

March 2019

Area Delimited by County Of Washington

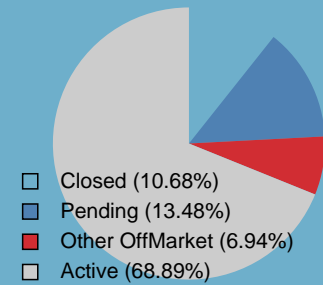


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	119,250	110,000	-7.76%
Median Sale Price	121,143	107,500	-11.26%
Median Percent of List Price to Selling Price	97.89%	98.06%	0.18%
Median Days on Market to Sale	65.50	55.00	-16.03%
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.

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 **11.26%** in March 2019 to \$107,500 versus the previous year at \$121,143.

Median Days on Market Shortens

The median number of **55.00** days that homes spent on the market before selling decreased by 10.50 days or **16.03%** in March 2019 compared to last year's same month at **65.50** DOM.

Sales Success for March 2019 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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

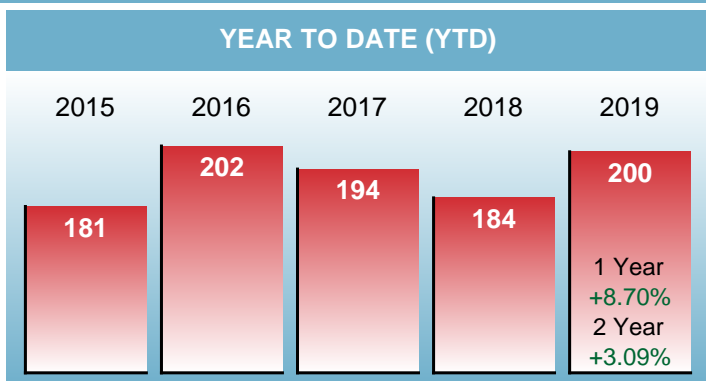
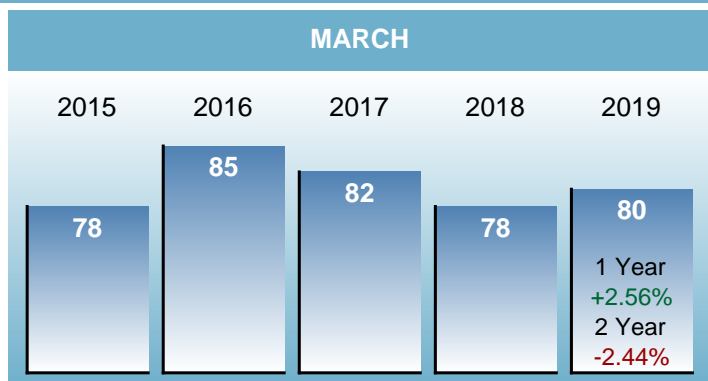
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CLOSED LISTINGS

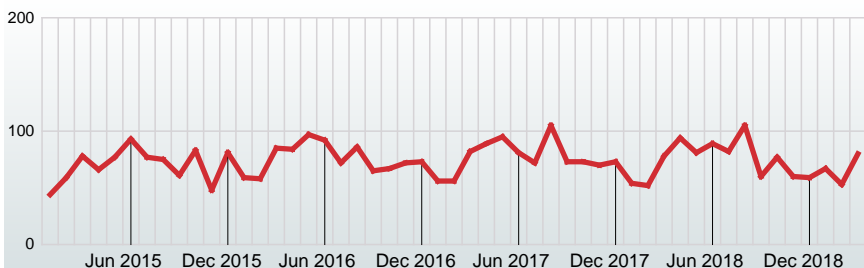
Report produced on Apr 11, 2019 for MLS Technology Inc.



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**

JAN	67
FEB	53
MAR	80
-20.90%	
50.94%	

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	8	10.00%	34.5	5	2	1	0
\$10,001 \$60,000	11	13.75%	49.0	6	5	0	0
\$60,001 \$80,000	9	11.25%	50.0	2	5	2	0
\$80,001 \$140,000	22	27.50%	87.5	2	15	5	0
\$140,001 \$160,000	12	15.00%	66.5	0	8	4	0
\$160,001 \$270,000	10	12.50%	39.5	0	2	8	0
\$270,001 and up	8	10.00%	112.5	1	1	4	2
Total Closed Units	80			16	38	24	2
Total Closed Volume	10,333,197	100%	55.0	976.64K	4.02M	4.53M	800.65K
Median Closed Price	\$107,500			\$48,000	\$102,500	\$161,750	\$400,325

