

# September 2019

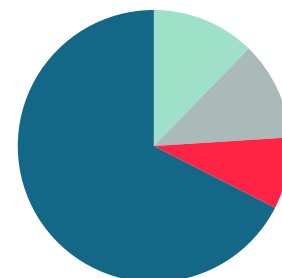
Area Delimited by County Of Washington



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	September 2019	+/-%
Closed Listings	60	88	46.67%
Pending Listings	61	84	37.70%
New Listings	122	122	0.00%
Median List Price	92,450	124,950	35.15%
Median Sale Price	88,500	119,450	34.97%
Median Percent of Selling Price to List Price	99.44%	97.90%	-1.54%
Median Days on Market to Sale	31.00	25.50	-17.74%
End of Month Inventory	633	484	-23.54%
Months Supply of Inventory	8.34	5.90	-29.28%



■ Closed (12.27%)  
■ Pending (11.72%)  
■ Other OffMarket (8.51%)  
■ Active (67.50%)

**Absorption:** Last 12 months, an Average of **82 Sales/Month Active Inventory** as of September 30, 2019 = **484**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **23.54%** to 484 existing homes available for sale. Over the last 12 months this area has had an average of 82 closed sales per month. This represents an unsold inventory index of **5.90** 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 **34.97%** in September 2019 to \$119,450 versus the previous year at \$88,500.

#### Median Days on Market Shortens

The median number of **25.50** days that homes spent on the market before selling decreased by 5.50 days or **17.74%** in September 2019 compared to last year's same month at **31.00** DOM.

#### Sales Success for September 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 122 New Listings in September 2019, down **0.00%** from last year at 122. Furthermore, there were 88 Closed Listings this month versus last year at 60, a **46.67%** increase.

Closed versus Listed trends yielded a **72.1%** ratio, up from previous year's, September 2018, at **49.2%**, a **46.67%** 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



# September 2019

Area Delimited by County Of Washington

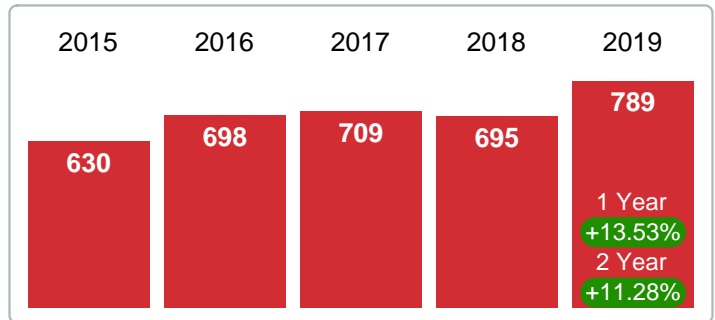
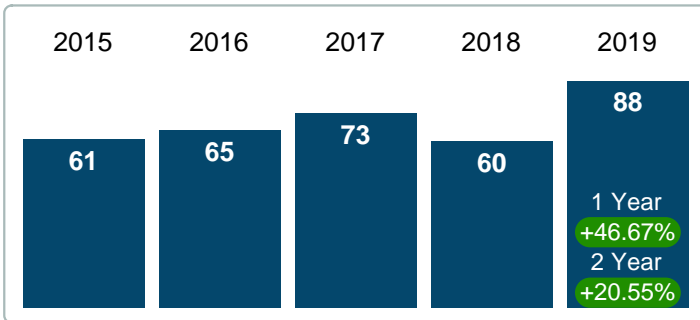


## CLOSED LISTINGS

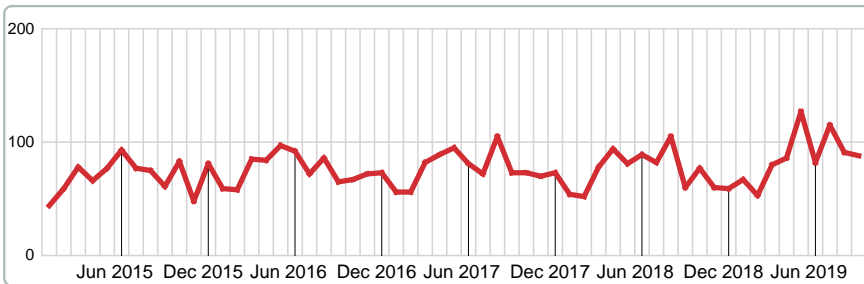
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### SEPTEMBER

