

March 2019

Area Delimited by County Of Washington

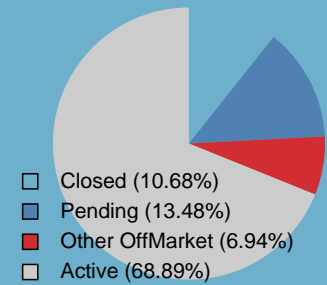


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	March		
	2018	2019	+/-%
Closed Listings	78	80	2.56%
Pending Listings	91	101	10.99%
New Listings	140	182	30.00%
Average List Price	150,637	135,113	-10.31%
Average Sale Price	145,220	129,165	-11.06%
Average Percent of List Price to Selling Price	96.03%	95.45%	-0.61%
Average Days on Market to Sale	62.68	65.65	4.74%
End of Month Inventory	539	516	-4.27%
Months Supply of Inventory	7.07	6.83	-3.42%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **76** Sales/Month
Active Inventory as of March 31, 2019 = **516**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **4.27%** to 516 existing homes available for sale. Over the last 12 months this area has had an average of 76 closed sales per month. This represents an unsold inventory index of **6.83** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **11.06%** in March 2019 to \$129,165 versus the previous year at \$145,220.

Average Days on Market Lengthens

The average number of **65.65** days that homes spent on the market before selling increased by 2.97 days or **4.74%** in March 2019 compared to last year's same month at **62.68** DOM.

Sales Success for March 2019 is Positive

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

There were 182 New Listings in March 2019, up **30.00%** from last year at 140. Furthermore, there were 80 Closed Listings this month versus last year at 78, a **2.56%** increase.

Closed versus Listed trends yielded a **44.0%** ratio, down from previous year's, March 2018, at **55.7%**, a **21.10%** downswing. 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

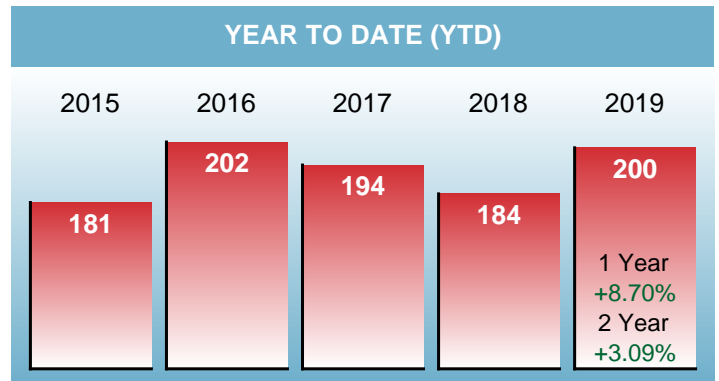
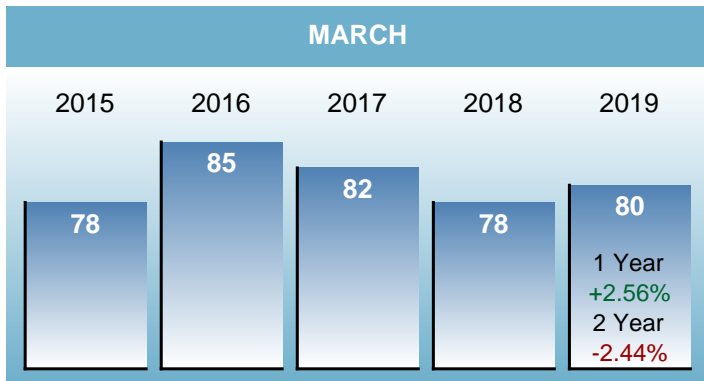
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CLOSED LISTINGS

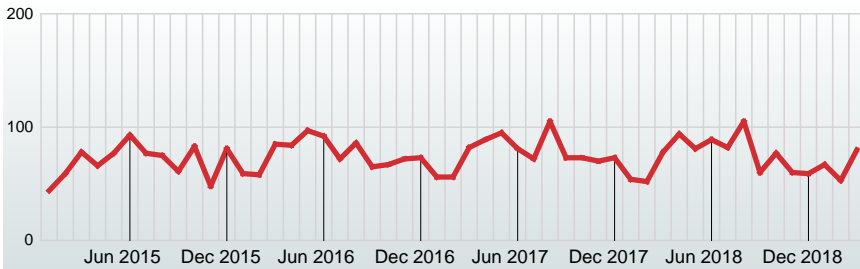
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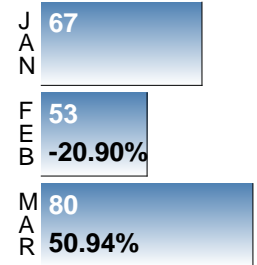
5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 81

3 MONTHS



High
Aug 2018 = 105
Low
Jan 2015 = 44
Closed Listings
this month at **80**,
below the 5 yr MAR
average of **81**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	8	10.00%	50.1	5	2	1	0
\$10,001 - \$60,000	11	13.75%	54.5	6	5	0	0
\$60,001 - \$80,000	9	11.25%	46.9	2	5	2	0
\$80,001 - \$140,000	22	27.50%	81.4	2	15	5	0
\$140,001 - \$160,000	12	15.00%	66.5	0	8	4	0
\$160,001 - \$270,000	10	12.50%	46.0	0	2	8	0
\$270,001 and up	8	10.00%	97.6	1	1	4	2
Total Closed Units	80			16	38	24	2
Total Closed Volume	10,333,197	100%	65.7	976.64K	4.02M	4.53M	800.65K
Average Closed Price	\$129,165			\$61,040	\$105,892	\$188,833	\$400,325