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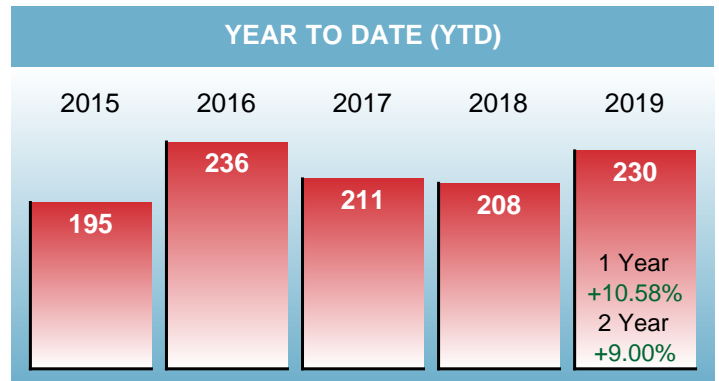
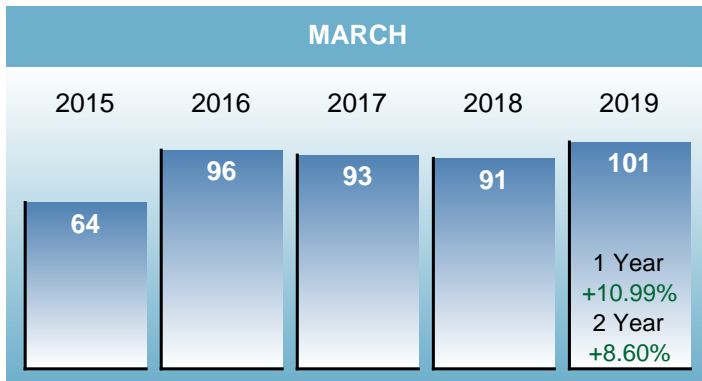
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PENDING LISTINGS

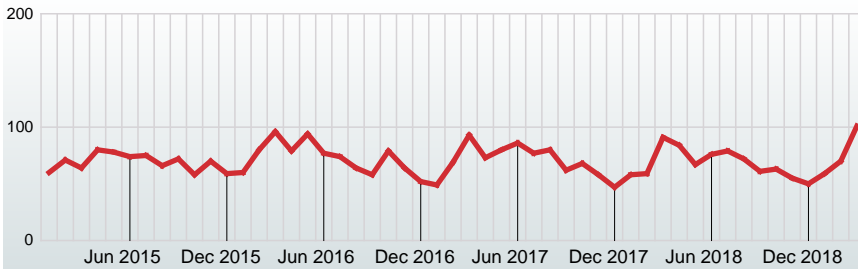
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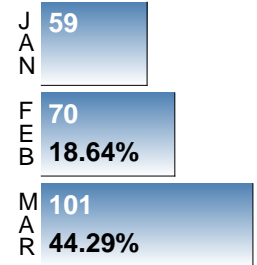
5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9	8.91%	49.0	5	4	0	0
\$40,001 - \$60,000	11	10.89%	70.0	2	9	0	0
\$60,001 - \$80,000	12	11.88%	17.5	3	9	0	0
\$80,001 - \$120,000	26	25.74%	10.5	4	17	5	0
\$120,001 - \$230,000	20	19.80%	44.0	1	11	7	1
\$230,001 - \$270,000	13	12.87%	16.0	0	4	8	1
\$270,001 and up	10	9.90%	60.0	0	1	8	1
Total Pending Units	101			15	55	28	3
Total Pending Volume	14,576,990	100%	28.0	1.01M	5.93M	6.84M	789.80K
Median Listing Price	\$112,000			\$64,990	\$89,900	\$247,200	\$265,000

Ready to Buy or Sell Real Estate?

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

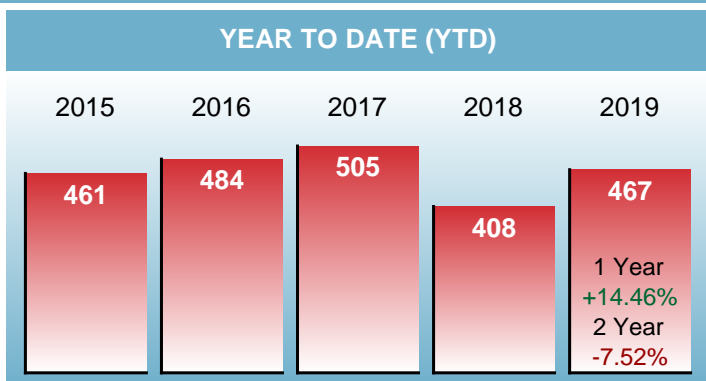
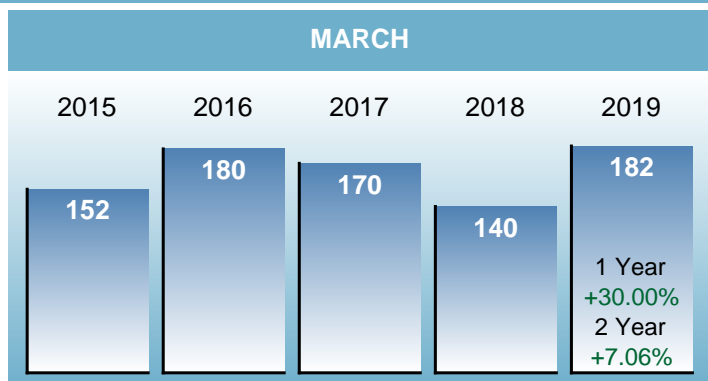
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NEW LISTINGS

