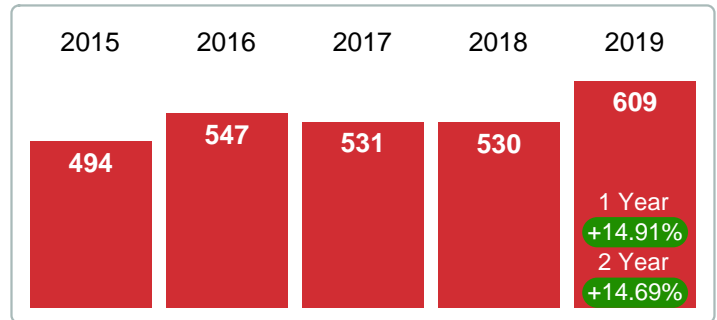
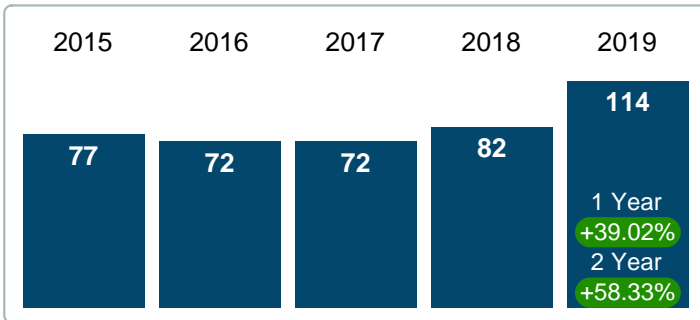


CLOSED LISTINGS

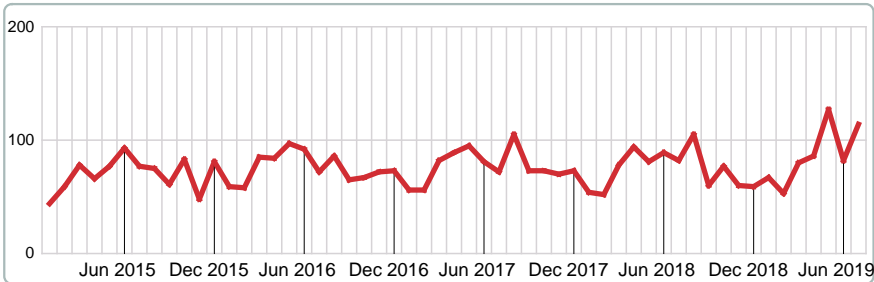
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JULY

YEAR TO DATE (YTD)

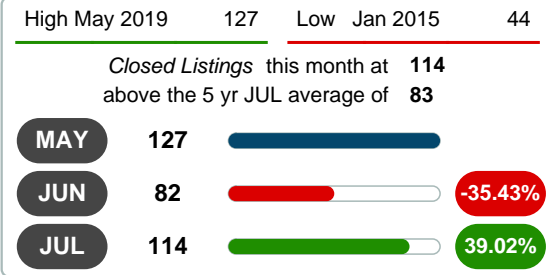


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 83



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings 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-\$40,000	25	21.93%	23.1	7	16	2	0
\$40,001-\$80,000	17	14.91%	22.4	10	7	0	0
\$80,001-\$160,000	31	27.19%	41.8	3	22	6	0
\$160,001-\$220,000	13	11.40%	52.6	1	6	5	1
\$220,001-\$270,000	15	13.16%	31.1	1	4	9	1
\$270,001 and up	13	11.40%	77.3	0	2	9	2
Total Closed Units	114			22	57	31	4
Total Closed Volume	16,043,824	100%	38.7	1.45M	6.19M	6.61M	1.80M
Average Closed Price	\$140,735			\$65,927	\$108,514	\$213,101	\$450,500

July 2019



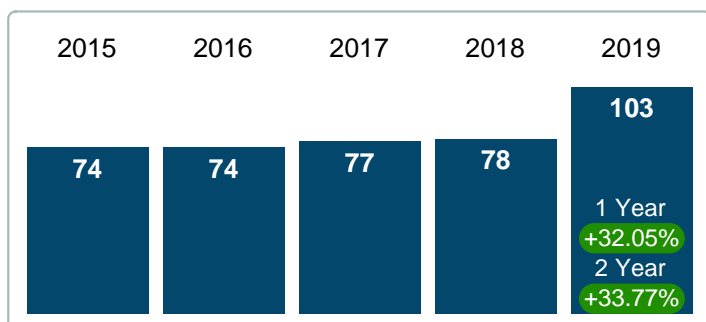
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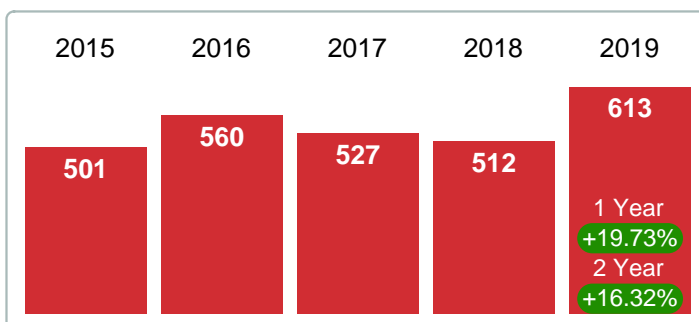
PENDING LISTINGS

