

# July 2019

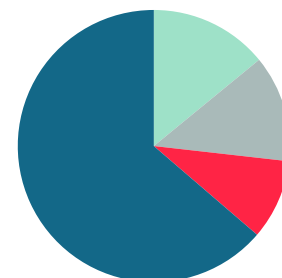
Area Delimited by County Of Washington



## 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%
Median List Price	109,000	127,700	17.16%
Median Sale Price	108,750	120,000	10.34%
Median Percent of Selling Price to List Price	97.93%	98.73%	0.81%
Median Days on Market to Sale	42.00	21.00	-50.00%
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.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **10.34%** in July 2019 to \$120,000 versus the previous year at \$108,750.

#### Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 21.00 days or **50.00%** in July 2019 compared to last year's same month at **42.00** DOM.

#### Sales Success for July 2019 is Positive

Overall, with Median 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

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

### 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

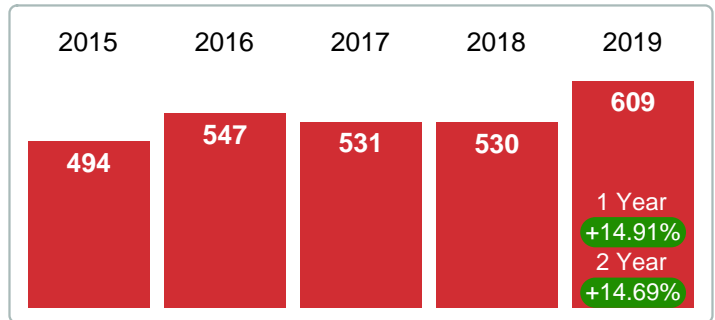
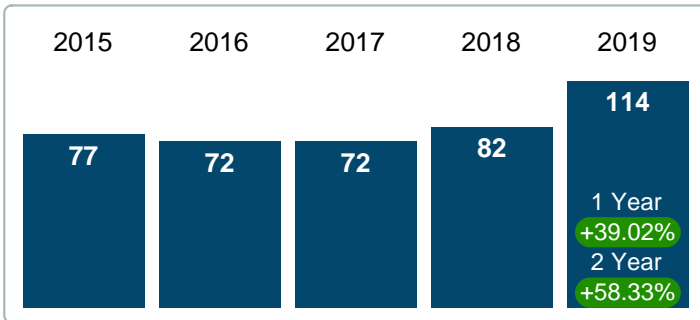


## CLOSED LISTINGS

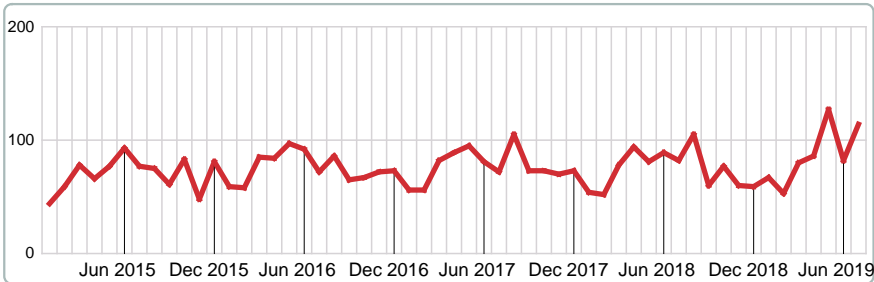
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### JULY

### YEAR TO DATE (YTD)

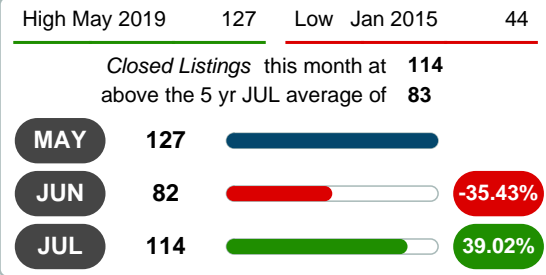


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 83



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	18.0	7	16	2	0
\$40,001-\$80,000	17	14.91%	11.0	10	7	0	0
\$80,001-\$160,000	31	27.19%	25.0	3	22	6	0
\$160,001-\$220,000	13	11.40%	58.0	1	6	5	1
\$220,001-\$270,000	15	13.16%	7.0	1	4	9	1
\$270,001 and up	13	11.40%	68.0	0	2	9	2
<b>Total Closed Units</b>	<b>114</b>			<b>22</b>	<b>57</b>	<b>31</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>16,043,824</b>	<b>100%</b>	<b>21.0</b>	<b>1.45M</b>	<b>6.19M</b>	<b>6.61M</b>	<b>1.80M</b>
<b>Median Closed Price</b>	<b>\$120,000</b>			<b>\$59,450</b>	<b>\$110,000</b>	<b>\$232,000</b>	<b>\$336,500</b>