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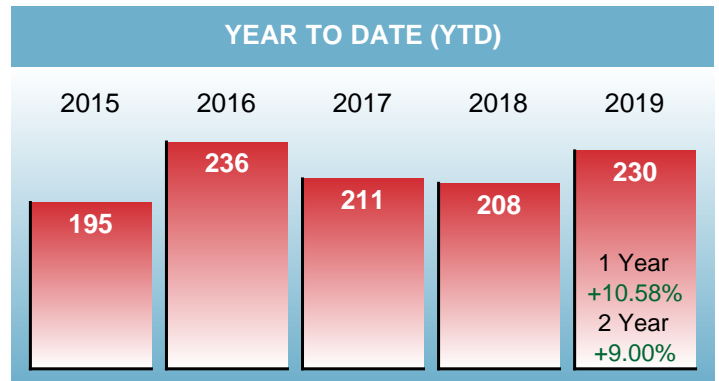
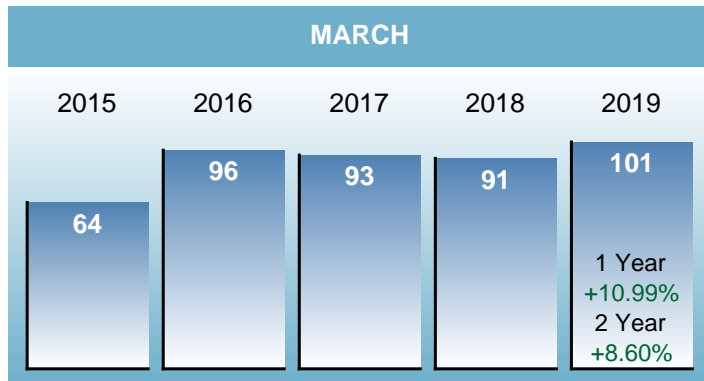
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PENDING LISTINGS

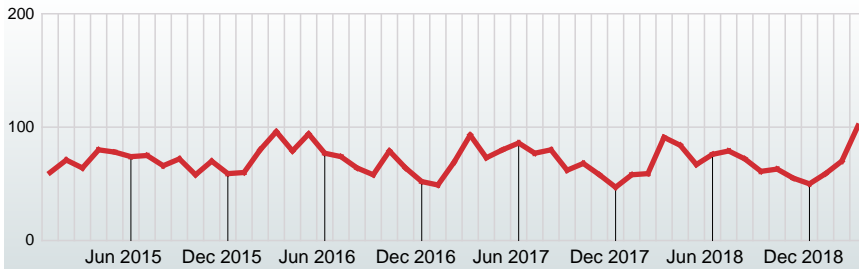
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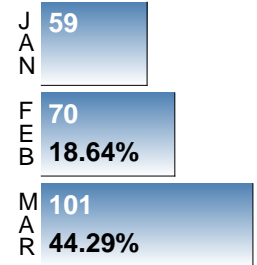
5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 89

3 MONTHS



High
Mar 2019 = 101
Low
Dec 2017 = 47
Pending Listings
this month at **101**,
above the 5 yr MAR
average of **89**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9	8.91%	55.4	5	4	0	0
\$40,001 - \$60,000	11	10.89%	67.3	2	9	0	0
\$60,001 - \$80,000	12	11.88%	46.4	3	9	0	0
\$80,001 - \$120,000	26	25.74%	30.2	4	17	5	0
\$120,001 - \$230,000	20	19.80%	59.3	1	11	7	1
\$230,001 - \$270,000	13	12.87%	56.2	0	4	8	1
\$270,001 and up	10	9.90%	57.6	0	1	8	1
Total Pending Units	101			15	55	28	3
Total Pending Volume	14,576,990	100%	67.3	1.01M	5.93M	6.84M	789.80K
Average Listing Price	\$148,700			\$67,293	\$107,893	\$244,418	\$263,267

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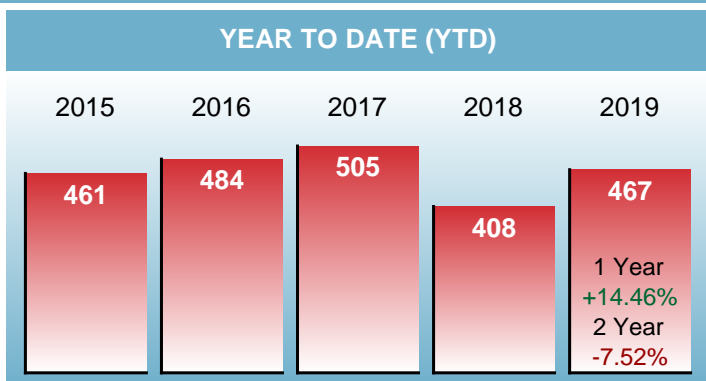
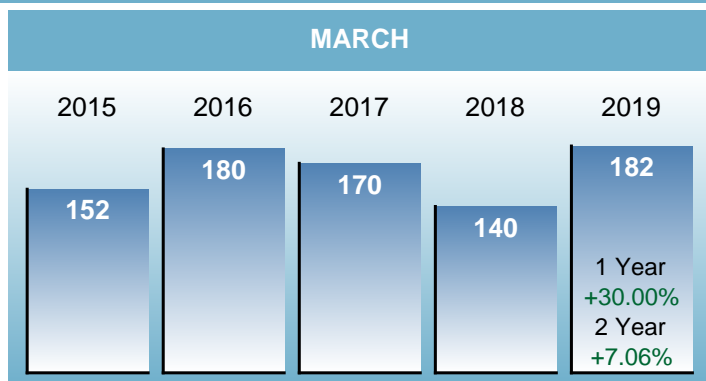
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NEW LISTINGS