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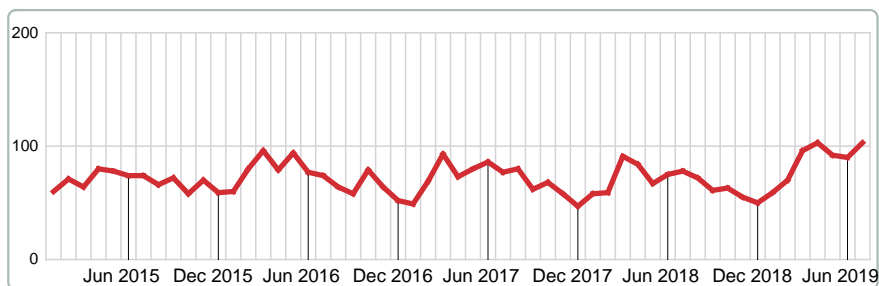
JULY



YEAR TO DATE (YTD)

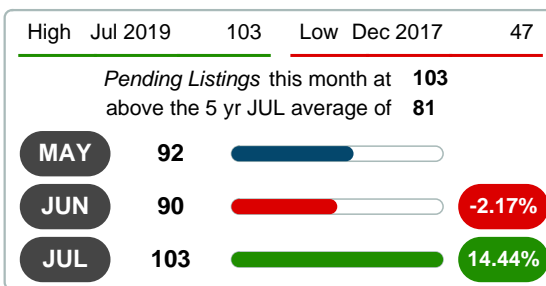


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 81



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	10	9.71%	51.9	5	5	0	0
\$50,001 - \$75,000	8	7.77%	19.3	4	4	0	0
\$75,001 - \$100,000	8	7.77%	48.6	1	5	2	0
\$100,001 - \$150,000	33	32.04%	51.6	2	23	6	2
\$150,001 - \$200,000	13	12.62%	66.0	0	4	8	1
\$200,001 - \$250,000	15	14.56%	48.8	1	9	3	2
\$250,001 and up	16	15.53%	63.4	2	3	9	2
Total Pending Units	103			15	53	28	7
Total Pending Volume	16,430,795	100%	37.3	2.05M	7.36M	5.49M	1.53M
Average Listing Price	\$153,040			\$136,977	\$138,828	\$196,188	\$217,857

July 2019



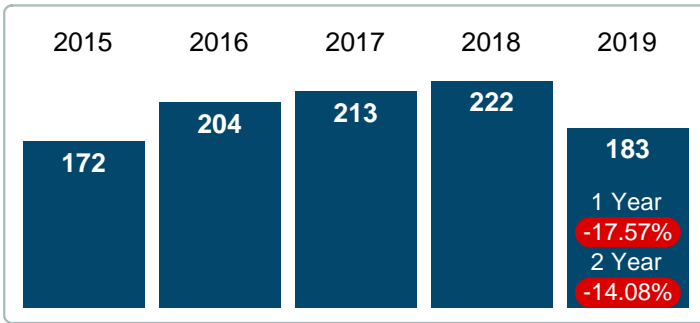
Area Delimited by County Of Washington



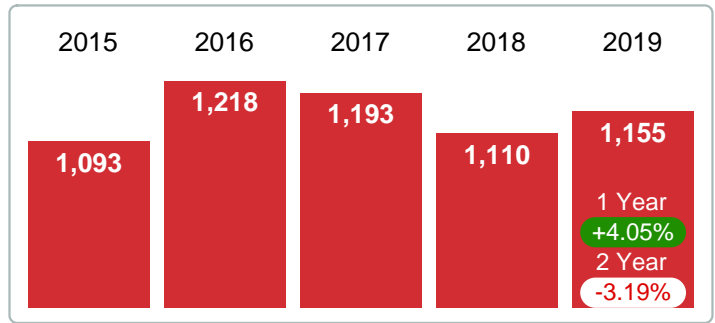
NEW LISTINGS

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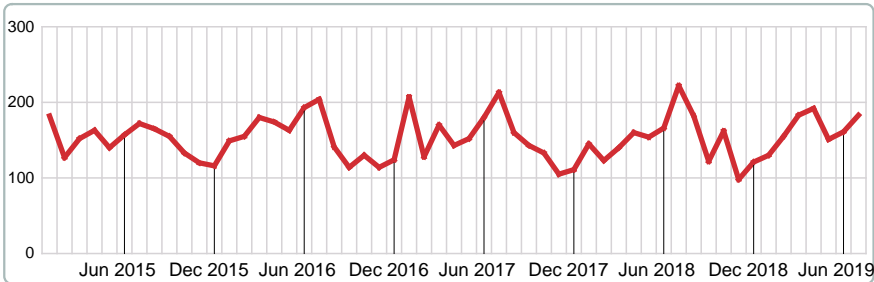
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