### YEAR TO DATE (YTD)

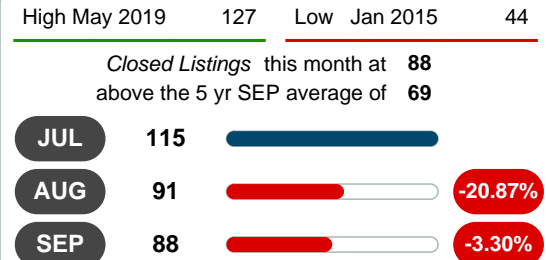


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 69



### 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	19	21.59%	23.0	11	8	0	0
\$40,001 \$90,000	14	15.91%	33.5	4	9	1	0
\$90,001 \$140,000	22	25.00%	22.5	2	13	6	1
\$140,001 \$190,000	13	14.77%	33.0	0	8	5	0
\$190,001 \$260,000	11	12.50%	17.0	0	3	8	0
\$260,001 and up	9	10.23%	75.0	3	3	2	1
<b>Total Closed Units</b>	<b>88</b>			<b>20</b>	<b>44</b>	<b>22</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>11,718,139</b>	<b>100%</b>	<b>25.5</b>	<b>2.09M</b>	<b>5.10M</b>	<b>4.07M</b>	<b>448.50K</b>
<b>Median Closed Price</b>	<b>\$119,450</b>			<b>\$35,250</b>	<b>\$111,000</b>	<b>\$180,725</b>	<b>\$224,250</b>



# September 2019

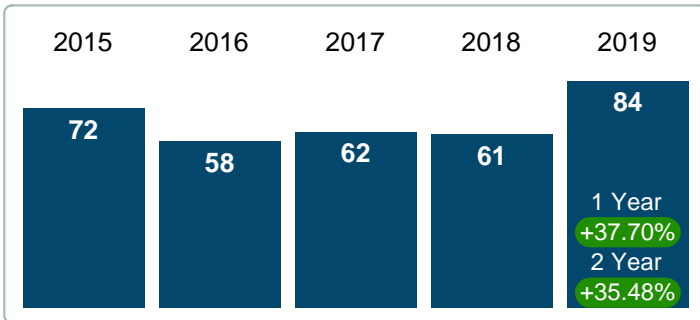
Area Delimited by County Of Washington



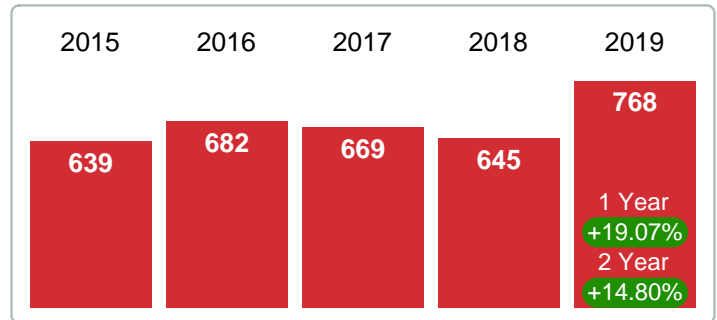
## PENDING LISTINGS

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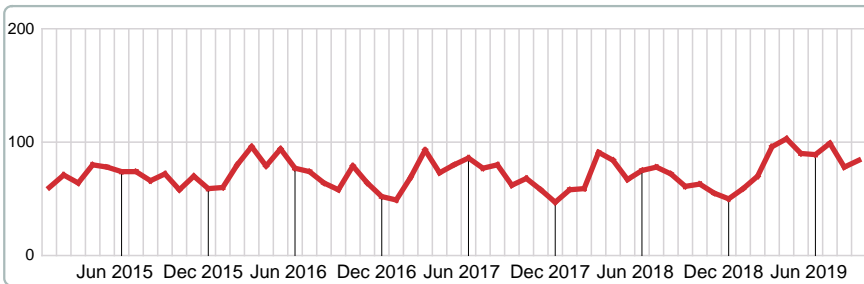
### SEPTEMBER