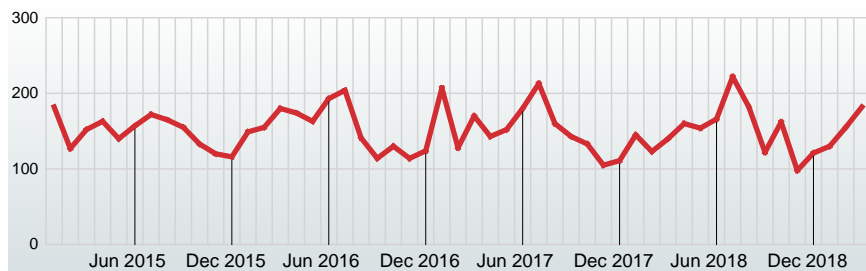
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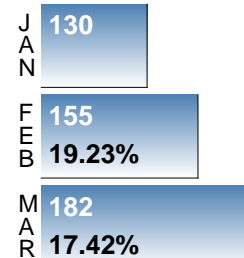
5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 165

3 MONTHS



High
Jul 2018 = 222
Low
Nov 2018 = 98
New Listings
this month at **182**,
above the 5 yr MAR
average of **165**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	15	8.24%	11	4	0	0
\$20,001 - \$50,000	22	12.09%	14	7	1	0
\$50,001 - \$70,000	22	12.09%	8	13	1	0
\$70,001 - \$130,000	52	28.57%	16	30	6	0
\$130,001 - \$220,000	30	16.48%	2	15	11	2
\$220,001 - \$290,000	20	10.99%	0	5	14	1
\$290,001 and up	21	11.54%	8	1	10	2
Total New Listed Units	182		59	75	43	5
Total New Listed Volume	26,927,579	100%	7.18M	8.08M	10.26M	1.41M
Average New Listed Listing Price	\$76,865		\$121,742	\$107,693	\$238,657	\$281,120

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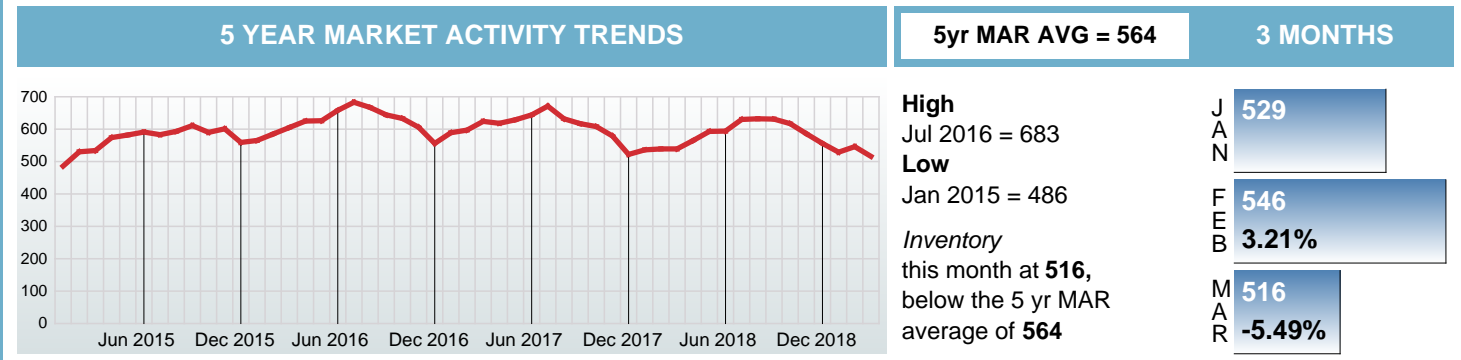
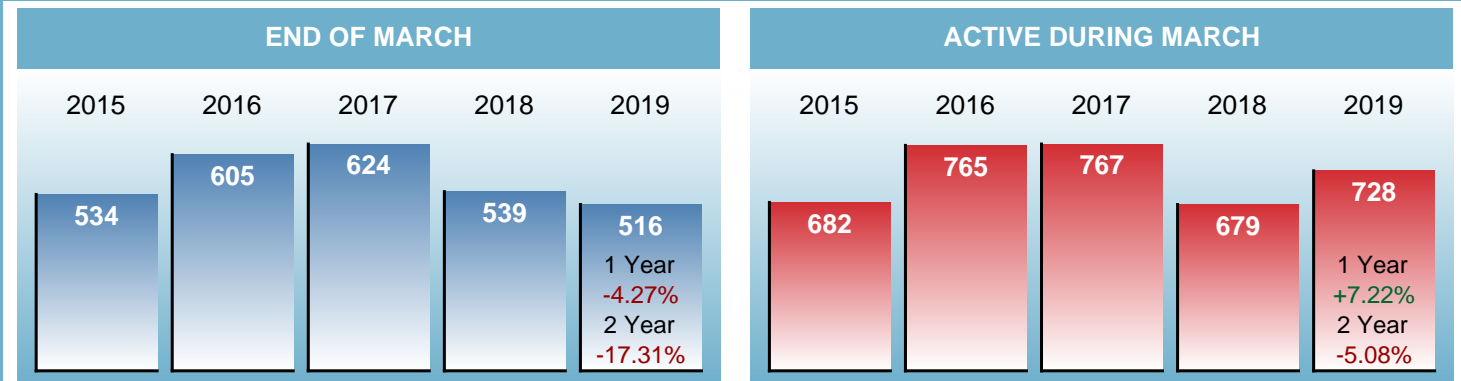
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ACTIVE INVENTORY