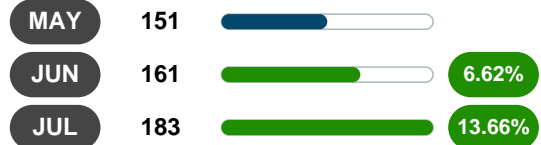


3 MONTHS

5 year JUL AVG = 199

High Jul 2018 222 Low Nov 2018 98

New Listings this month at 183
below the 5 yr JUL average of 199



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	15	8.20%	6	9	0	0
\$10,001 - \$40,000	21	11.48%	19	2	0	0
\$40,001 - \$60,000	31	16.94%	25	6	0	0
\$60,001 - \$120,000	38	20.77%	12	22	4	0
\$120,001 - \$200,000	36	19.67%	6	16	11	3
\$200,001 - \$290,000	21	11.48%	3	5	10	3
\$290,001 and up	21	11.48%	6	5	6	4
Total New Listed Units	183		77	65	31	10
Total New Listed Volume	28,046,730	100%	10.19M	8.45M	6.68M	2.72M
Average New Listed Listing Price	\$80,406		\$132,307	\$130,037	\$215,576	\$272,380

July 2019



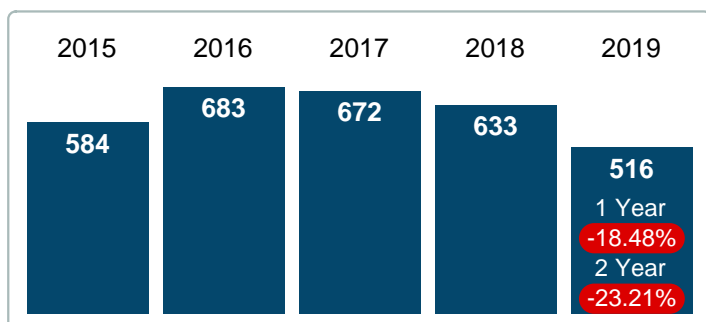
Area Delimited by County Of Washington



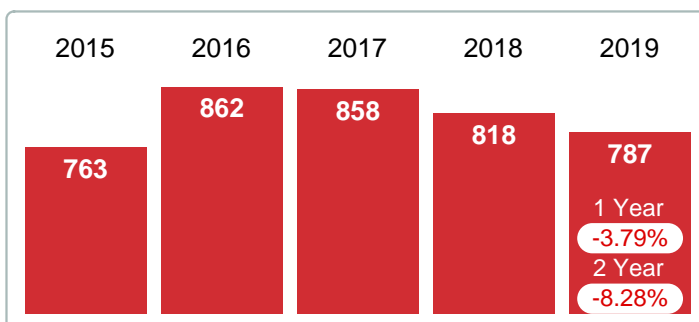
ACTIVE INVENTORY

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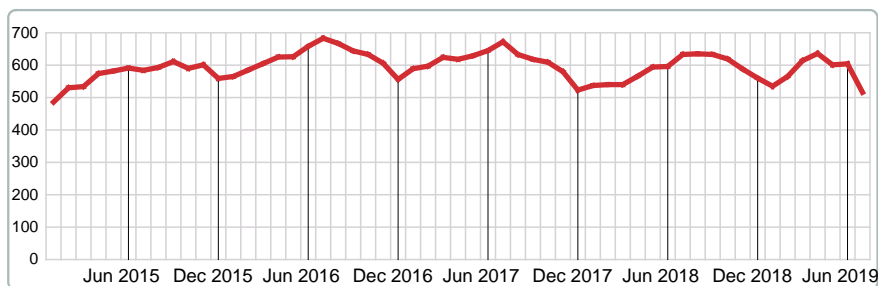
END OF JULY