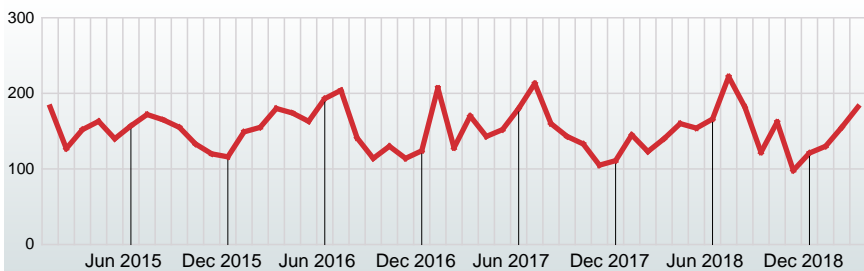
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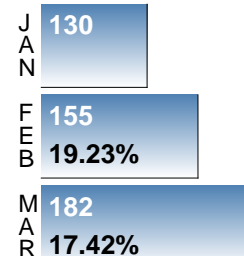
5 YEAR MARKET ACTIVITY TRENDS

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
Median New Listed Listing Price	\$113,250		\$55,000	\$109,000	\$229,000	\$235,900

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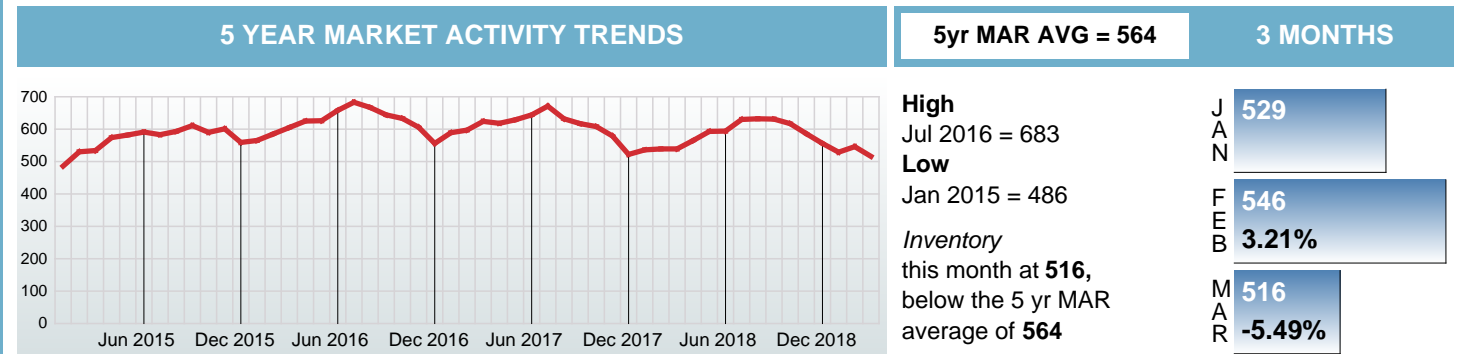
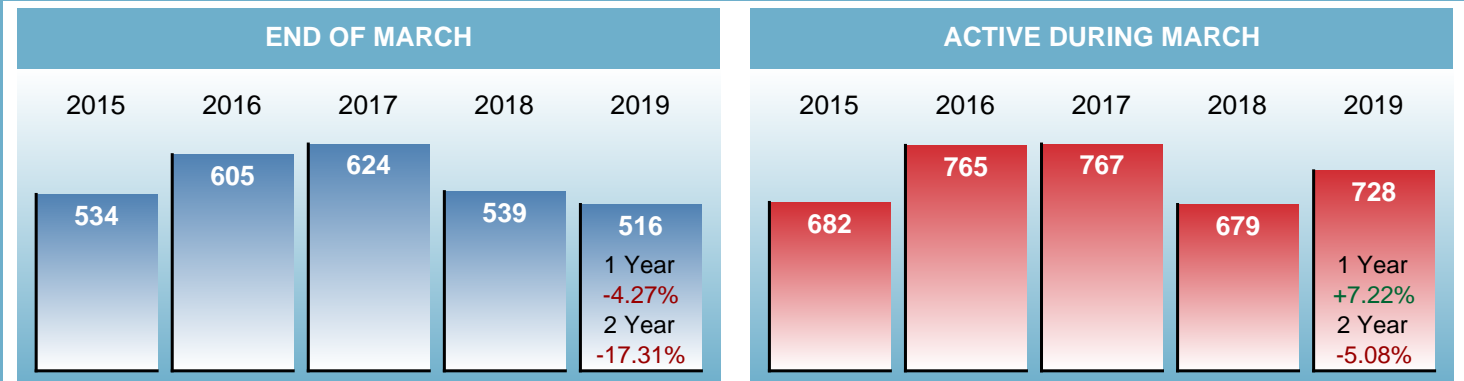
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ACTIVE INVENTORY

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



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	57	11.05%	83.0	51	6	0	0
\$20,001 - \$40,000	54	10.47%	137.0	45	8	1	0
\$40,001 - \$60,000	72	13.95%	143.5	54	17	1	0
\$60,001 - \$130,000	134	25.97%	49.0	71	54	9	0
\$130,001 - \$220,000	79	15.31%	53.0	18	30	29	2
\$220,001 - \$350,000	70	13.57%	49.0	14	11	39	6
\$350,001 and up	50	9.69%	67.0	30	5	11	4
Total Active Inventory by Units	516			283	131	90	12
Total Active Inventory by Volume	81,636,376	100%	59.0	37.93M	17.23M	22.13M	4.35M
Median Active Inventory Listing Price	\$91,000			\$60,000	\$109,000	\$235,000	\$342,450

