

May 2019

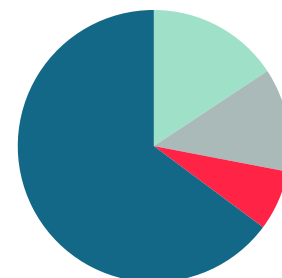
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	81	125	54.32%
Pending Listings	67	98	46.27%
New Listings	154	151	-1.95%
Median List Price	99,000	122,000	23.23%
Median Sale Price	96,500	119,000	23.32%
Median Percent of Selling Price to List Price	98.95%	97.91%	-1.05%
Median Days on Market to Sale	16.00	21.00	31.25%
End of Month Inventory	594	516	-13.13%
Months Supply of Inventory	7.87	6.57	-16.54%



■ Closed (15.70%)
■ Pending (12.31%)
■ Other OffMarket (7.16%)
■ Active (64.82%)

Absorption: Last 12 months, an Average of **79** Sales/Month
Active Inventory as of May 31, 2019 = **516**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **13.13%** to 516 existing homes available for sale. Over the last 12 months this area has had an average of 79 closed sales per month. This represents an unsold inventory index of **6.57** 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 **23.32%** in May 2019 to \$119,000 versus the previous year at \$96,500.

Median Days on Market Lengthens

The median number of **21.00** days that homes spent on the market before selling increased by 5.00 days or **31.25%** in May 2019 compared to last year's same month at **16.00** DOM.

Sales Success for May 2019 is Positive

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

There were 151 New Listings in May 2019, down **1.95%** from last year at 154. Furthermore, there were 125 Closed Listings this month versus last year at 81, a **54.32%** increase.

Closed versus Listed trends yielded a **82.8%** ratio, up from previous year's, May 2018, at **52.6%**, a **57.39%** upswing. 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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Area Delimited by County Of Washington

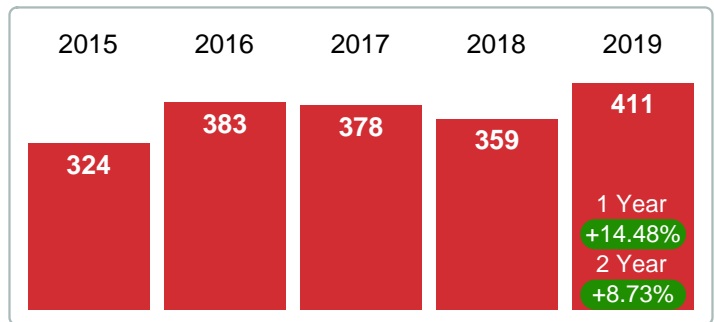
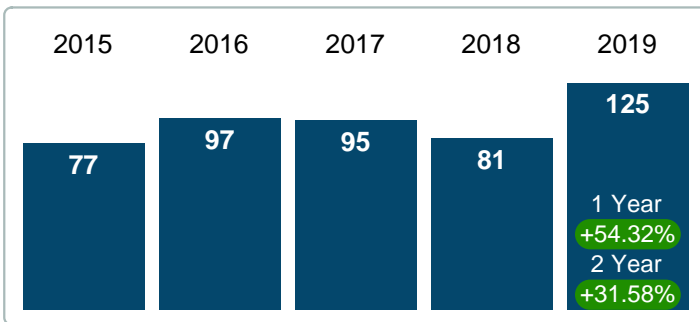


CLOSED LISTINGS

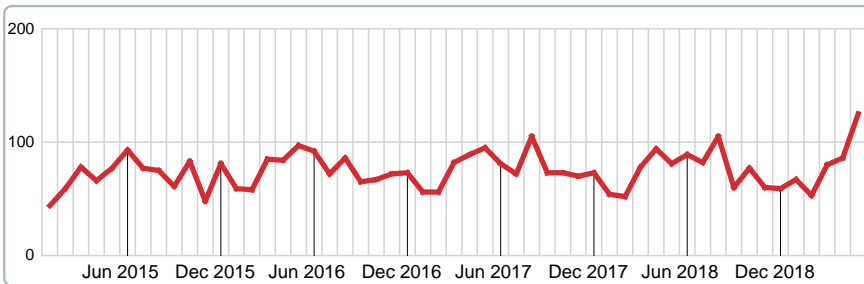
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MAY

YEAR TO DATE (YTD)