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



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	76	14.73%	102.2	70	6	0	0
\$25,001-\$50,000	72	13.95%	117.8	55	15	2	0
\$50,001-\$125,000	159	30.81%	77.0	95	57	7	0
\$125,001-\$225,000	95	18.41%	65.3	20	39	34	2
\$225,001-\$350,000	64	12.40%	67.6	13	9	36	6
\$350,001 and up	50	9.69%	87.0	30	5	11	4
Total Active Inventory by Units	516			283	131	90	12
Total Active Inventory by Volume	81,636,376	100%	84.0	37.93M	17.23M	22.13M	4.35M
Average Active Inventory Listing Price	\$158,210			\$134,026	\$131,531	\$245,856	\$362,458

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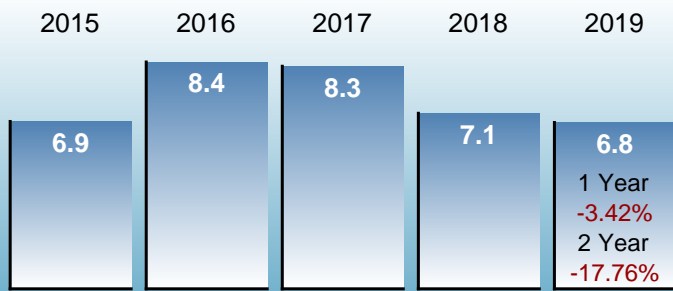
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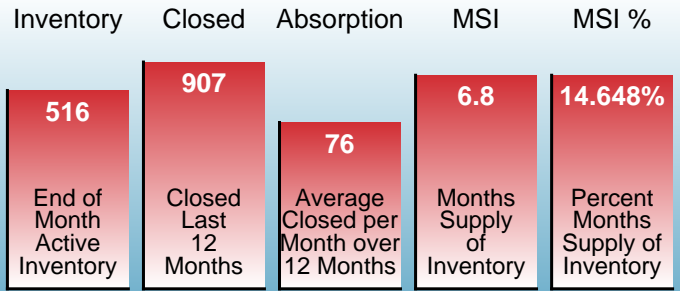
MONTHS SUPPLY of INVENTORY (MSI)

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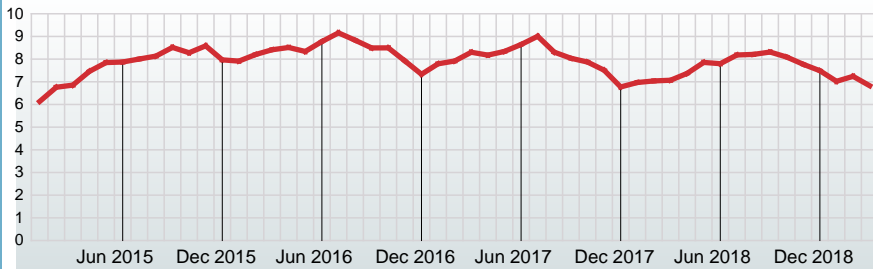
MSI FOR MARCH



INDICATORS FOR MARCH 2019



5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 7.5

3 MONTHS

High
Jul 2016 = 9.2

Low
Jan 2015 = 6.1

Months Supply this month at **6.8**, equal to 5 yr MAR average of **7.5**

JAN 7.0

FEB 7.2
3.10%

MAR 6.8
-5.70%

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
\$20,000 and less	57	11.05%	5.1	11.5	1.0	0.0	0.0
\$20,001 \$40,000	54	10.47%	11.2	28.4	2.7	6.0	0.0
\$40,001 \$60,000	72	13.95%	12.7	24.0	5.4	4.0	0.0
\$60,001 \$130,000	134	25.97%	5.2	16.4	3.0	2.8	0.0
\$130,001 \$220,000	79	15.31%	4.6	15.4	4.0	3.7	4.0
\$220,001 \$350,000	70	13.57%	8.0	84.0	5.5	7.0	6.0
\$350,001 and up	50	9.69%	23.1	360.0	20.0	6.6	24.0
Market Supply of Inventory (MSI)	6.8			20.2	3.3	4.6	5.0
Total Active Inventory by Units	516	100%	6.8	283	131	90	12

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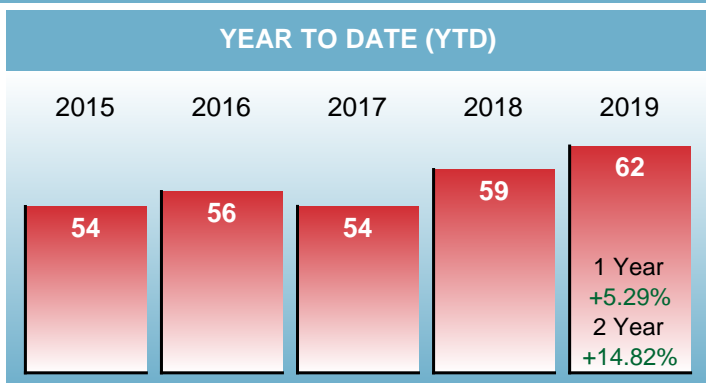
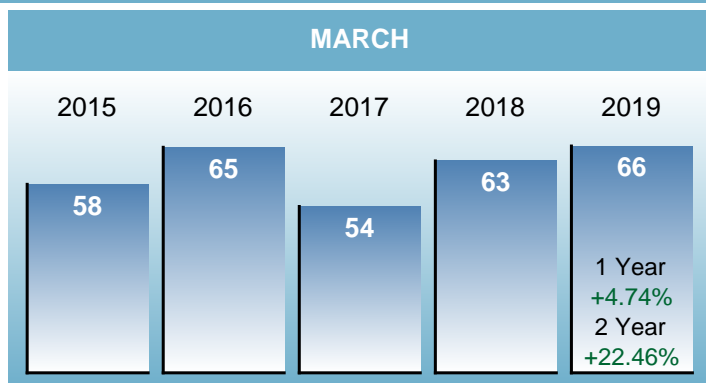
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AVERAGE DAYS ON MARKET TO SALE