# July 2019



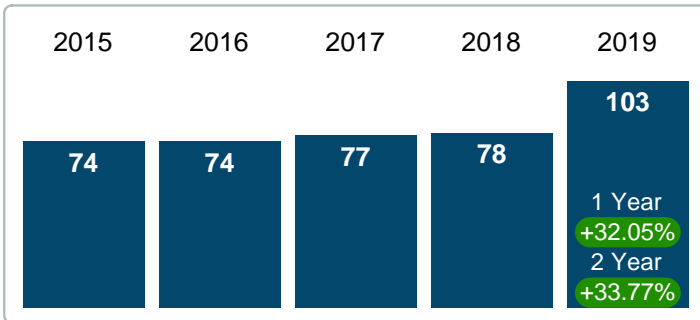
Area Delimited by County Of Washington



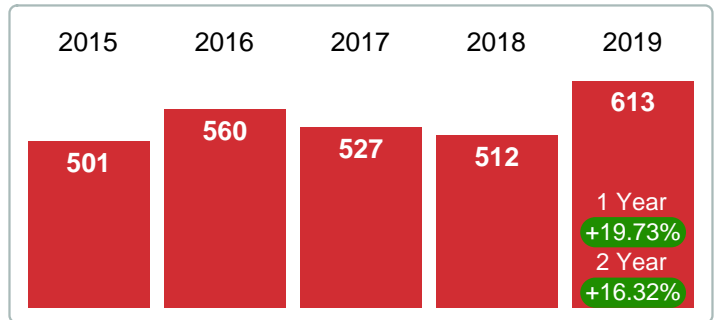
## PENDING LISTINGS

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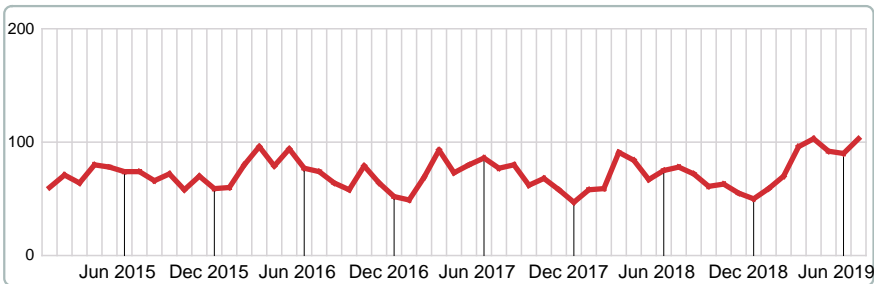
### JULY



### YEAR TO DATE (YTD)

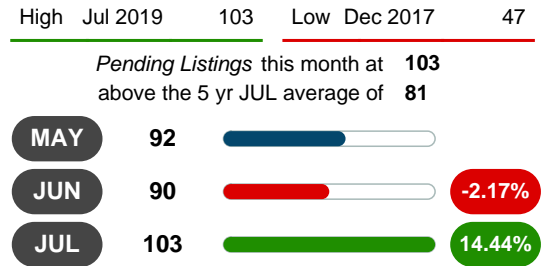


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 81



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	9.71%	38.0	5	5	0	0
\$50,001 - \$90,000	13	12.62%	21.0	5	7	1	0
\$90,001 - \$110,000	10	9.71%	32.5	1	7	2	0
\$110,001 - \$160,000	30	29.13%	54.5	1	20	7	2
\$160,001 - \$220,000	17	16.50%	34.0	1	7	8	1
\$220,001 - \$270,000	12	11.65%	34.5	0	5	5	2
\$270,001 and up	11	10.68%	68.0	2	2	5	2
<b>Total Pending Units</b>	<b>103</b>			<b>15</b>	<b>53</b>	<b>28</b>	<b>7</b>
<b>Total Pending Volume</b>	<b>16,430,795</b>	<b>100%</b>	<b>35.0</b>	<b>2.05M</b>	<b>7.36M</b>	<b>5.49M</b>	<b>1.53M</b>
<b>Median Listing Price</b>	<b>\$142,000</b>			<b>\$72,500</b>	<b>\$119,900</b>	<b>\$169,400</b>	<b>\$225,000</b>