ACTIVE DURING JULY

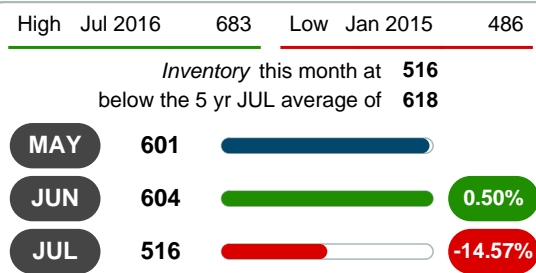


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 618



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	73	14.15%	80.6	62	10	1	0
\$25,001-\$50,000	66	12.79%	76.4	58	7	1	0
\$50,001-\$125,000	182	35.27%	85.6	97	70	14	1
\$125,001-\$200,000	72	13.95%	67.5	19	29	20	4
\$200,001-\$350,000	70	13.57%	71.3	18	14	28	10
\$350,001 and up	53	10.27%	88.9	26	10	10	7
Total Active Inventory by Units	516			280	140	74	22
Total Active Inventory by Volume	84,015,012	100%	79.6	37.87M	20.77M	16.85M	8.53M
Average Active Inventory Listing Price	\$162,820			\$135,262	\$148,326	\$227,657	\$387,700

July 2019



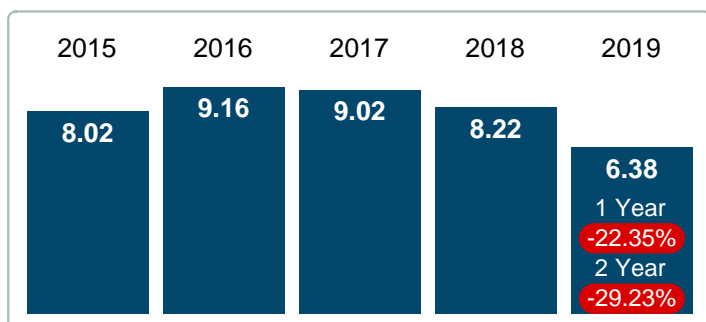
Area Delimited by County Of Washington



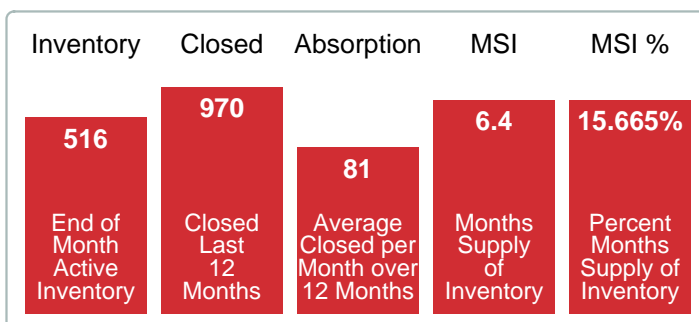
MONTHS SUPPLY of INVENTORY (MSI)

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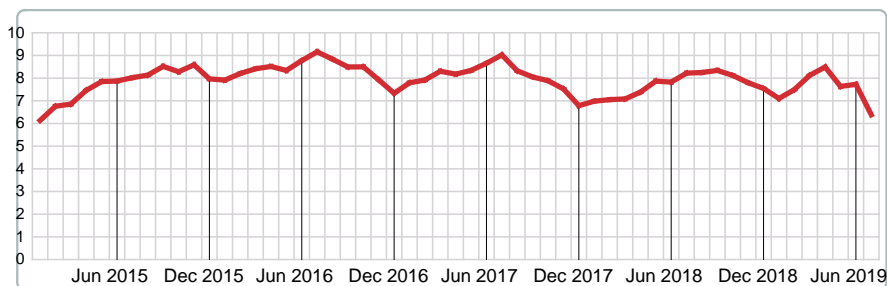
MSI FOR JULY



INDICATORS FOR JULY 2019

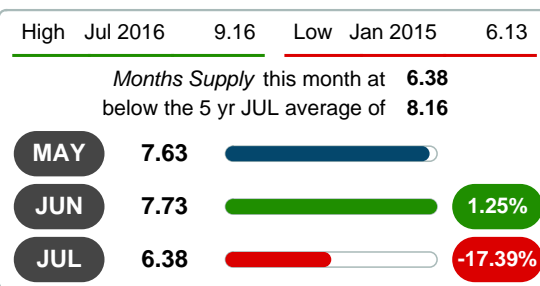


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 8.16



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	22	4.26%	2.10	3.43	1.25	1.33	0.00
\$10,001 - \$40,000	87	16.86%	13.38	30.97	1.60	6.00	0.00
\$40,001 - \$60,000	72	13.95%	12.00	22.40	4.92	0.00	0.00
\$60,001 - \$120,000	126	24.42%	5.66	13.88	3.53	4.46	12.00
\$120,001 - \$220,000	94	18.22%	4.29	30.55	3.13	2.77	10.00
\$220,001 - \$360,000	64	12.40%	5.69	57.00	4.71	3.23	10.80
\$360,001 and up	51	9.88%	21.10	144.00	40.00	6.00	21.00
Market Supply of Inventory (MSI)	6.38			18.88	3.33	3.34	12.00
Total Active Inventory by Units	516	100%	6.38	280	140	74	22