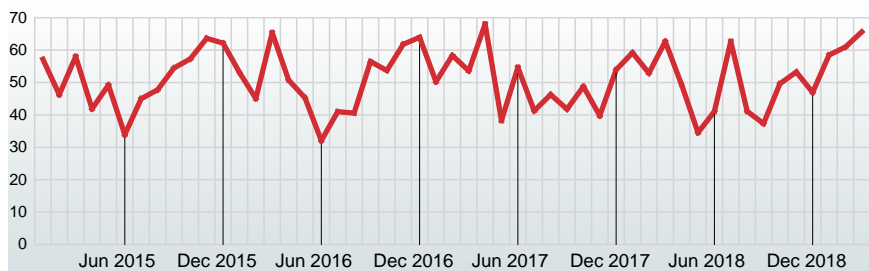
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5 YEAR MARKET ACTIVITY TRENDS

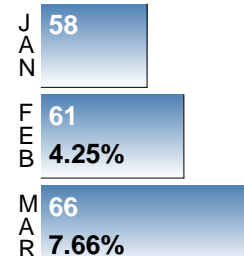
5yr MAR AVG = 61

3 MONTHS



High
Apr 2017 = 68
Low
Jun 2016 = 32

Average Days on Market this month at **66**, above the 5 yr MAR average of **61**



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
\$10,000 and less	8	10.00%	50.1	39.8	52.0	98.0	0.0
\$10,001 \$60,000	11	13.75%	54.5	36.3	76.4	0.0	0.0
\$60,001 \$80,000	9	11.25%	46.9	90.0	33.2	38.0	0.0
\$80,001 \$140,000	22	27.50%	81.4	96.0	77.1	88.2	0.0
\$140,001 \$160,000	12	15.00%	66.5	0.0	76.9	45.8	0.0
\$160,001 \$270,000	10	12.50%	46.0	0.0	86.5	35.9	0.0
\$270,001 and up	8	10.00%	97.6	119.0	146.0	106.0	46.0
Average Closed DOM	65.7			56.8	72.2	62.9	46.0
Total Closed Units	80	100%	65.7	16	38	24	2
Total Closed Volume	10,333,197			976.64K	4.02M	4.53M	800.65K

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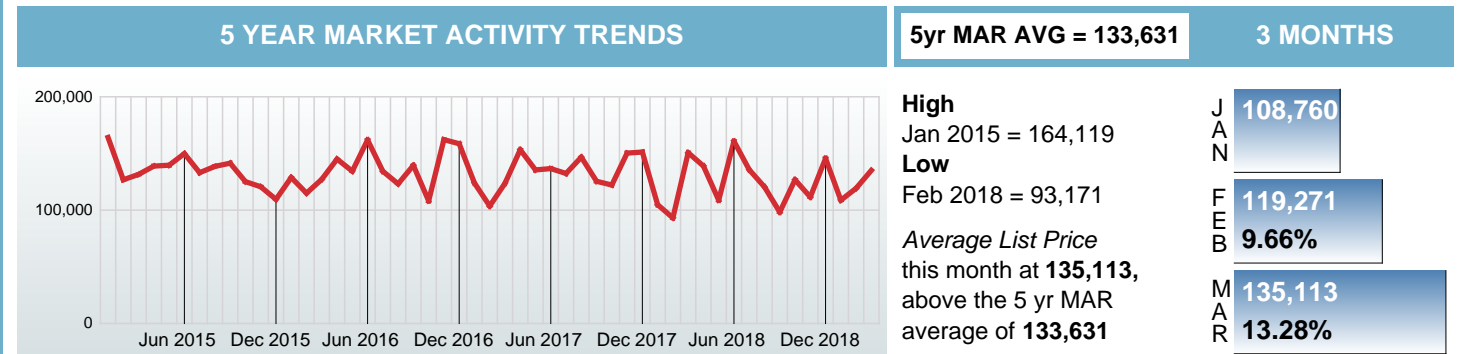
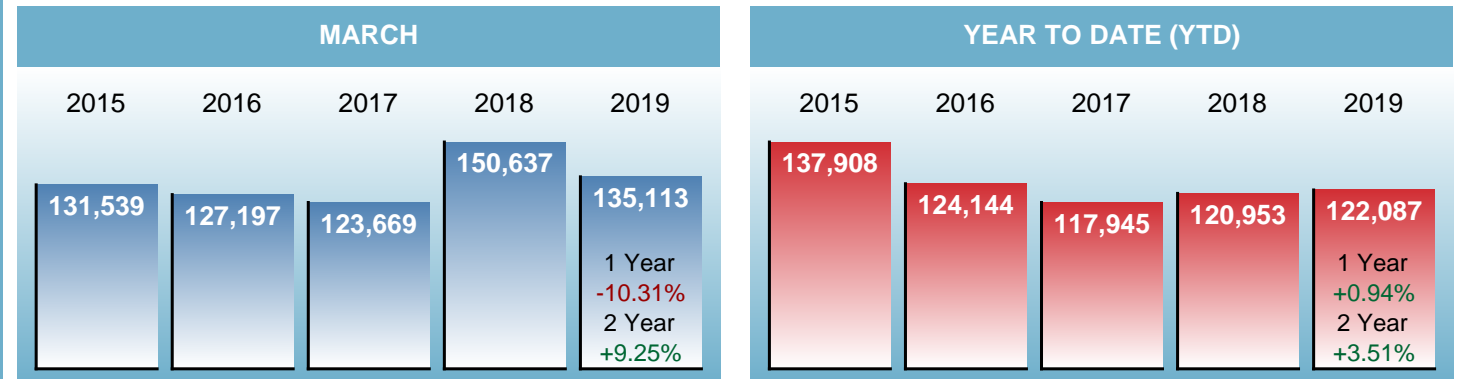
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AVERAGE LIST PRICE AT CLOSING