### YEAR TO DATE (YTD)

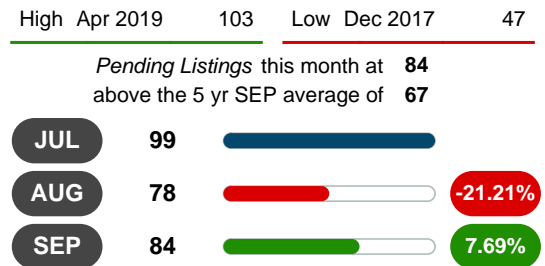


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 67



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	7	8.33%	113.0	5	2	0	0
\$20,001 - \$70,000	11	13.10%	29.0	3	8	0	0
\$70,001 - \$110,000	12	14.29%	33.0	4	6	2	0
\$110,001 - \$140,000	22	26.19%	36.5	2	18	2	0
\$140,001 - \$180,000	13	15.48%	11.0	1	7	3	2
\$180,001 - \$250,000	12	14.29%	15.5	0	3	8	1
\$250,001 and up	7	8.33%	14.0	1	3	2	1
<b>Total Pending Units</b>	<b>84</b>			<b>16</b>	<b>47</b>	<b>17</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>11,407,350</b>	<b>100%</b>	<b>25.0</b>	<b>1.38M</b>	<b>5.96M</b>	<b>3.22M</b>	<b>849.40K</b>
<b>Median Listing Price</b>	<b>\$125,000</b>			<b>\$66,925</b>	<b>\$124,500</b>	<b>\$189,900</b>	<b>\$204,750</b>



# September 2019

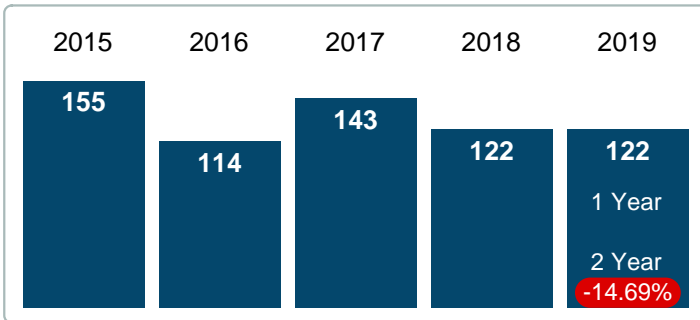
Area Delimited by County Of Washington



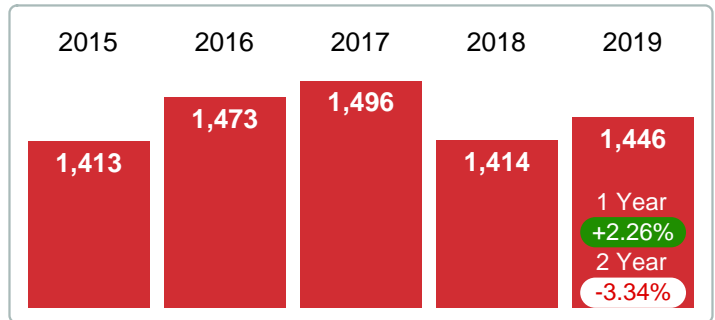
## NEW LISTINGS

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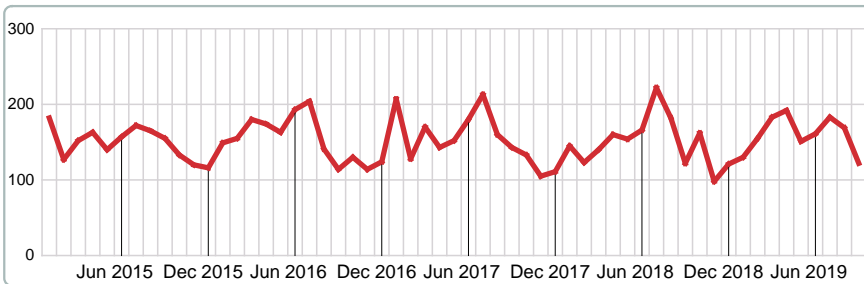
### SEPTEMBER