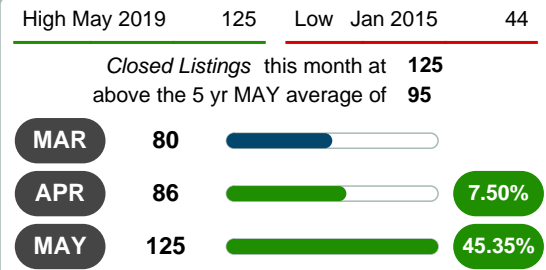


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 95



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-\$50,000	27	21.60%	20.0	13	12	2	0
\$50,001-\$90,000	20	16.00%	26.0	2	17	1	0
\$90,001-\$130,000	25	20.00%	12.0	2	17	6	0
\$130,001-\$220,000	25	20.00%	28.0	0	13	10	2
\$220,001-\$260,000	13	10.40%	29.0	0	5	7	1
\$260,001 and up	15	12.00%	37.0	0	0	13	2
Total Closed Units	125			17	64	39	5
Total Closed Volume	16,657,107	100%	21.0	518.83K	6.44M	8.51M	1.18M
Median Closed Price	\$119,000			\$20,000	\$102,900	\$222,000	\$235,000

May 2019



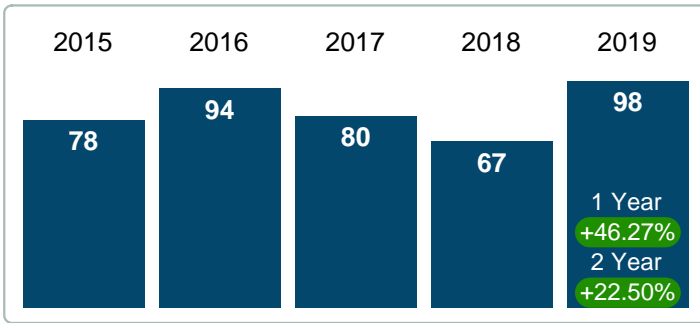
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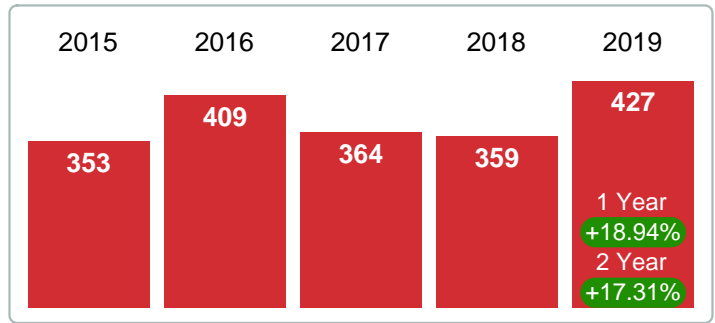
PENDING LISTINGS

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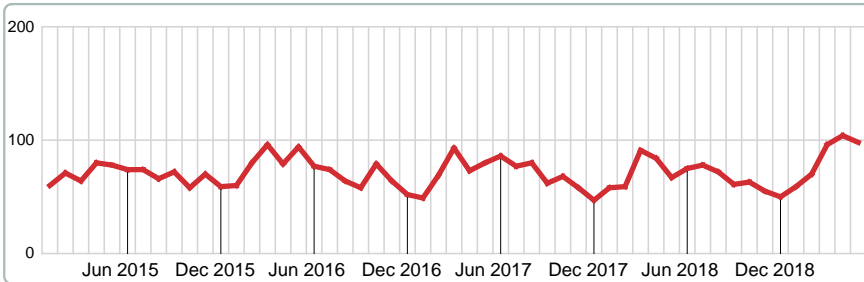
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 83

High Apr 2019 104 Low Dec 2017 47

Pending Listings this month at **98**
above the 5 yr MAY average of **83**



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	9	9.18%	39.0	7	2	0	0
\$50,001 - \$90,000	13	13.27%	46.0	2	11	0	0
\$90,001 - \$110,000	8	8.16%	31.0	1	6	1	0
\$110,001 - \$190,000	29	29.59%	18.0	0	20	8	1
\$190,001 - \$250,000	16	16.33%	43.5	0	4	12	0
\$250,001 - \$380,000	13	13.27%	77.0	0	3	9	1
\$380,001 and up	10	10.20%	53.0	3	0	6	1
Total Pending Units	98			13	46	36	3
Total Pending Volume	18,986,049	100%	34.5	2.84M	5.74M	9.52M	882.00K
Median Listing Price	\$147,750			\$49,900	\$116,950	\$230,000	\$299,000