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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
\$10,000 and less	9	11.25%	1,663	593	650	700	0
\$10,001 \$60,000	6	7.50%	41,533	53,833	49,370	0	0
\$60,001 \$80,000	9	11.25%	71,189	75,700	75,040	79,500	0
\$80,001 \$140,000	25	31.25%	105,773	117,500	110,292	108,860	0
\$140,001 \$160,000	10	12.50%	152,400	0	156,150	158,975	0
\$160,001 \$270,000	13	16.25%	200,696	0	176,000	218,881	0
\$270,001 and up	8	10.00%	390,850	350,000	319,000	405,975	416,950
Average List Price	135,113			66,398	110,472	196,452	416,950
Total Closed Units	80	100%	135,113	16	38	24	2
Total Closed Volume	10,809,037			1.06M	4.20M	4.71M	833.90K

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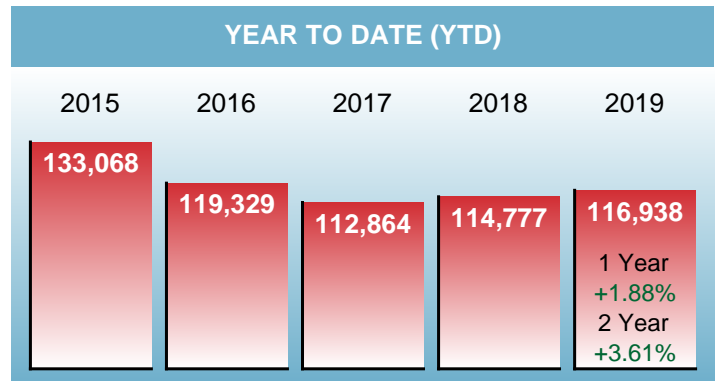
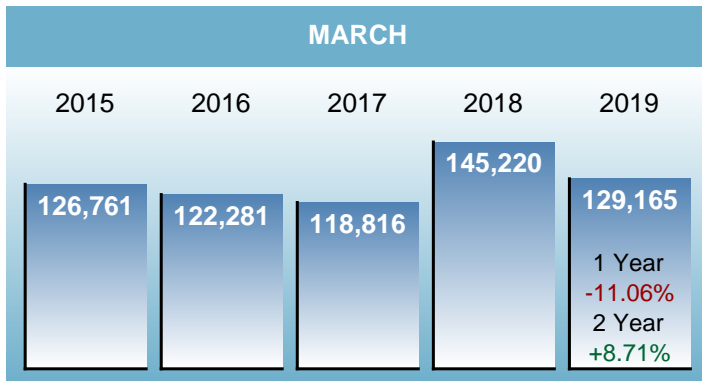
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AVERAGE SOLD PRICE AT CLOSING

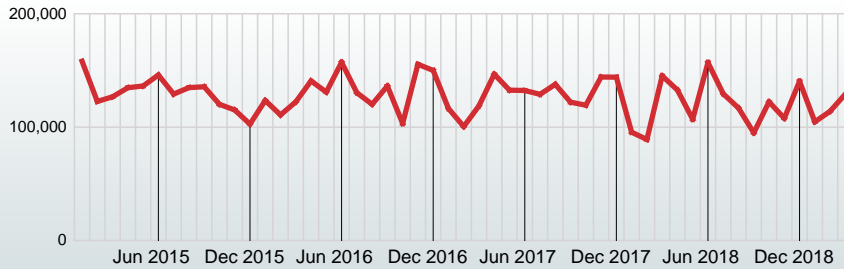
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 128,449

3 MONTHS



High
Jan 2015 = 158,175
Low
Feb 2018 = 89,105
Average Sold Price
this month at **129,165**,
above the 5 yr MAR
average of **128,449**

JAN	104,677
FEB	113,981
MAR	129,165
8.89%	
13.32%	

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
\$10,000 and less	8	10.00%	621	593	650	700	0
\$10,001 \$60,000	11	13.75%	42,408	46,530	37,461	0	0
\$60,001 \$80,000	9	11.25%	71,822	73,500	70,980	72,250	0
\$80,001 \$140,000	22	27.50%	106,350	111,250	106,560	103,760	0
\$140,001 \$160,000	12	15.00%	150,500	0	150,313	150,875	0
\$160,001 \$270,000	10	12.50%	206,000	0	177,250	213,188	0
\$270,001 and up	8	10.00%	376,206	325,000	325,000	389,750	400,325
Average Sold Price	129,165			61,040	105,892	188,833	400,325
Total Closed Units	80	100%	129,165	16	38	24	2
Total Closed Volume	10,333,197			976.64K	4.02M	4.53M	800.65K