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March 2019

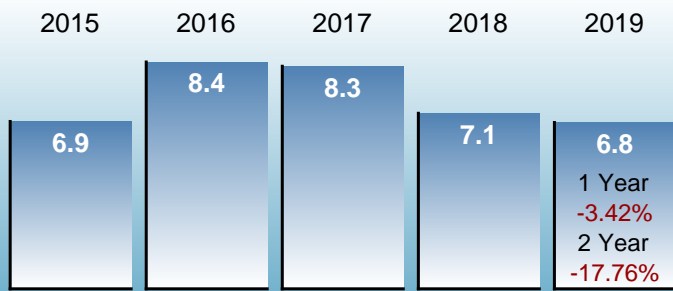
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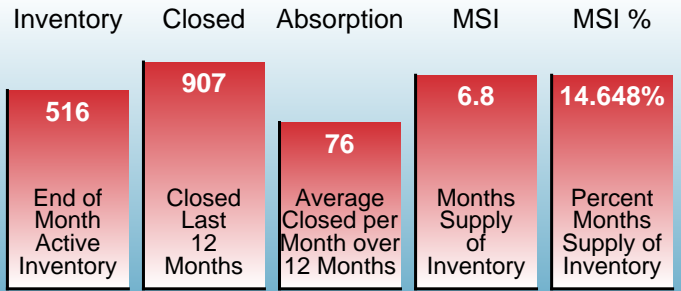
MONTHS SUPPLY of INVENTORY (MSI)

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

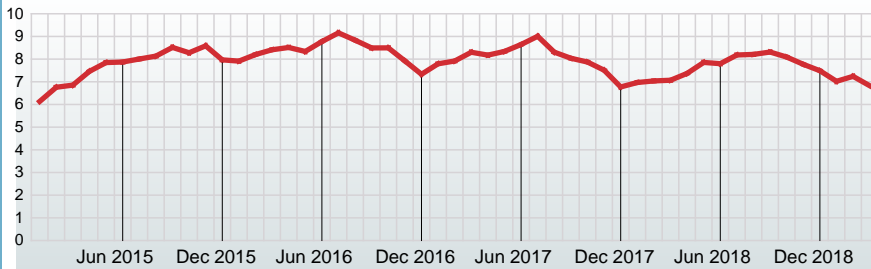
MSI FOR MARCH



INDICATORS FOR MARCH 2019



5 YEAR MARKET ACTIVITY TRENDS

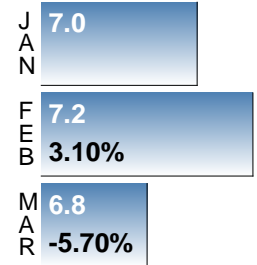


5yr MAR AVG = 7.5

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**



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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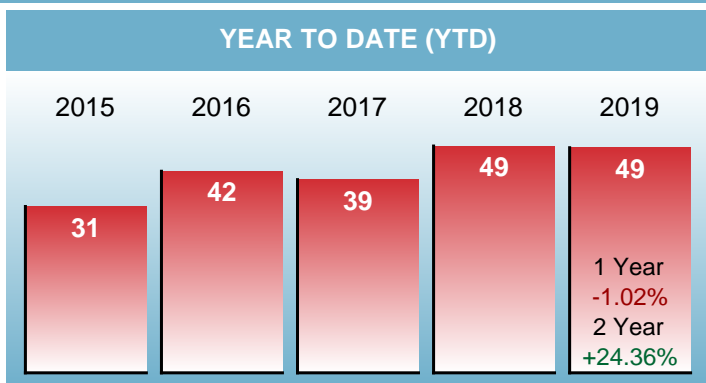
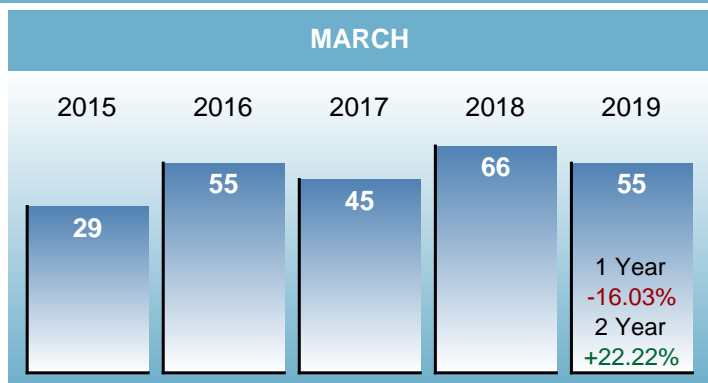
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MEDIAN DAYS ON MARKET TO SALE