May 2019



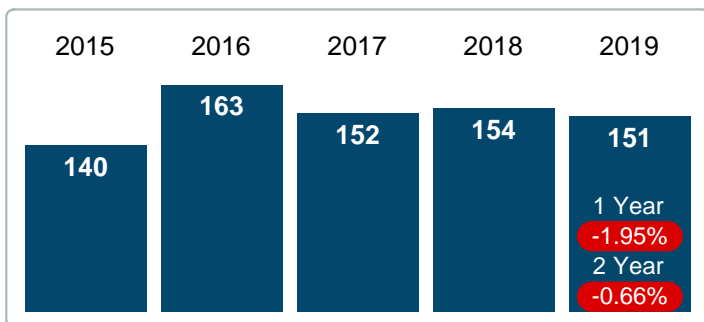
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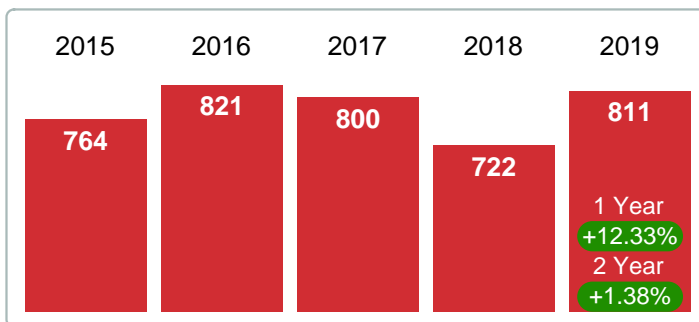
NEW LISTINGS

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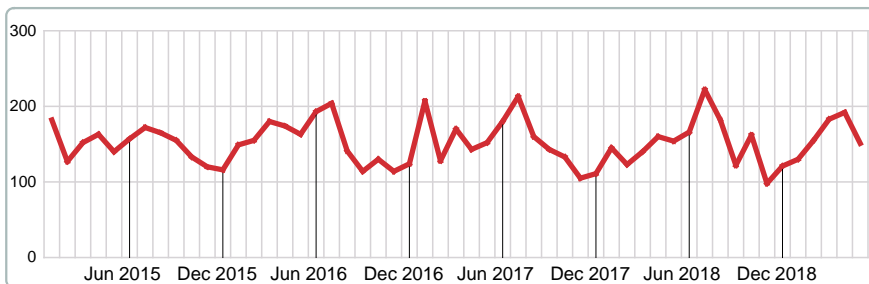
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 152

High Jul 2018 222 Low Nov 2018 98

New Listings this month at 151
below the 5 yr MAY average of 152



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	16	10.60%	8	6	2	0
\$20,001 - \$50,000	16	10.60%	9	7	0	0
\$50,001 - \$90,000	24	15.89%	12	11	1	0
\$90,001 - \$150,000	40	26.49%	5	26	7	2
\$150,001 - \$240,000	20	13.25%	2	10	7	1
\$240,001 - \$350,000	20	13.25%	4	5	10	1
\$350,001 and up	15	9.93%	6	4	3	2
Total New Listed Units	151		46	69	30	6
Total New Listed Volume	27,339,625	100%	8.70M	9.28M	6.47M	2.89M
Median New Listed Listing Price	\$124,900		\$62,500	\$124,750	\$217,200	\$227,450

May 2019



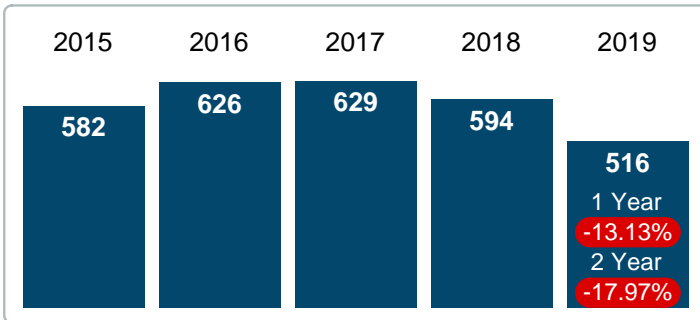
Area Delimited by County Of Washington



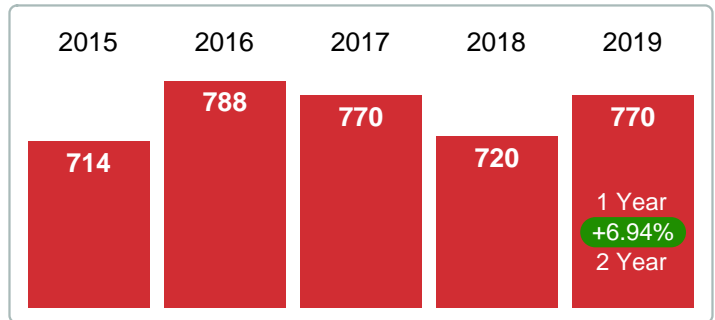
ACTIVE INVENTORY

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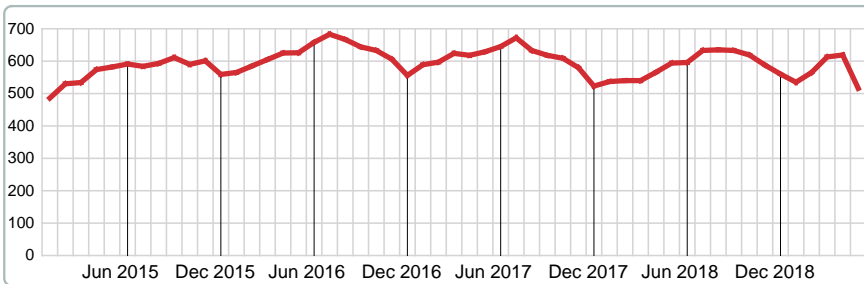
END OF MAY