### YEAR TO DATE (YTD)

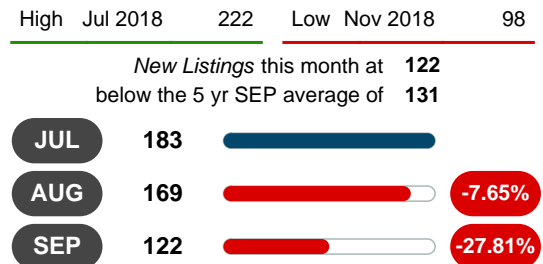


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 131



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1 \$40,000	24	19.67%	19	4	1	0
\$40,001 \$70,000	21	17.21%	15	6	0	0
\$70,001 \$140,000	30	24.59%	7	19	4	0
\$140,001 \$200,000	19	15.57%	1	10	7	1
\$200,001 \$290,000	14	11.48%	0	4	8	2
\$290,001 and up	14	11.48%	9	0	2	3
<b>Total New Listed Units</b>	<b>122</b>		<b>51</b>	<b>43</b>	<b>22</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>18,641,166</b>	<b>100%</b>	<b>6.99M</b>	<b>5.03M</b>	<b>4.69M</b>	<b>1.94M</b>
<b>Median New Listed Listing Price</b>	<b>\$102,450</b>		<b>\$55,000</b>	<b>\$119,000</b>	<b>\$192,450</b>	<b>\$298,500</b>



# September 2019

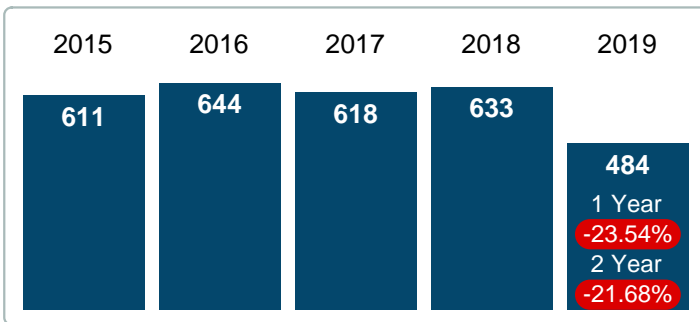
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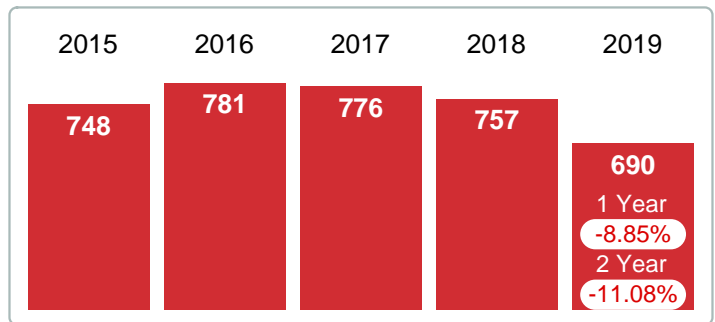
## ACTIVE INVENTORY

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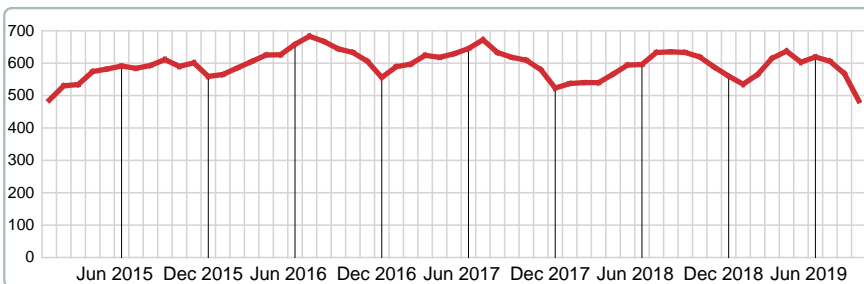
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