July 2019



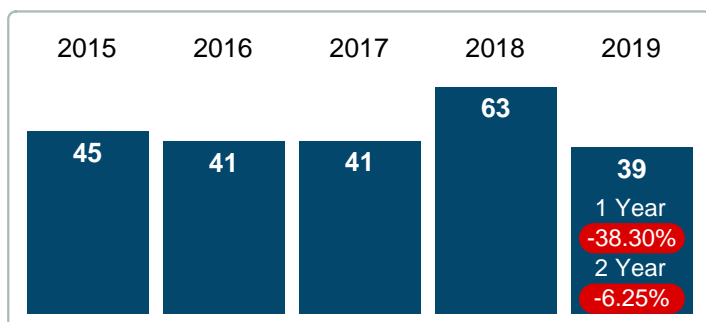
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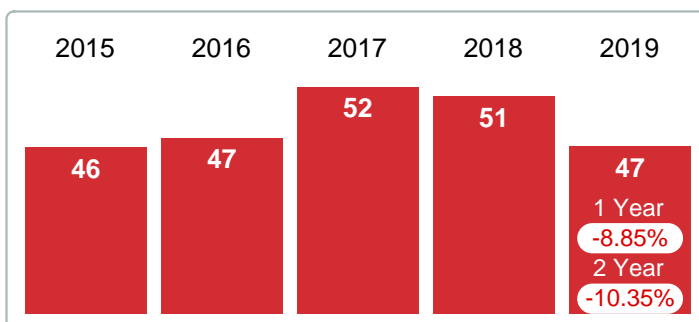
AVERAGE DAYS ON MARKET TO SALE

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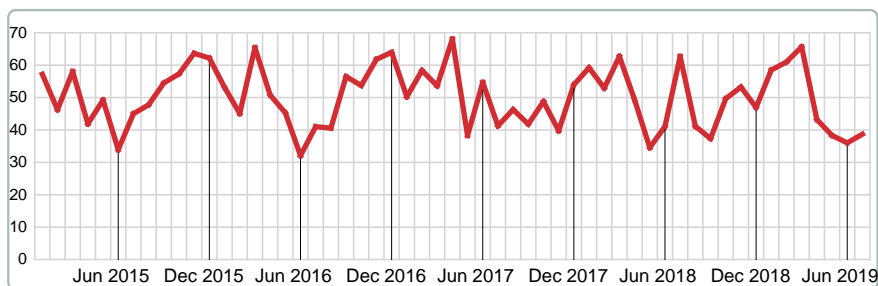
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

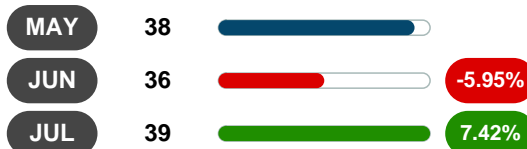


3 MONTHS

5 year JUL AVG = 46

High Apr 2017 68 Low Jun 2016 32

Average Days on Market to Sale this month at 39 below the 5 yr JUL average of 46



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$40,000	25	21.93%	23	36	13	62	0
\$40,001-\$80,000	17	14.91%	22	18	29	0	0
\$80,001-\$160,000	31	27.19%	42	98	33	45	0
\$160,001-\$220,000	13	11.40%	53	65	32	73	63
\$220,001-\$270,000	15	13.16%	31	7	10	47	1
\$270,001 and up	13	11.40%	77	0	93	67	109
Average Closed DOM			39	36	27	57	71
Total Closed Units		100%	114	22	57	31	4
Total Closed Volume			16,043,824	1.45M	6.19M	6.61M	1.80M

July 2019



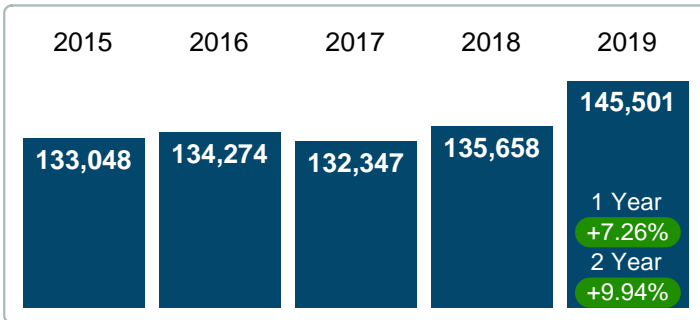
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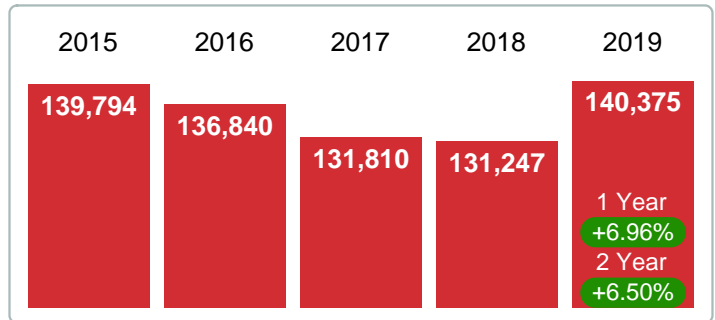
AVERAGE LIST PRICE AT CLOSING