ACTIVE DURING MAY

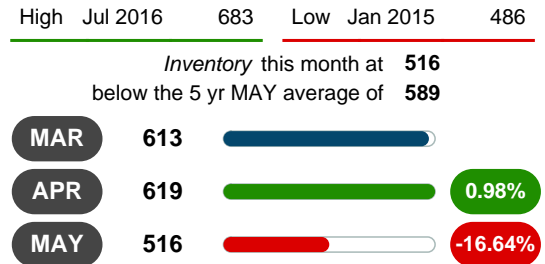


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 589



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	55	10.66%	123.0	50	4	1	0
\$20,001 - \$40,000	52	10.08%	75.5	42	10	0	0
\$40,001 - \$70,000	84	16.28%	84.0	62	20	2	0
\$70,001 - \$130,000	120	23.26%	56.0	57	52	10	1
\$130,001 - \$220,000	80	15.50%	51.5	21	35	20	4
\$220,001 - \$360,000	73	14.15%	48.0	19	16	31	7
\$360,001 and up	52	10.08%	61.5	26	8	10	8
Total Active Inventory by Units		516		277	145	74	20
Total Active Inventory by Volume		87,636,057	100%	39.13M	21.56M	18.01M	8.93M
Median Active Inventory Listing Price		\$105,000		\$62,000	\$119,985	\$231,500	\$281,000

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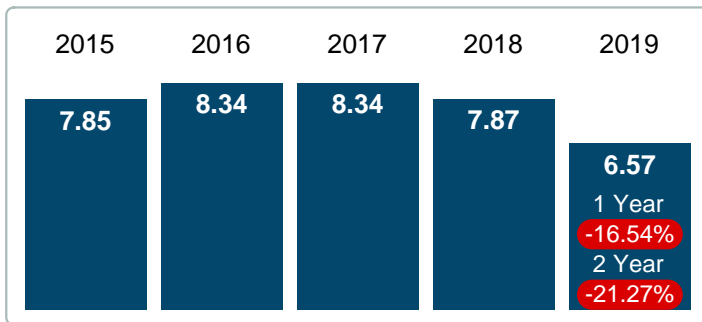
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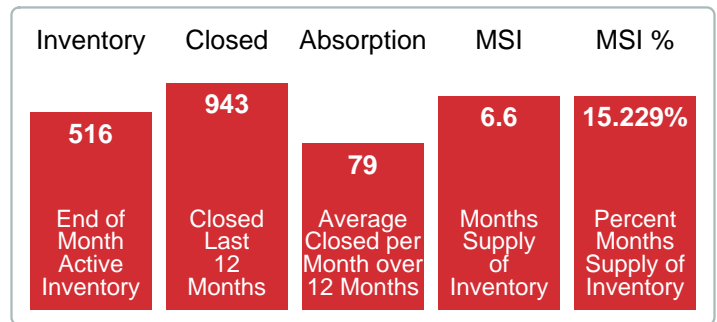
MONTHS SUPPLY of INVENTORY (MSI)

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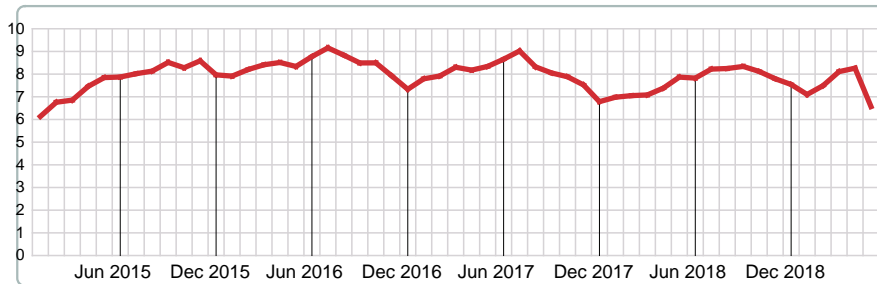
MSI FOR MAY