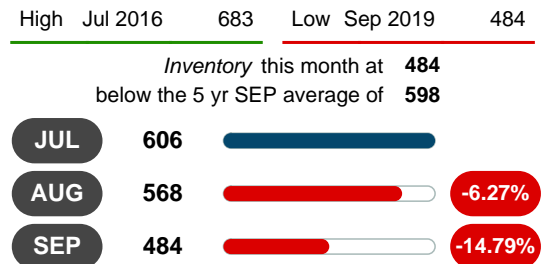


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 598



### 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	29	5.99%	56.0	20	7	2	0	
\$10,001 - \$40,000	84	17.36%	99.5	81	2	1	0	
\$40,001 - \$60,000	73	15.08%	70.0	55	15	2	1	
\$60,001 - \$120,000	109	22.52%	55.0	56	43	8	2	
\$120,001 - \$210,000	77	15.91%	81.0	24	29	22	2	
\$210,001 - \$380,000	62	12.81%	81.0	18	9	27	8	
\$380,001 and up	50	10.33%	85.5	29	6	8	7	
Total Active Inventory by Units		484		283	111	70	20	
Total Active Inventory by Volume		80,162,706	100%	70.0	41.39M	14.94M	15.97M	7.87M
Median Active Inventory Listing Price		\$76,750			\$59,500	\$104,000	\$207,400	\$294,950

# September 2019



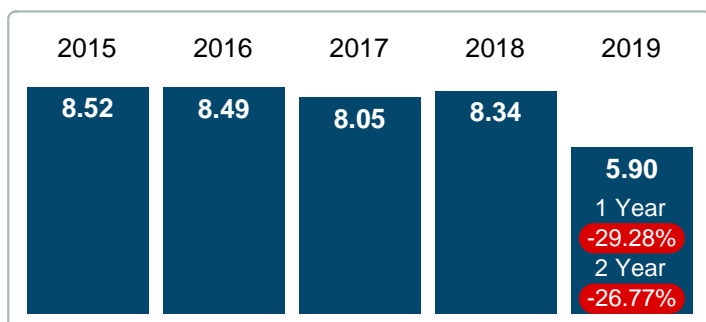
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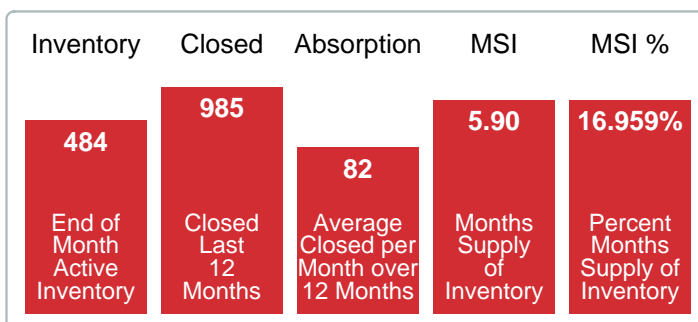
## MONTHS SUPPLY of INVENTORY (MSI)

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

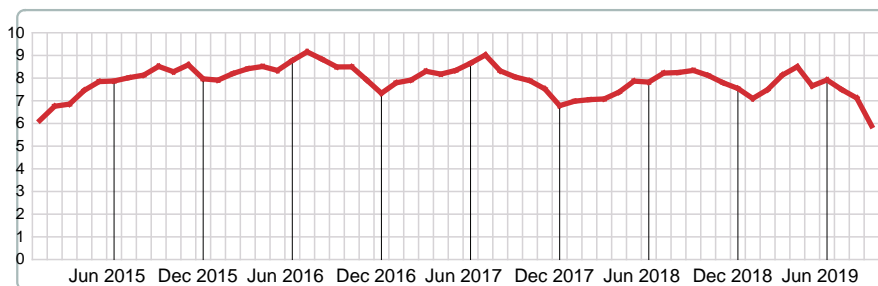
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2019