# July 2019



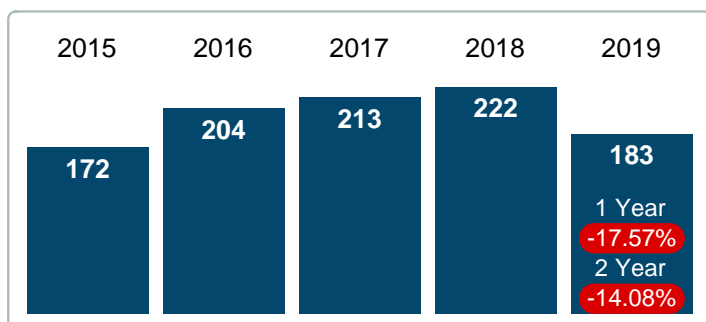
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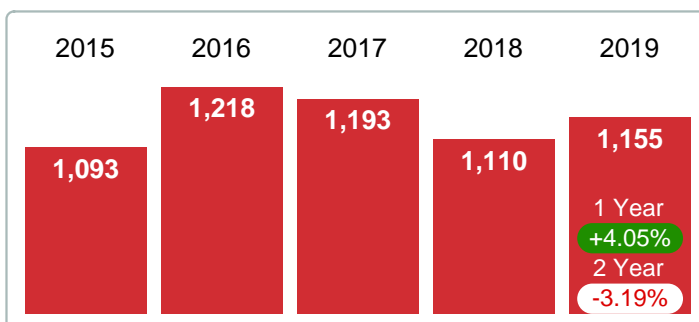
## NEW LISTINGS

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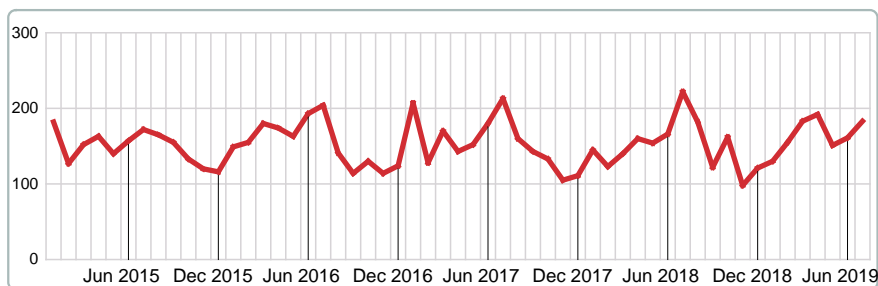
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

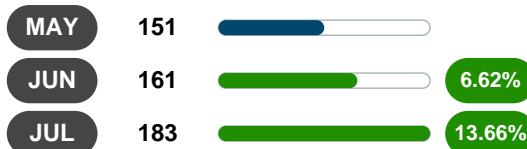


### 3 MONTHS

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
<b>Total New Listed Units</b>	<b>183</b>		<b>77</b>	<b>65</b>	<b>31</b>	<b>10</b>
<b>Total New Listed Volume</b>	<b>28,046,730</b>	<b>100%</b>	<b>10.19M</b>	<b>8.45M</b>	<b>6.68M</b>	<b>2.72M</b>
<b>Median New Listed Listing Price</b>	<b>\$101,000</b>		<b>\$55,000</b>	<b>\$115,000</b>	<b>\$220,000</b>	<b>\$242,450</b>

# July 2019



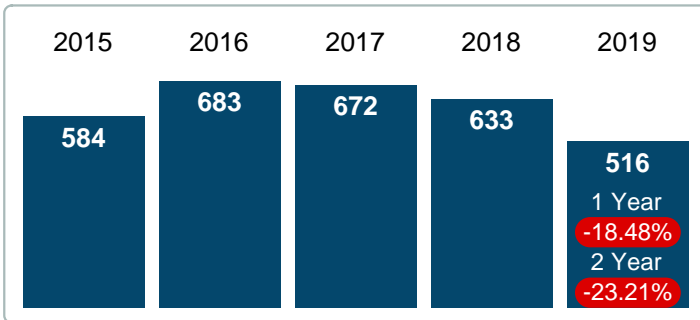
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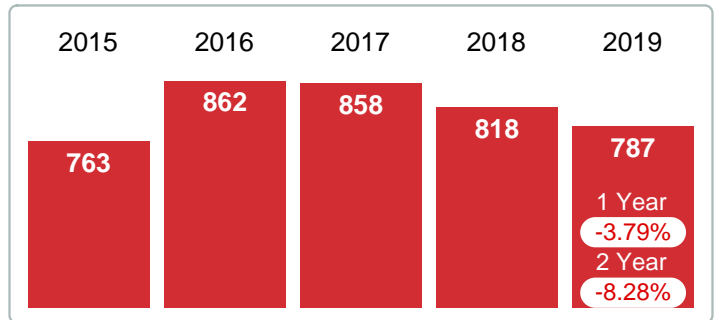
## ACTIVE INVENTORY