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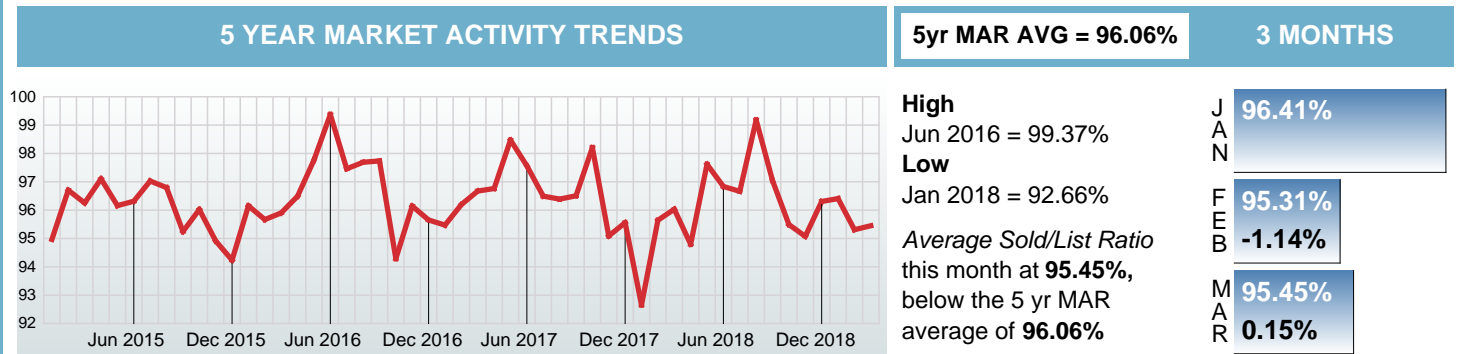
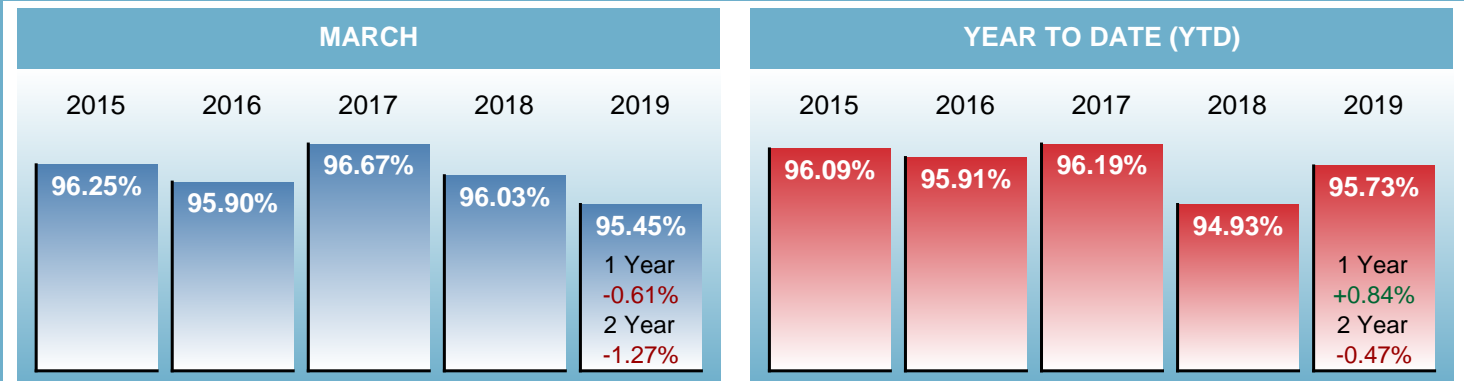
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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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
\$10,000 and less	8	10.00%	100.00%	100.00%	100.00%	100.00%	0.00%
\$10,001 \$60,000	11	13.75%	87.56%	89.15%	85.66%	0.00%	0.00%
\$60,001 \$80,000	9	11.25%	94.75%	96.98%	95.35%	91.00%	0.00%
\$80,001 \$140,000	22	27.50%	96.25%	95.00%	96.58%	95.73%	0.00%
\$140,001 \$160,000	12	15.00%	95.98%	0.00%	96.43%	95.08%	0.00%
\$160,001 \$270,000	10	12.50%	97.90%	0.00%	100.77%	97.18%	0.00%
\$270,001 and up	8	10.00%	96.49%	92.86%	101.88%	96.12%	96.36%
Average Sold/List Ratio		95.40%		94.48%	95.49%	95.95%	96.36%
Total Closed Units	80	100%	95.40%	16	38	24	2
Total Closed Volume	10,333,197			976.64K	4.02M	4.53M	800.65K