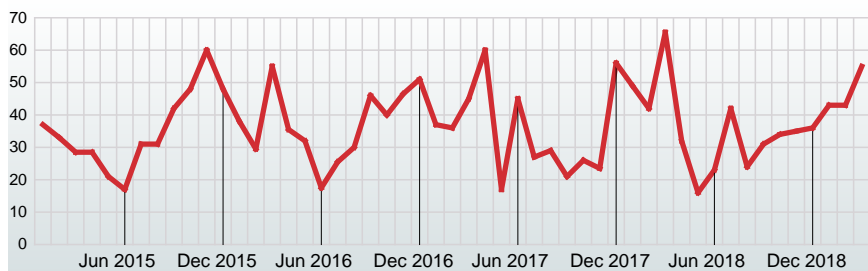
Report produced on Apr 11, 2019 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 50

3 MONTHS



High
Mar 2018 = 66
Low
May 2018 = 16
Median Days on Market
this month at **55**,
above the 5 yr MAR
average of **50**

JAN	43
FEB	43
MAR	55
APR	27.91%

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
\$10,000 and less	8	10.00%	34.5	18.0	52.0	98.0	0.0
\$10,001 - \$60,000	11	13.75%	49.0	13.5	58.0	0.0	0.0
\$60,001 - \$80,000	9	11.25%	50.0	90.0	19.0	38.0	0.0
\$80,001 - \$140,000	22	27.50%	87.5	96.0	83.0	96.0	0.0
\$140,001 - \$160,000	12	15.00%	66.5	0.0	80.5	33.5	0.0
\$160,001 - \$270,000	10	12.50%	39.5	0.0	86.5	39.5	0.0
\$270,001 and up	8	10.00%	112.5	119.0	146.0	120.0	46.0
Median Closed DOM	55.0			53.0	66.5	49.0	46.0
Total Closed Units	80			16	38	24	2
Total Closed Volume	10,333,197			976.64K	4.02M	4.53M	800.65K

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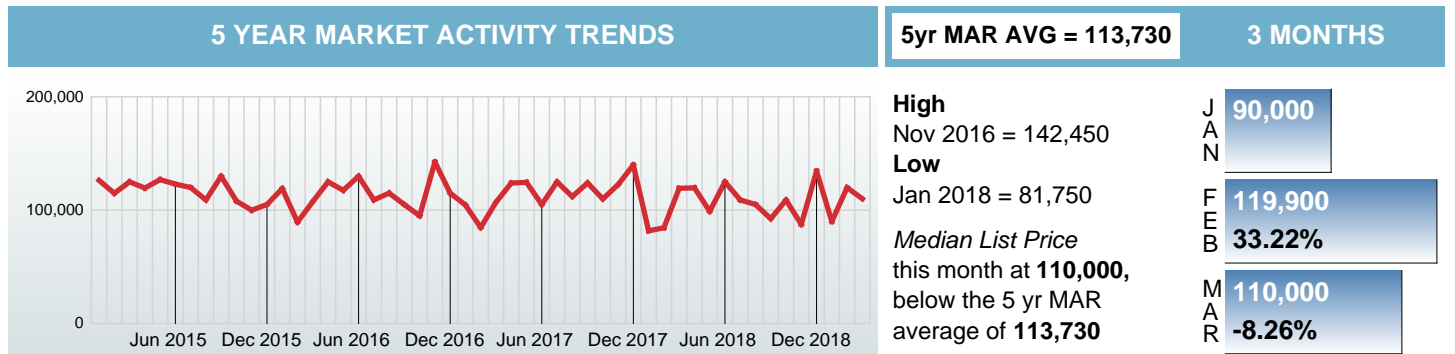
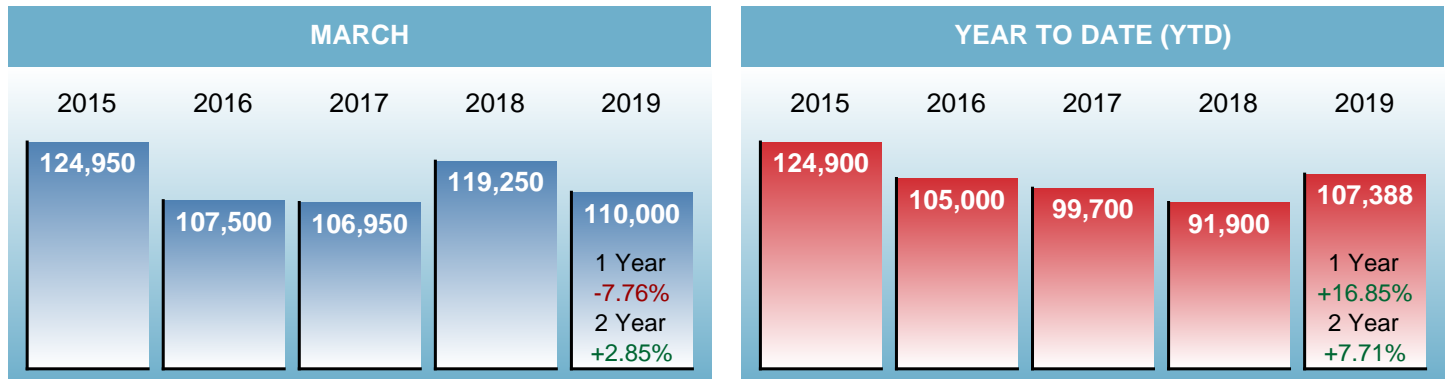
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MEDIAN LIST PRICE AT CLOSING