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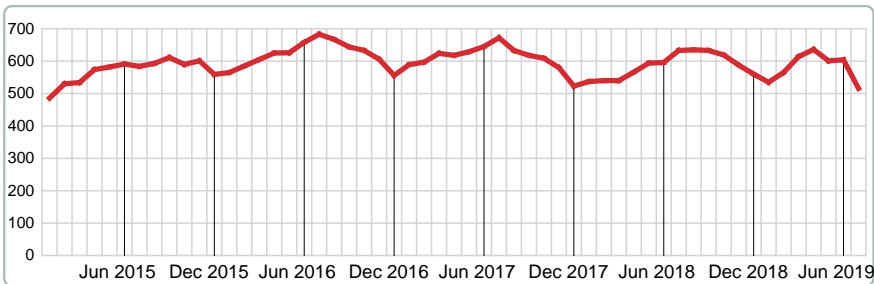
### END OF JULY



### ACTIVE DURING JULY

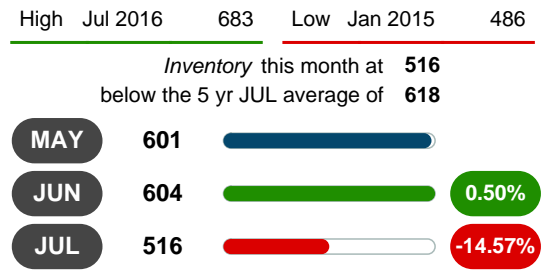


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 618



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	22	4.26%	35.0	14	7	1	0
\$10,001 - \$40,000	87	16.86%	59.0	80	6	1	0
\$40,001 - \$60,000	72	13.95%	43.5	56	16	0	0
\$60,001 - \$120,000	126	24.42%	85.5	59	53	13	1
\$120,001 - \$220,000	94	18.22%	62.0	28	37	24	5
\$220,001 - \$360,000	64	12.40%	73.5	19	11	25	9
\$360,001 and up	51	9.88%	89.0	24	10	10	7
Total Active Inventory by Units	516			280	140	74	22
Total Active Inventory by Volume	84,015,012	100%	71.0	37.87M	20.77M	16.85M	8.53M
Median Active Inventory Listing Price	\$93,000			\$60,000	\$115,950	\$209,900	\$272,450

# July 2019



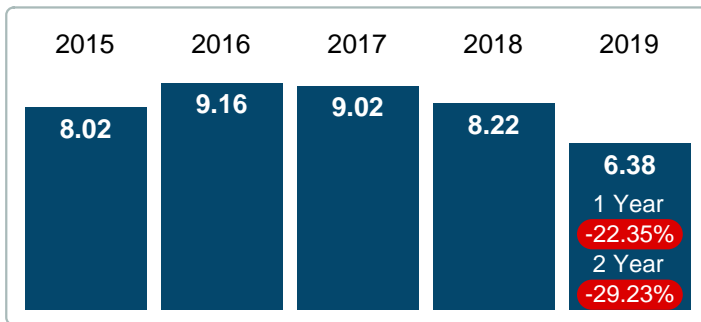
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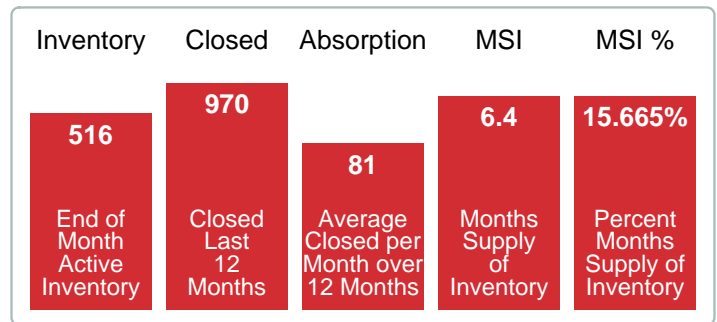
## MONTHS SUPPLY of INVENTORY (MSI)