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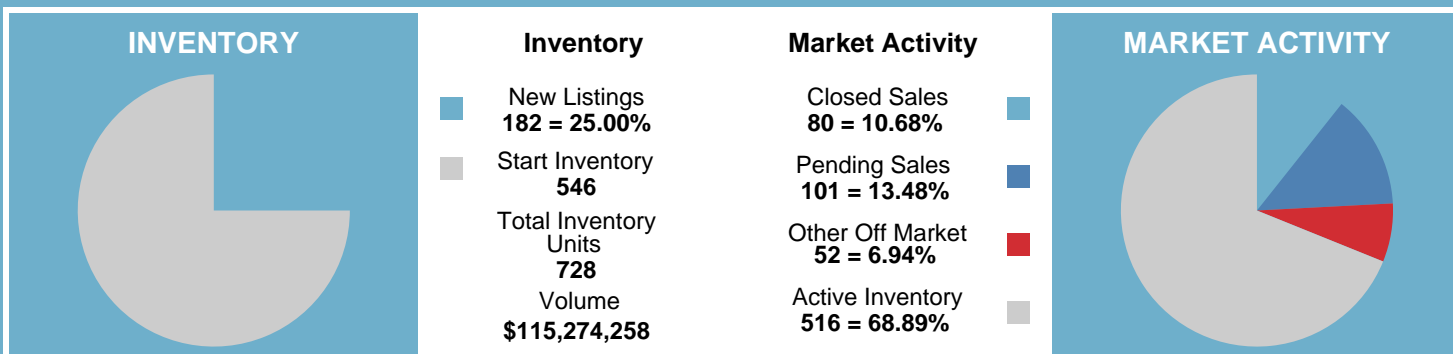
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MARKET SUMMARY

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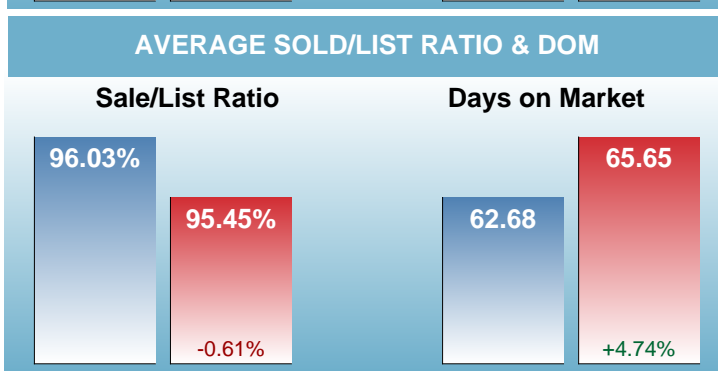
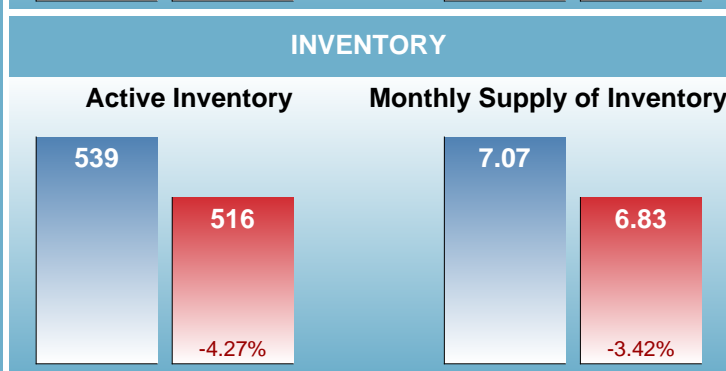
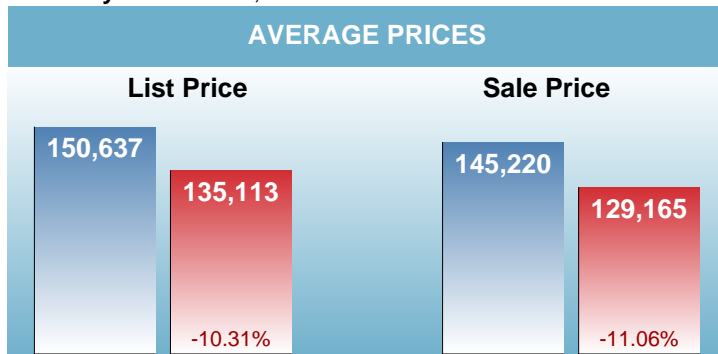
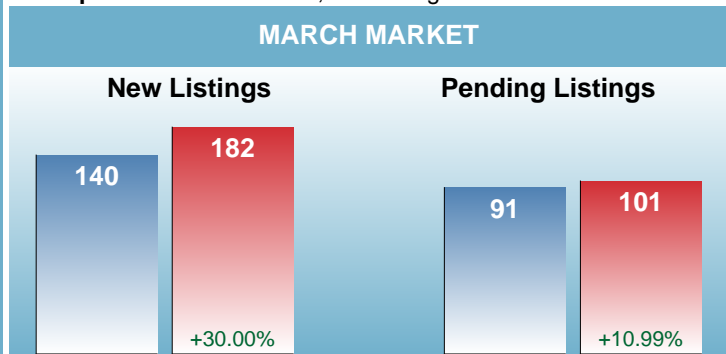


Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	78	80	2.56%	184	200	8.70%
Pending Sales	91	101	10.99%	208	230	10.58%
New Listings	140	182	30.00%	408	467	14.46%
Average List Price	150,637	135,113	-10.31%	120,953	122,087	0.94%
Average Sale Price	145,220	129,165	-11.06%	114,777	116,938	1.88%
Average Percent of Selling Price to List Price	96.03%	95.45%	-0.61%	94.93%	95.73%	0.84%
Average Days on Market to Sale	62.68	65.65	4.74%	58.90	62.02	5.29%
Monthly Inventory	539	516	-4.27%	539	516	-4.27%
Months Supply of Inventory	7.07	6.83	-3.42%	7.07	6.83	-3.42%

Absorption: Last 12 months, an Average of **76** Sales/Month

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

2018 2019



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