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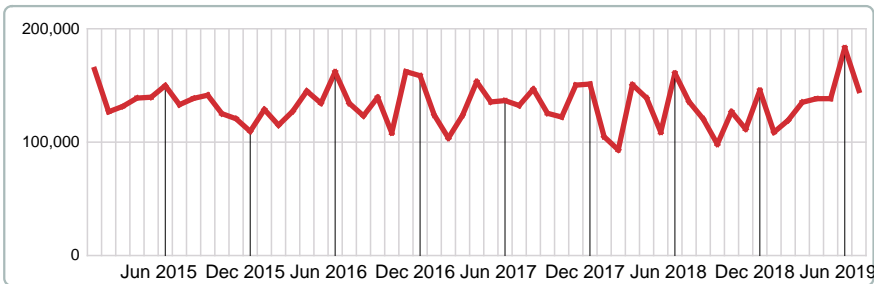
JULY



YEAR TO DATE (YTD)

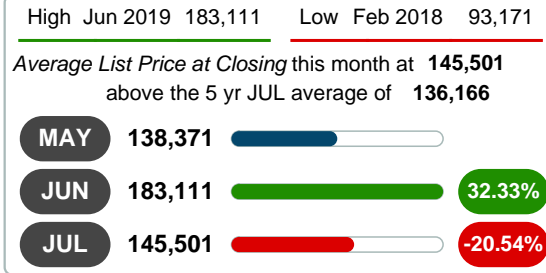


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 136,166



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$40,000	24	21.05%	12,276	14,300	14,609	1,138	0
\$40,001-\$80,000	17	14.91%	62,441	66,400	62,986	0	0
\$80,001-\$160,000	30	26.32%	123,213	114,500	128,618	127,633	0
\$160,001-\$220,000	12	10.53%	186,808	175,000	205,483	202,580	180,000
\$220,001-\$270,000	17	14.91%	237,382	275,000	235,750	242,333	225,000
\$270,001 and up	14	12.28%	375,529	0	344,500	303,711	780,000
Average List Price			145,501	70,800	111,739	215,980	491,250
Total Closed Units		100%	145,501	22	57	31	4
Total Closed Volume			16,587,124	1.56M	6.37M	6.70M	1.97M

July 2019



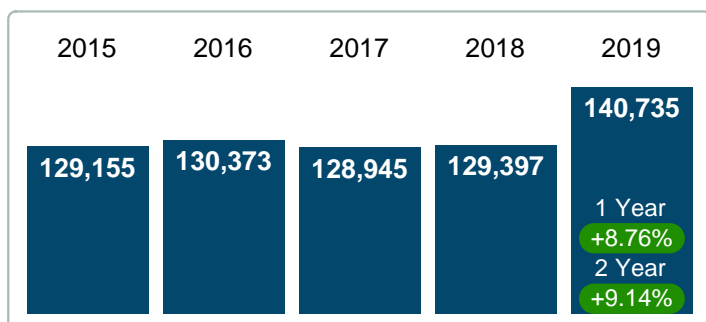
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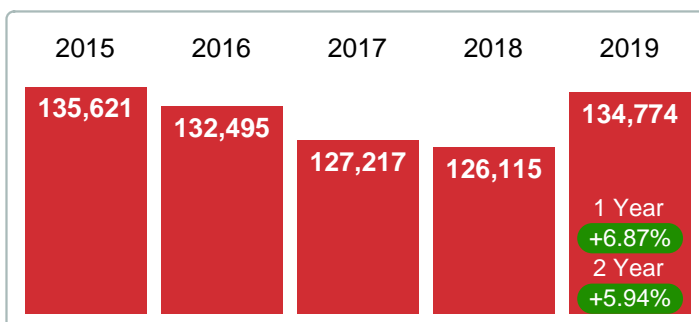
AVERAGE SOLD PRICE AT CLOSING