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

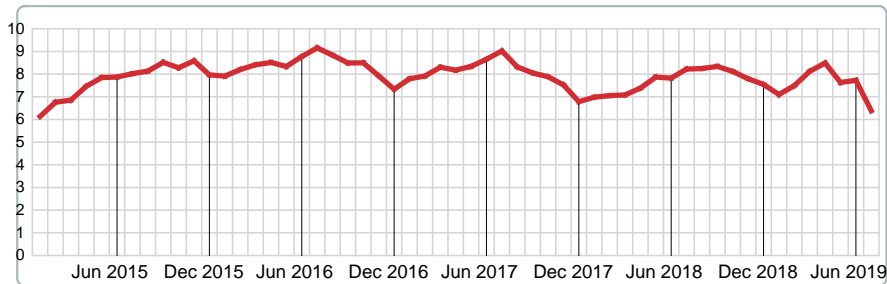
### MSI FOR JULY



### INDICATORS FOR JULY 2019

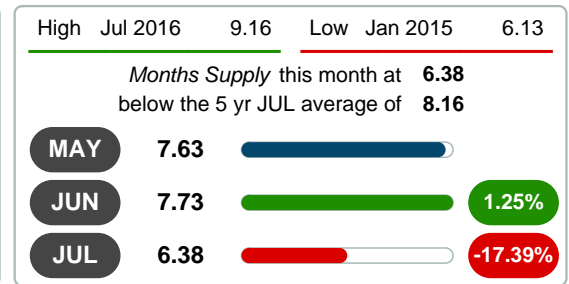


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



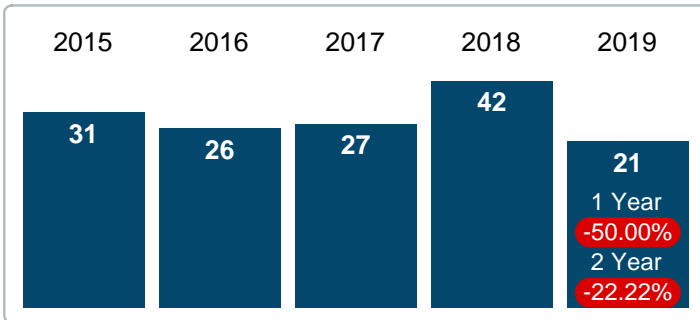
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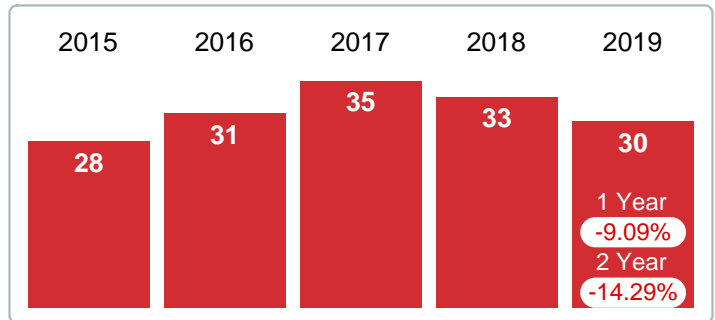
## MEDIAN DAYS ON MARKET TO SALE

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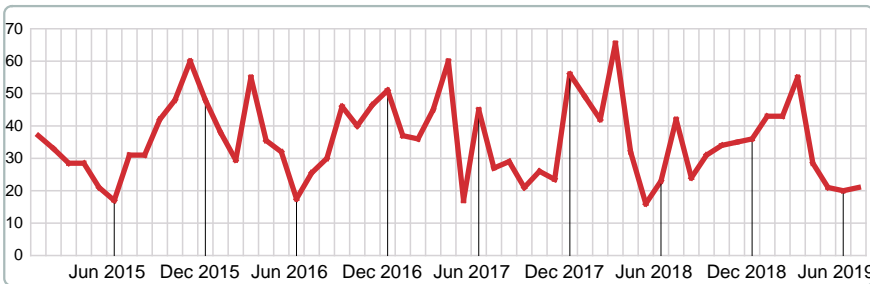
### JULY



### YEAR TO DATE (YTD)

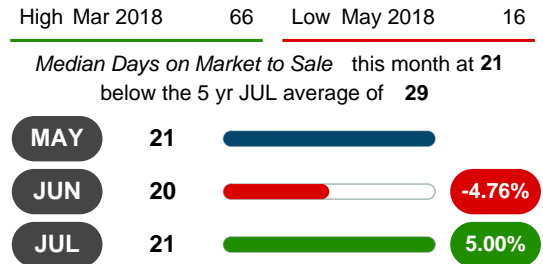


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 29



### 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
\$0 and less	0	0.00%	89	0	0	0	0
\$1-\$40,000	25	21.93%	18	32	9	62	0
\$40,001-\$80,000	17	14.91%	11	13	11	0	0
\$80,001-\$160,000	31	27.19%	25	96	24	21	0
\$160,001-\$220,000	13	11.40%	58	65	27	58	63
\$220,001-\$270,000	15	13.16%	7	7	9	7	1
\$270,001 and up	13	11.40%	68	0	93	58	109
Median Closed DOM	21			26	17	56	66
Total Closed Units	114	100%	21.0	22	57	31	4
Total Closed Volume	16,043,824			1.45M	6.19M	6.61M	1.80M