INDICATORS FOR MAY 2019

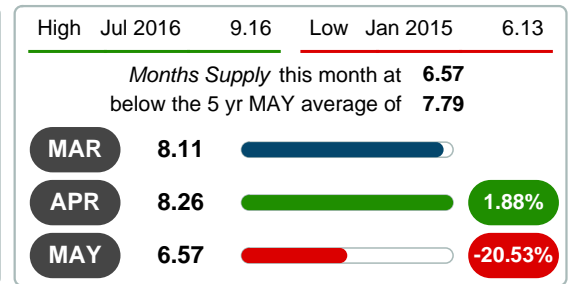


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 7.79



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	55	10.66%	4.55	10.00	0.64	1.50	0.00
\$20,001 - \$40,000	52	10.08%	11.14	24.00	3.75	0.00	0.00
\$40,001 - \$70,000	84	16.28%	9.51	21.88	3.48	8.00	0.00
\$70,001 - \$130,000	120	23.26%	5.16	16.68	3.22	2.93	4.00
\$130,001 - \$220,000	80	15.50%	4.71	18.00	4.72	2.50	9.60
\$220,001 - \$360,000	73	14.15%	6.90	57.00	6.86	4.54	6.46
\$360,001 and up	52	10.08%	24.00	312.00	32.00	6.00	48.00
Market Supply of Inventory (MSI)	6.57			18.99	3.55	3.52	9.23
Total Active Inventory by Units	516	100%	6.57	277	145	74	20

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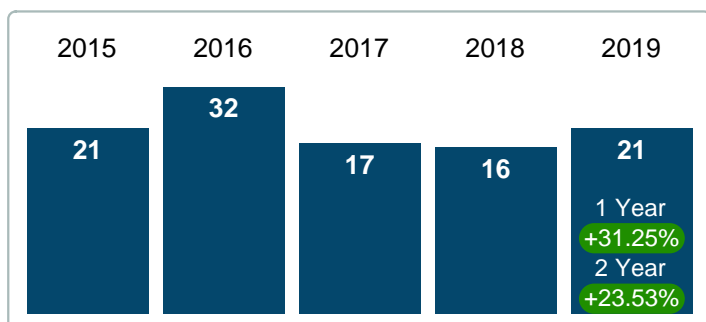
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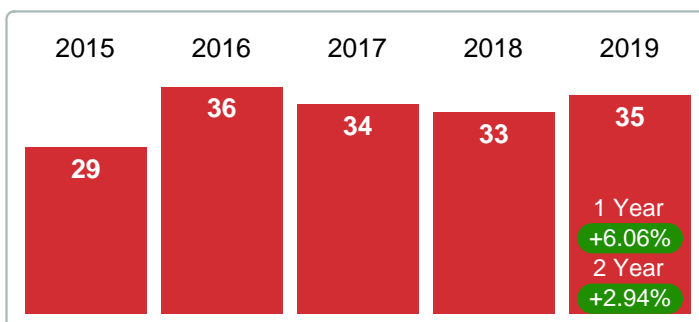
MEDIAN DAYS ON MARKET TO SALE

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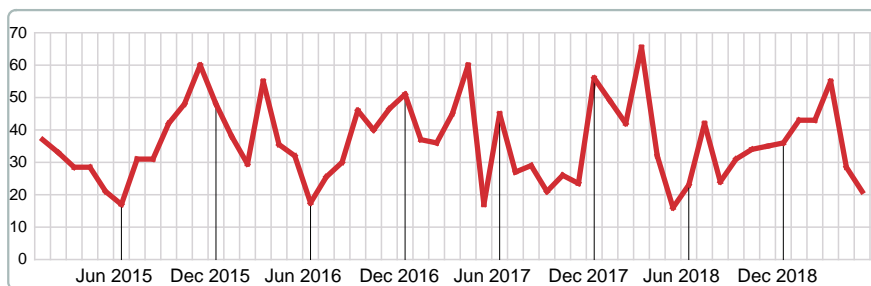
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

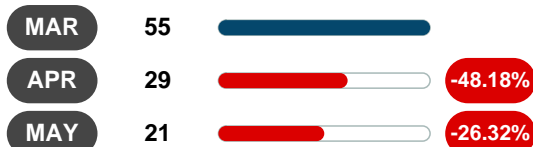


3 MONTHS

5 year MAY AVG = 21

High Mar 2018 66 Low May 2018 16

Median Days on Market to Sale this month at 21 equal to 5 yr MAY average of 21



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%	62	0	0	0	0
\$1 \$50,000	27	21.60%	20	43	18	14	0
\$50,001 \$90,000	20	16.00%	26	55	22	10	0
\$90,001 \$130,000	25	20.00%	12	4	14	11	0
\$130,001 \$220,000	25	20.00%	28	0	28	28	94
\$220,001 \$260,000	13	10.40%	29	0	9	29	174
\$260,001 and up	15	12.00%	37	0	0	19	98
Median Closed DOM			21	43	17	22	158
Total Closed Units		100%	21.0	17	64	39	5
Total Closed Volume			16,657,107	518.83K	6.44M	8.51M	1.18M