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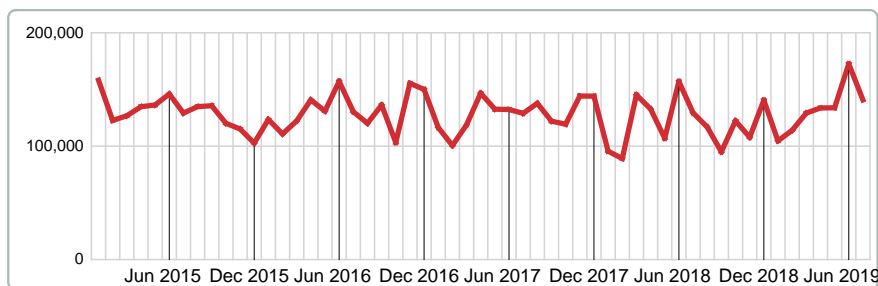
JULY



YEAR TO DATE (YTD)

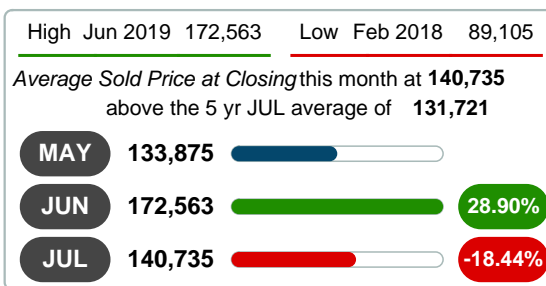


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 131,721



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$40,000	25	21.93%	12,091	13,729	12,744	1,138	0
\$40,001-\$80,000	17	14.91%	63,188	64,180	61,771	0	0
\$80,001-\$160,000	31	27.19%	122,611	94,167	125,955	124,575	0
\$160,001-\$220,000	13	11.40%	192,577	175,000	196,667	195,700	170,000
\$220,001-\$270,000	15	13.16%	238,367	255,000	229,750	241,833	225,000
\$270,001 and up	13	11.40%	368,261	0	339,500	300,156	703,500
Average Sold Price			140,735	65,927	108,514	213,101	450,500
Total Closed Units		100%	140,735	22	57	31	4
Total Closed Volume			16,043,824	1.45M	6.19M	6.61M	1.80M

July 2019



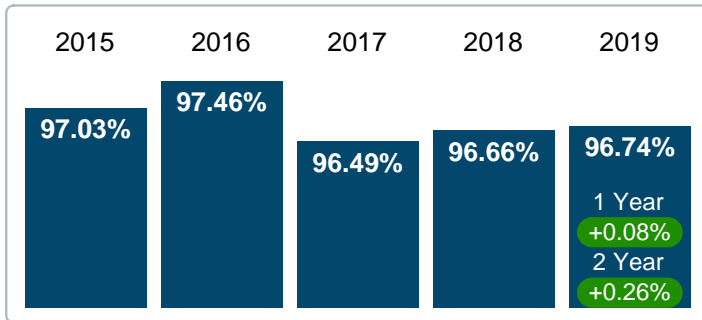
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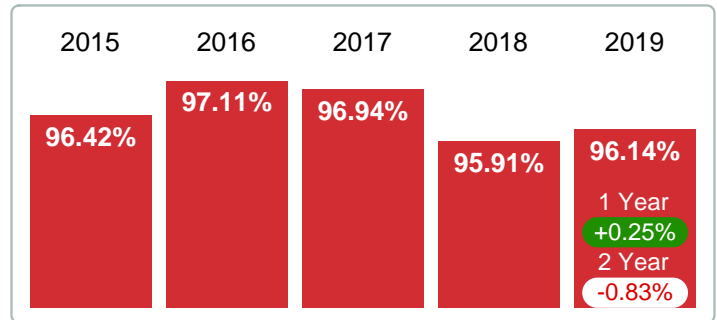
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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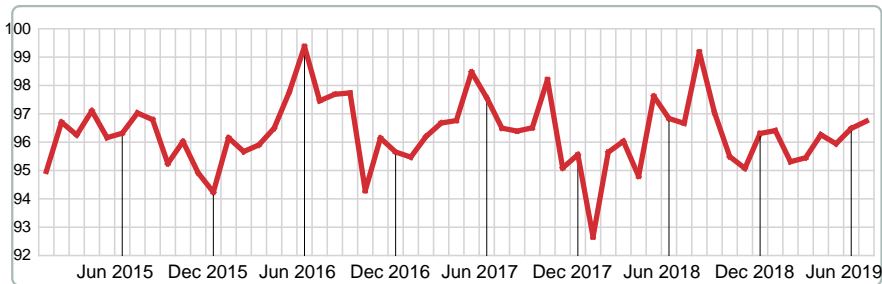
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