# July 2019



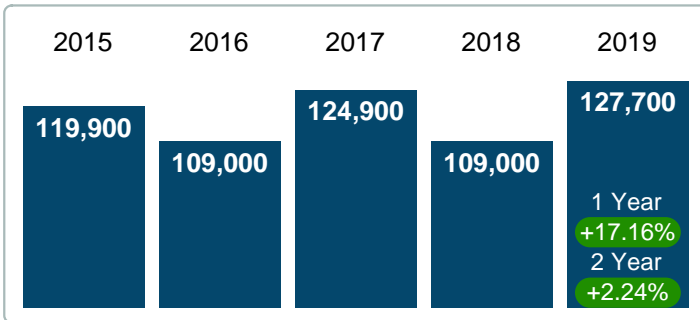
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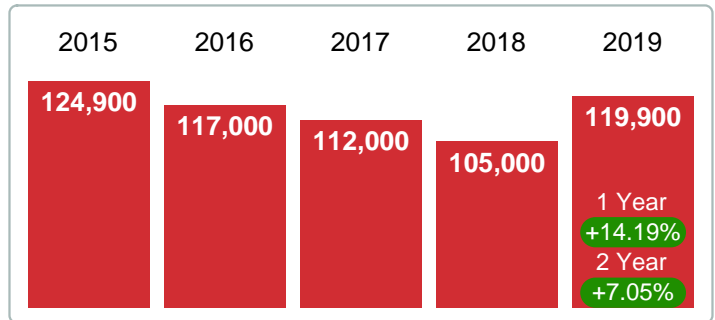
## MEDIAN LIST PRICE AT CLOSING

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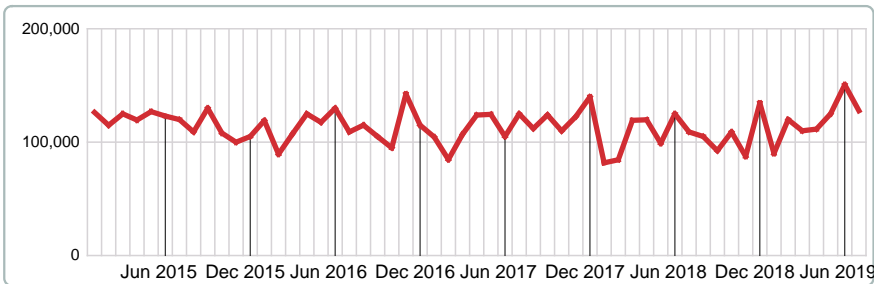
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

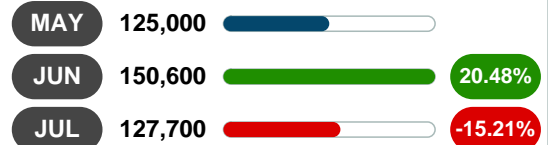


### 3 MONTHS

5 year JUL AVG = 118,100

High Jun 2019 150,600 Low Jan 2018 81,750

Median List Price at Closing this month at **127,700**  
above the 5 yr JUL average of **118,100**



### 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
\$0 and less	0	0.00%	68	0	0	0	0
\$1-\$40,000	24	21.05%	1,100	850	1,200	1,138	0
\$40,001-\$80,000	17	14.91%	61,500	64,900	60,750	0	0
\$80,001-\$160,000	30	26.32%	123,450	97,450	129,250	109,950	0
\$160,001-\$220,000	12	10.53%	179,950	175,000	196,950	184,500	180,000
\$220,001-\$270,000	17	14.91%	235,000	0	231,500	241,500	225,000
\$270,001 and up	14	12.28%	314,900	275,000	344,500	314,900	780,000
Median List Price			127,700	61,950	114,900	235,000	342,500
Total Closed Units		100%	114	22	57	31	4
Total Closed Volume			16,587,124	1.56M	6.37M	6.70M	1.97M



# July 2019



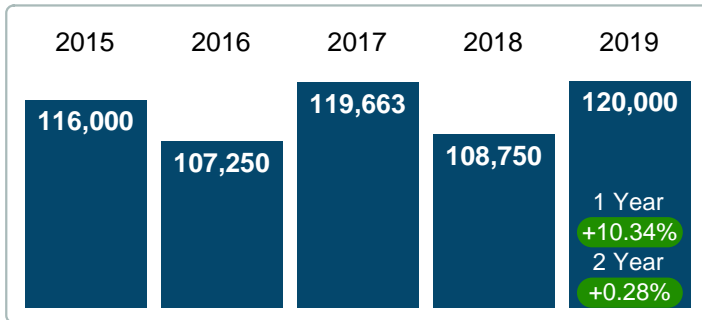
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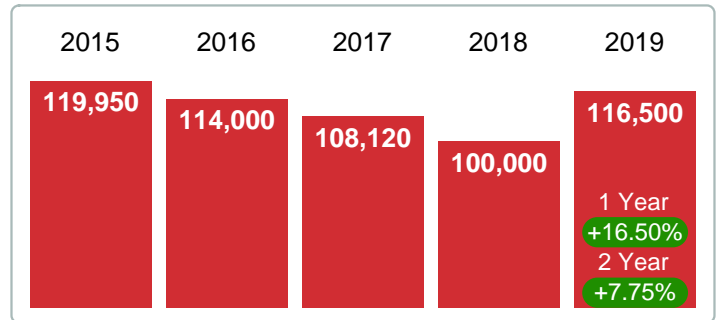
## MEDIAN SOLD PRICE AT CLOSING