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



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
\$10,000 and less	9	11.25%	600	595	700	700	0
\$10,001 - \$60,000	6	7.50%	45,000	45,000	37,100	0	0
\$60,001 - \$80,000	9	11.25%	72,900	75,700	63,900	76,500	0
\$80,001 - \$140,000	25	31.25%	105,000	117,500	105,000	94,950	0
\$140,001 - \$160,000	10	12.50%	152,450	0	150,000	157,000	0
\$160,001 - \$270,000	13	16.25%	192,800	0	167,000	217,750	0
\$270,001 and up	8	10.00%	342,450	350,000	319,000	347,500	416,950
Median List Price			110,000	51,500	107,388	173,250	416,950
Total Closed Units		100%	110,000	16	38	24	2
Total Closed Volume			10,809,037	1.06M	4.20M	4.71M	833.90K

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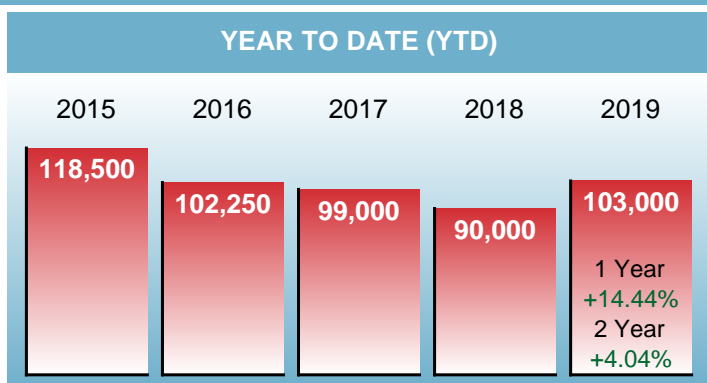
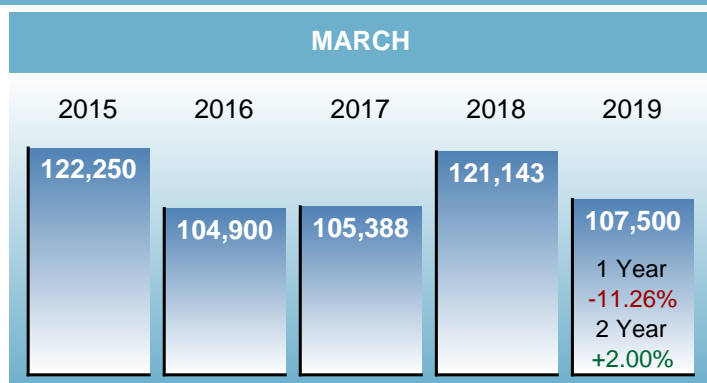
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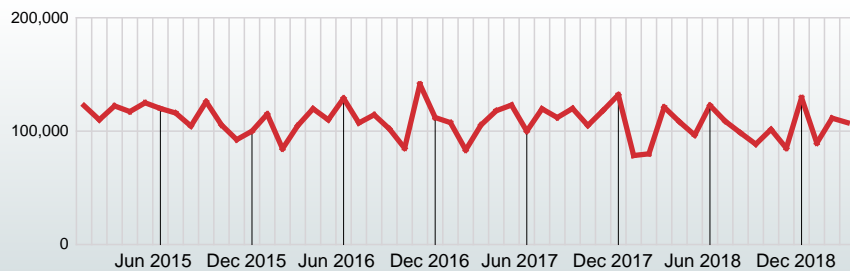
MEDIAN SOLD PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 112,236 **3 MONTHS**



High
Nov 2016 = 141,450
Low
Jan 2018 = 78,500
Median Sold Price
this month at **107,500**,
below the 5 yr MAR
average of **112,236**

JAN	89,500
FEB	111,450
MAR	107,500
24.53%	
-3.54%	

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
\$10,000 and less	8	10.00%	600	595	650	700	0
\$10,001 \$60,000	11	13.75%	50,000	48,000	50,000	0	0
\$60,001 \$80,000	9	11.25%	72,500	73,500	73,000	72,250	0
\$80,001 \$140,000	22	27.50%	105,000	111,250	105,000	98,000	0
\$140,001 \$160,000	12	15.00%	150,000	0	150,000	152,500	0
\$160,001 \$270,000	10	12.50%	206,750	0	177,250	216,000	0
\$270,001 and up	8	10.00%	326,825	325,000	325,000	328,000	400,325
Median Sold Price			107,500	48,000	102,500	161,750	400,325
Total Closed Units	80	100%	107,500	16	38	24	2
Total Closed Volume	10,333,197			976.64K	4.02M	4.53M	800.65K