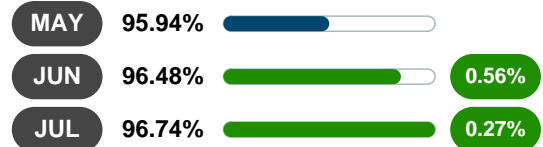


3 MONTHS

5 year JUL AVG = 96.88%

High Jun 2016 99.37% Low Jan 2018 92.66%

Average Sold/List Ratio this month at **96.74%**
equal to 5 yr JUL average of **96.88%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$40,000	25	21.93%	94.69%	98.62%	92.30%	100.00%	0.00%
\$40,001-\$80,000	17	14.91%	97.15%	96.60%	97.93%	0.00%	0.00%
\$80,001-\$160,000	31	27.19%	96.89%	86.28%	98.11%	97.71%	0.00%
\$160,001-\$220,000	13	11.40%	96.45%	100.00%	95.78%	96.93%	94.44%
\$220,001-\$270,000	15	13.16%	98.72%	92.73%	97.48%	99.80%	100.00%
\$270,001 and up	13	11.40%	97.82%	0.00%	98.71%	98.86%	92.29%
Average Sold/List Ratio		96.70%		95.81%	96.19%	98.67%	94.75%
Total Closed Units		114	100%	22	57	31	4
Total Closed Volume		16,043,824		1.45M	6.19M	6.61M	1.80M

July 2019

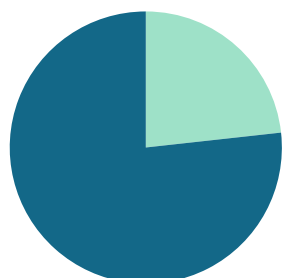
Area Delimited by County Of Washington



MARKET SUMMARY

Report produced on Aug 12, 2019 for MLS Technology Inc.

INVENTORY

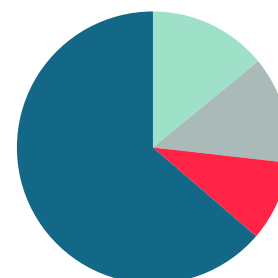


Inventory
 New Listings
183 = 23.25%
 Start Inventory
604
 Total Inventory Units
787
 Volume
\$126,839,626

Market Activity

Closed Sales
114 = 14.07%
 Pending Sales
103 = 12.72%
 Other Off Market
77 = 9.51%
 Active Inventory
516 = 63.70%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	82	114	39.02%	530	609	14.91%
Pending Sales	78	103	32.05%	512	613	19.73%
New Listings	222	183	-17.57%	1,110	1,155	4.05%
Average List Price	135,658	145,501	7.26%	131,247	140,375	6.96%
Average Sale Price	129,397	140,735	8.76%	126,115	134,774	6.87%
Average Percent of Selling Price to List Price	96.66%	96.74%	0.08%	95.91%	96.14%	0.25%
Average Days on Market to Sale	62.70	38.68	-38.30%	51.07	46.55	-8.85%
Monthly Inventory	633	516	-18.48%	633	516	-18.48%
Months Supply of Inventory	8.22	6.38	-22.35%	8.22	6.38	-22.35%

Absorption: Last 12 months, an Average of **81** Sales/Month

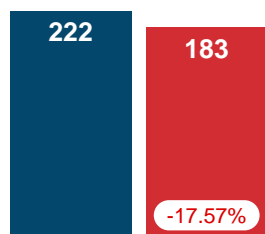
Inventory on July 31, 2019 = **516**

2018 **2019**

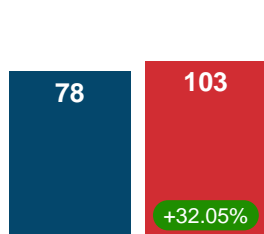
JULY MARKET

AVERAGE PRICES

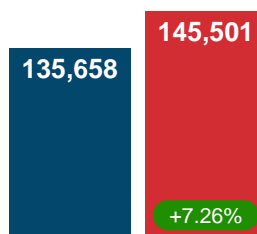
New Listings



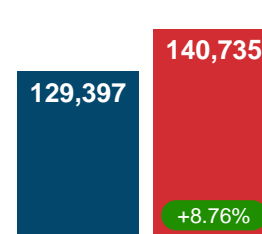
Pending Listings



List Price



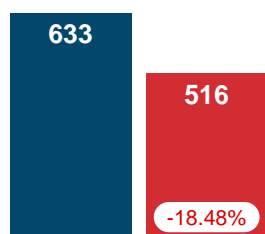
Sale Price



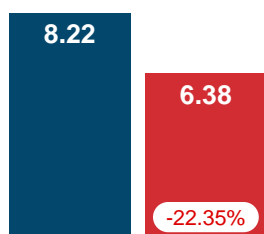
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

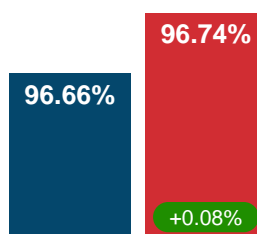
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