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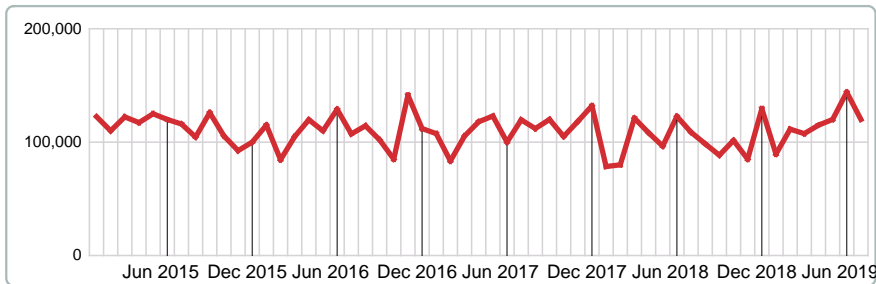
### JULY



### YEAR TO DATE (YTD)

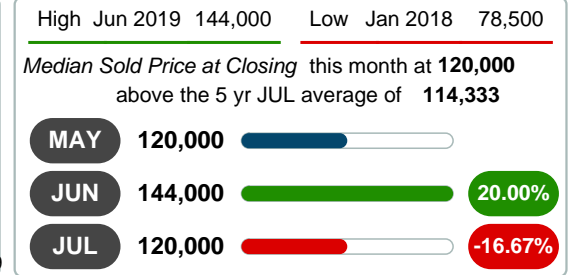


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 114,333



### 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
\$0 and less	0	0.00%	314,900	0	0	0	0
\$1-\$40,000	25	21.93%	1,200	850	5,600	1,138	0
\$40,001-\$80,000	17	14.91%	60,000	63,700	60,000	0	0
\$80,001-\$160,000	31	27.19%	120,000	90,000	128,500	124,000	0
\$160,001-\$220,000	13	11.40%	199,000	175,000	202,500	199,000	170,000
\$220,001-\$270,000	15	13.16%	235,000	255,000	228,750	245,000	225,000
\$270,001 and up	13	11.40%	310,000	0	339,500	305,000	703,500
Median Sold Price			120,000	59,450	110,000	232,000	336,500
Total Closed Units		100%	114	22	57	31	4
Total Closed Volume			16,043,824	1.45M	6.19M	6.61M	1.80M

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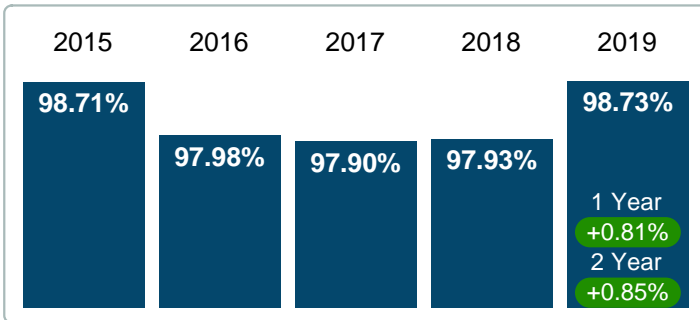
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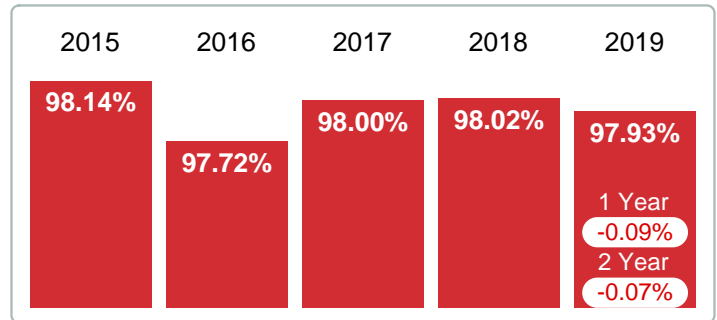
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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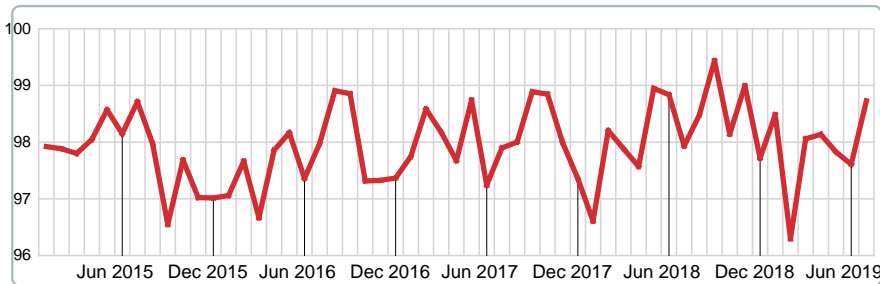
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