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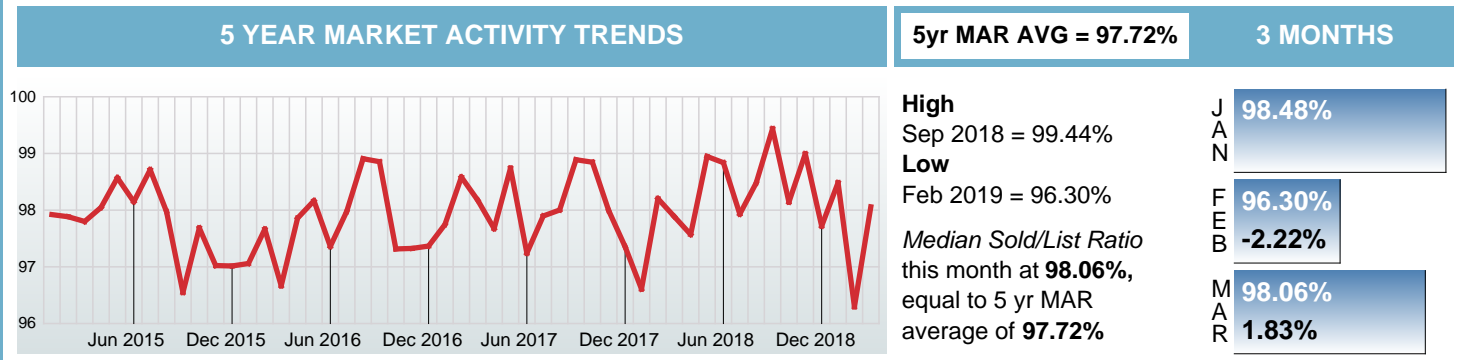
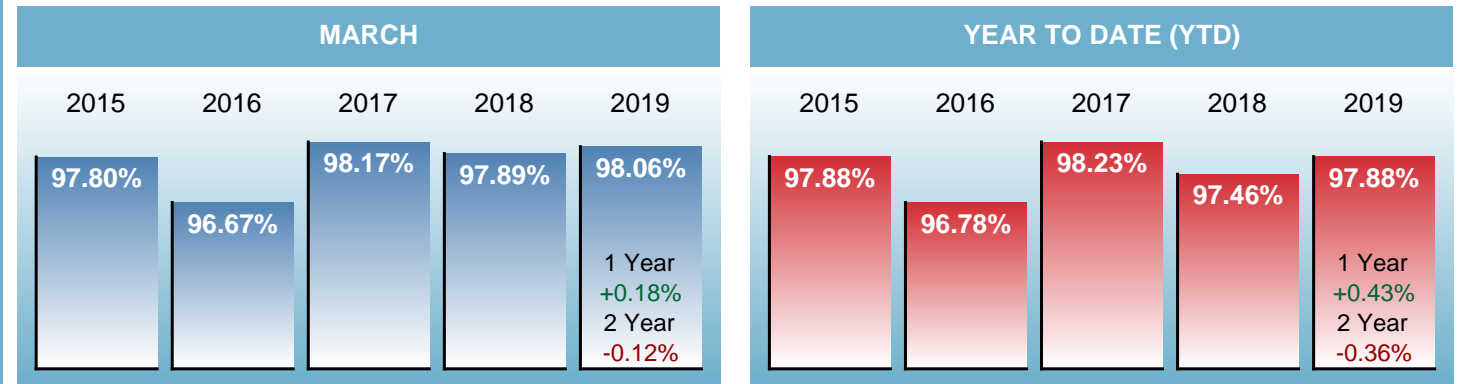
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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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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
\$10,000 and less	8	10.00%	100.00%	100.00%	100.00%	100.00%	0.00%
\$10,001 \$60,000	11	13.75%	92.50%	93.13%	92.21%	0.00%	0.00%
\$60,001 \$80,000	9	11.25%	94.12%	96.98%	100.00%	91.00%	0.00%
\$80,001 \$140,000	22	27.50%	98.06%	95.00%	98.02%	98.10%	0.00%
\$140,001 \$160,000	12	15.00%	97.78%	0.00%	97.92%	96.39%	0.00%
\$160,001 \$270,000	10	12.50%	98.91%	0.00%	100.77%	96.94%	0.00%
\$270,001 and up	8	10.00%	97.41%	92.86%	101.88%	97.41%	96.36%
Median Sold/List Ratio		98.06%		100.00%	99.10%	97.37%	96.36%
Total Closed Units	80	100%	98.06%	16	38	24	2
Total Closed Volume	10,333,197			976.64K	4.02M	4.53M	800.65K