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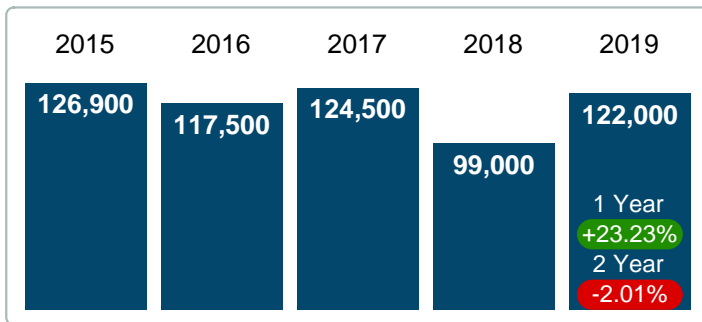
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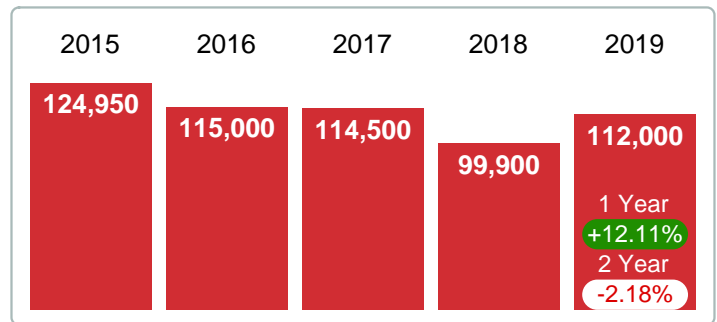
MEDIAN LIST PRICE AT CLOSING

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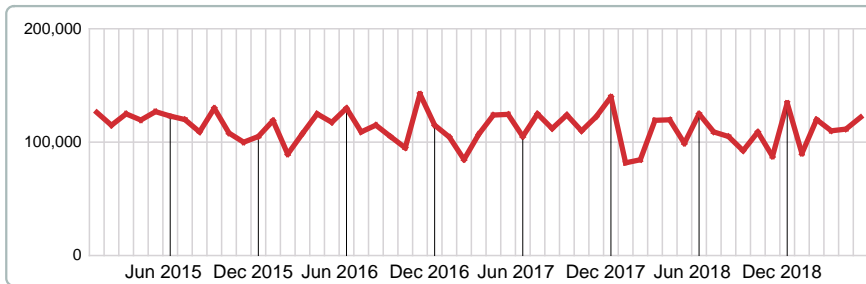
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

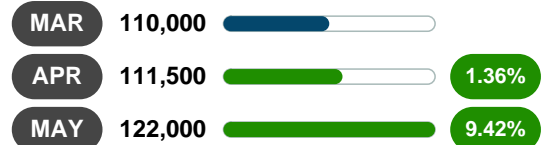


3 MONTHS

5 year MAY AVG = 117,980

High Nov 2016 142,450 Low Jan 2018 81,750

Median List Price at Closing this month at **122,000**
 above the 5 yr MAY average of **117,980**



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%	37	0	0	0	0
\$1 to \$50,000	28	22.40%	11,125	650	16,250	35,000	0
\$50,001 to \$90,000	18	14.40%	69,950	76,500	69,950	0	0
\$90,001 to \$130,000	25	20.00%	116,000	115,000	115,000	119,000	0
\$130,001 to \$220,000	25	20.00%	160,000	0	144,000	189,700	162,450
\$220,001 to \$260,000	10	8.00%	242,400	0	242,400	244,900	0
\$260,001 and up	19	15.20%	299,000	0	265,000	299,000	299,000
Median List Price			122,000	23,500	105,000	229,000	265,000
Total Closed Units		100%	125	17	64	39	5
Total Closed Volume			17,184,599	554.73K	6.64M	8.75M	1.23M

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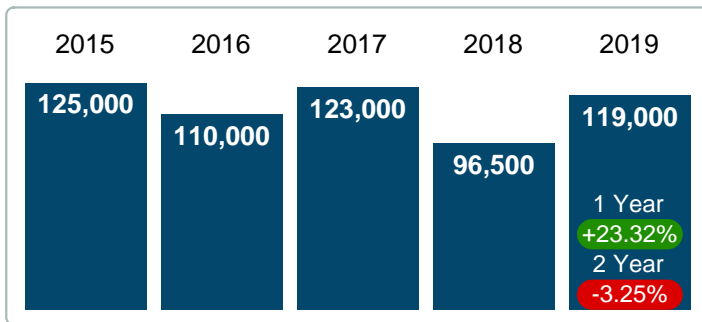
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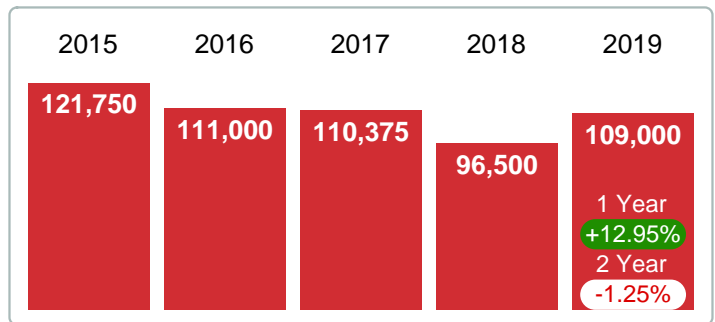
MEDIAN SOLD PRICE AT CLOSING