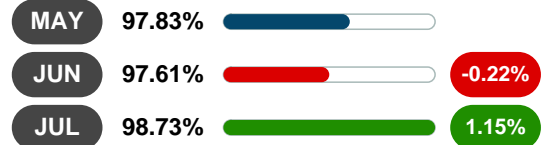


### 3 MONTHS

5 year JUL AVG = 98.25%

High Sep 2018 99.44% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **98.73%**  
above the 5 yr JUL average of **98.25%**



### 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
\$0 and less	0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$40,000	25	21.93%	100.00%	100.00%	93.75%	100.00%	0.00%
\$40,001-\$80,000	17	14.91%	100.00%	97.78%	100.00%	0.00%	0.00%
\$80,001-\$160,000	31	27.19%	98.64%	98.64%	98.99%	97.75%	0.00%
\$160,001-\$220,000	13	11.40%	96.44%	100.00%	96.37%	96.44%	94.44%
\$220,001-\$270,000	15	13.16%	98.89%	92.73%	97.29%	100.00%	100.00%
\$270,001 and up	13	11.40%	98.41%	0.00%	98.71%	99.71%	92.29%
Median Sold/List Ratio		98.73%		100.00%	97.65%	99.71%	95.92%
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

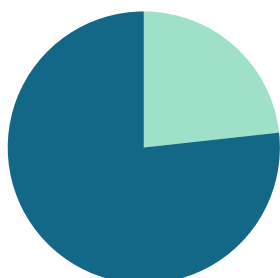
Area Delimited by County Of Washington



## MARKET SUMMARY

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

### INVENTORY

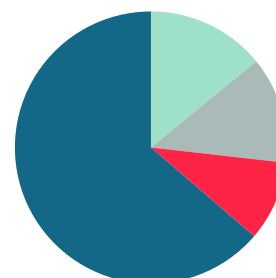


**Inventory**  
 New Listings  
**183 = 23.25%**  
 Start Inventory  
**604**  
 Total Inventory Units  
**787**  
 Volume  
**\$126,839,626**

### 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%
Median List Price	109,000	127,700	17.16%	105,000	119,900	14.19%
Median Sale Price	108,750	120,000	10.34%	100,000	116,500	16.50%
Median Percent of Selling Price to List Price	97.93%	98.73%	0.81%	98.02%	97.93%	-0.09%
Median Days on Market to Sale	42.00	21.00	-50.00%	33.00	30.00	-9.09%
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

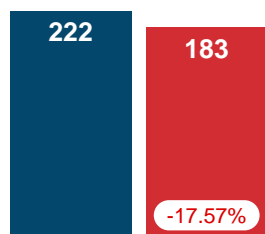
**Inventory** on July 31, 2019 = **516**

**2018** **2019**

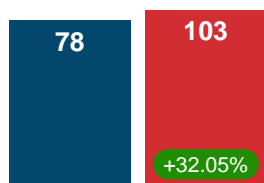
### JULY MARKET

### MEDIAN PRICES

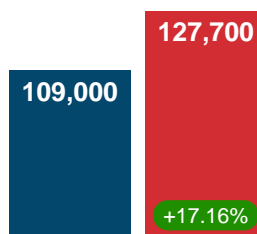
#### New Listings



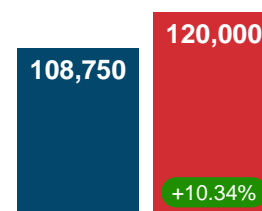
#### Pending Listings



#### List Price



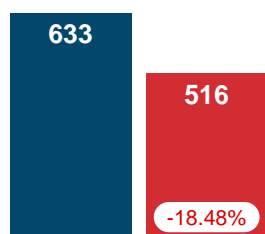
#### Sale Price



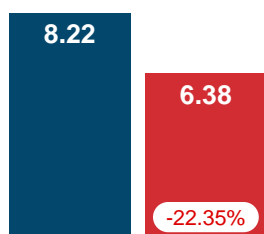
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

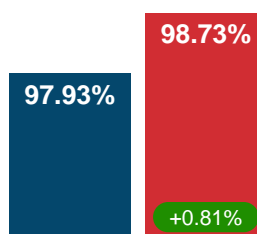
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