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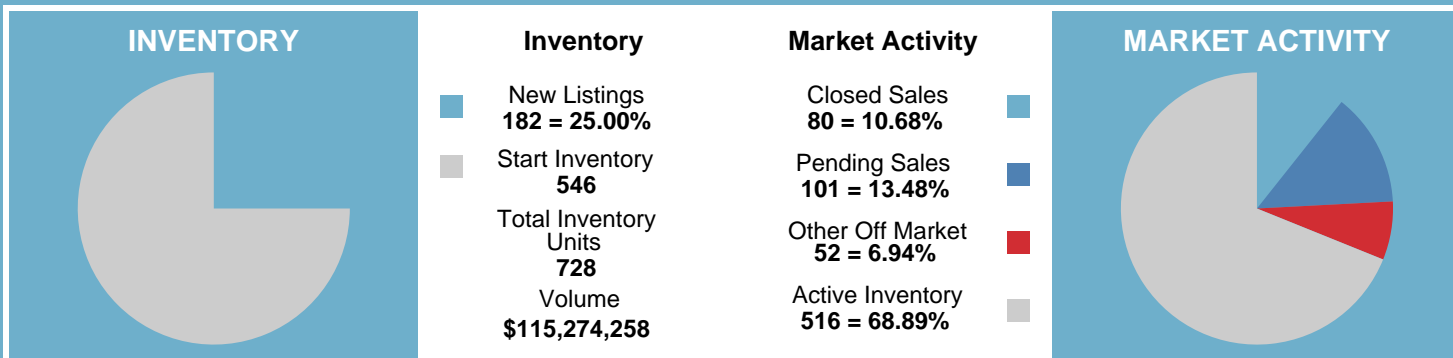
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MARKET SUMMARY

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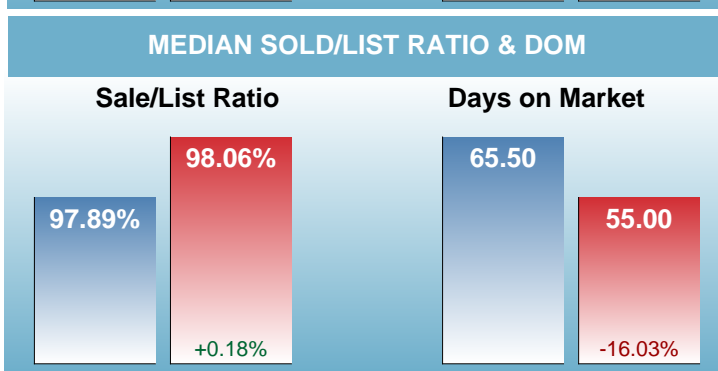
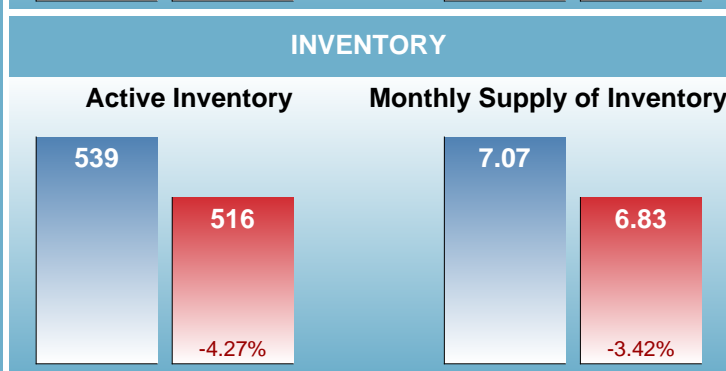
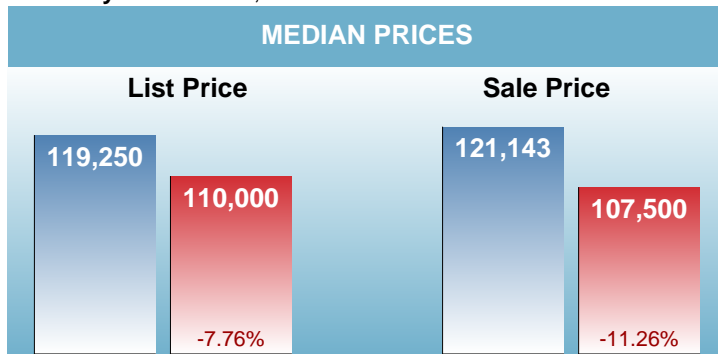
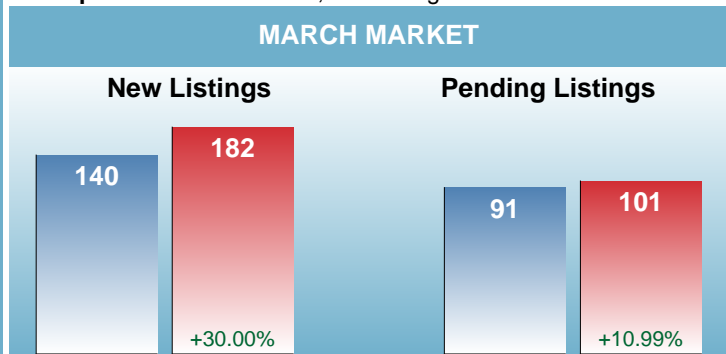


Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	78	80	2.56%	184	200	8.70%
Pending Sales	91	101	10.99%	208	230	10.58%
New Listings	140	182	30.00%	408	467	14.46%
Median List Price	119,250	110,000	-7.76%	91,900	107,388	16.85%
Median Sale Price	121,143	107,500	-11.26%	90,000	103,000	14.44%
Median Percent of Selling Price to List Price	97.89%	98.06%	0.18%	97.46%	97.88%	0.43%
Median Days on Market to Sale	65.50	55.00	-16.03%	49.00	48.50	-1.02%
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**



Ready to Buy or Sell Real Estate?

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