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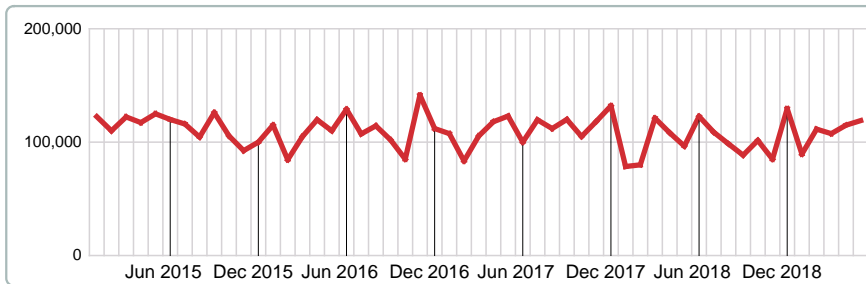
MAY



YEAR TO DATE (YTD)

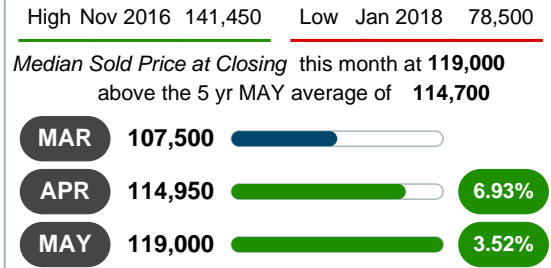


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 114,700



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%	299,000	0	0	0	0
\$1 \$50,000	27	21.60%	6,250	650	10,875	14,600	0
\$50,001 \$90,000	20	16.00%	69,450	70,250	69,900	51,300	0
\$90,001 \$130,000	25	20.00%	110,800	112,500	110,500	122,000	0
\$130,001 \$220,000	25	20.00%	162,100	0	143,000	188,000	161,500
\$220,001 \$260,000	13	10.40%	240,000	0	240,000	243,000	235,000
\$260,001 and up	15	12.00%	310,000	0	0	310,000	312,500
Median Sold Price			119,000	20,000	102,900	222,000	235,000
Total Closed Units		100%	125	17	64	39	5
Total Closed Volume			16,657,107	518.83K	6.44M	8.51M	1.18M

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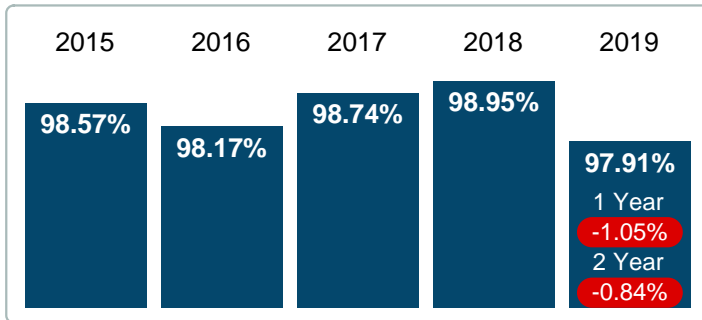
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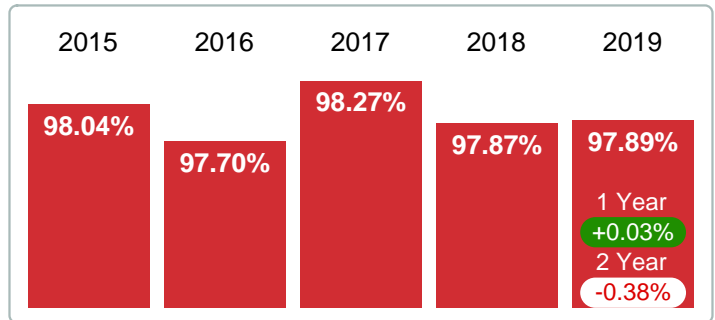
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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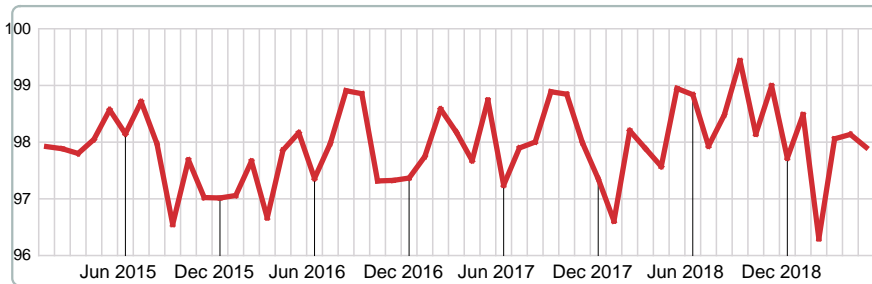
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

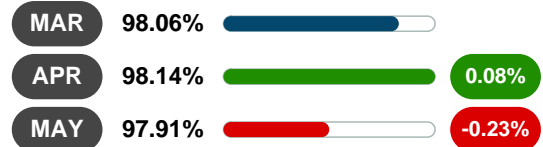


3 MONTHS

5 year MAY AVG = 98.47%

High Sep 2018 99.44% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **97.91%**
 equal to 5 yr MAY average of **98.47%**



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%	10.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$50,000	27	21.60%	100.00%	100.00%	95.45%	90.00%	0.00%
\$50,001-\$90,000	20	16.00%	97.88%	91.54%	97.93%	106.88%	0.00%
\$90,001-\$130,000	25	20.00%	97.41%	98.00%	97.54%	95.84%	0.00%
\$130,001-\$220,000	25	20.00%	98.47%	0.00%	97.04%	99.00%	99.50%
\$220,001-\$260,000	13	10.40%	96.23%	0.00%	98.11%	94.34%	88.68%
\$260,001 and up	15	12.00%	97.70%	0.00%	0.00%	97.91%	97.06%
Median Sold/List Ratio		97.91%		100.00%	97.88%	97.70%	97.13%
Total Closed Units		125	100%	17	64	39	5
Total Closed Volume		16,657,107		518.83K	6.44M	8.51M	1.18M

May 2019

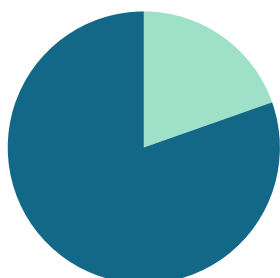
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

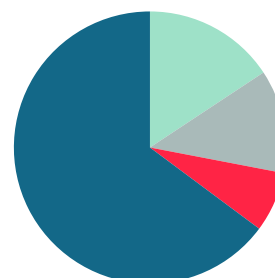


Inventory
 New Listings
151 = 19.61%
 Start Inventory
619
 Total Inventory Units
770
 Volume
\$128,453,656

Market Activity

Closed Sales
125 = 15.70%
 Pending Sales
98 = 12.31%
 Other Off Market
57 = 7.16%
 Active Inventory
516 = 64.82%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	81	125	54.32%	359	411	14.48%
Pending Sales	67	98	46.27%	359	427	18.94%
New Listings	154	151	-1.95%	722	811	12.33%
Median List Price	99,000	122,000	23.23%	99,900	112,000	12.11%
Median Sale Price	96,500	119,000	23.32%	96,500	109,000	12.95%
Median Percent of Selling Price to List Price	98.95%	97.91%	-1.05%	97.87%	97.89%	0.03%
Median Days on Market to Sale	16.00	21.00	31.25%	33.00	35.00	6.06%
Monthly Inventory	594	516	-13.13%	594	516	-13.13%
Months Supply of Inventory	7.87	6.57	-16.54%	7.87	6.57	-16.54%

Absorption: Last 12 months, an Average of **79** Sales/Month

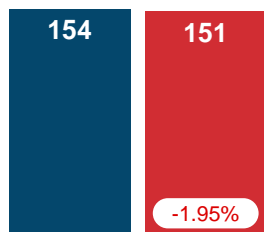
Inventory on May 31, 2019 = **516**

2018 **2019**

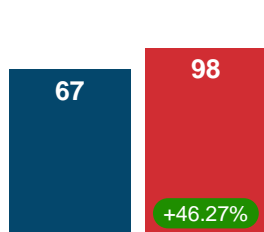
MAY MARKET

MEDIAN PRICES

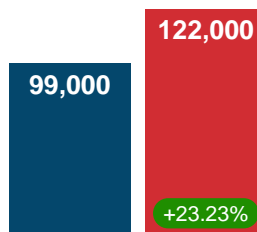
New Listings



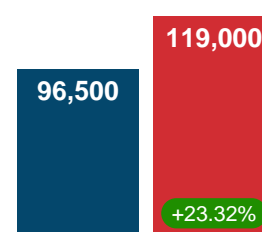
Pending Listings



List Price



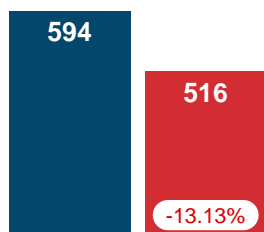
Sale Price



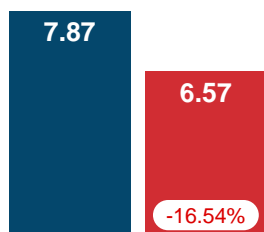
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

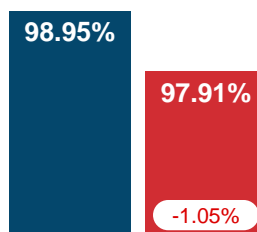
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