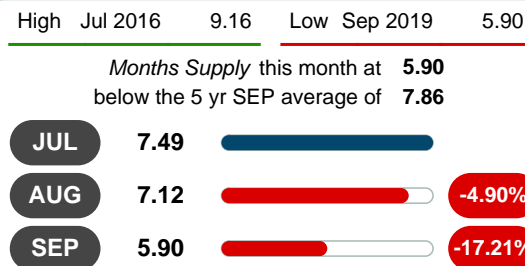


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 7.86



### 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	29	5.99%	3.03	5.58	1.33	3.00	0.00
\$10,001 - \$40,000	84	17.36%	12.76	25.58	0.62	6.00	0.00
\$40,001 - \$60,000	73	15.08%	12.34	23.57	4.39	12.00	0.00
\$60,001 - \$120,000	109	22.52%	4.92	12.92	2.87	2.82	0.00
\$120,001 - \$210,000	77	15.91%	3.54	41.14	2.38	2.64	3.00
\$210,001 - \$380,000	62	12.81%	4.35	43.20	2.70	2.89	6.86
\$380,001 and up	50	10.33%	27.27	87.00	36.00	7.38	28.00
Market Supply of Inventory (MSI)			5.90	19.19	2.61	3.10	9.23
Total Active Inventory by Units		100%	5.90	283	111	70	20



# September 2019

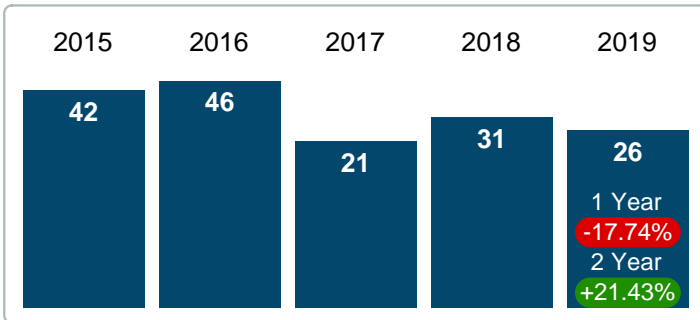
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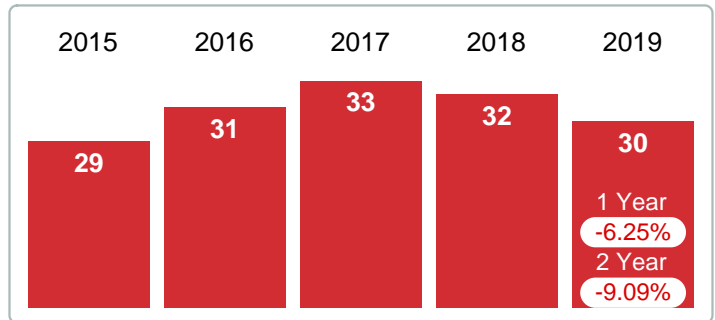
## MEDIAN DAYS ON MARKET TO SALE

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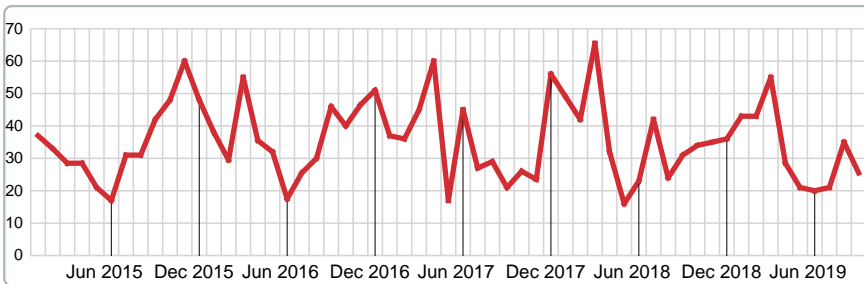
### SEPTEMBER



### YEAR TO DATE (YTD)

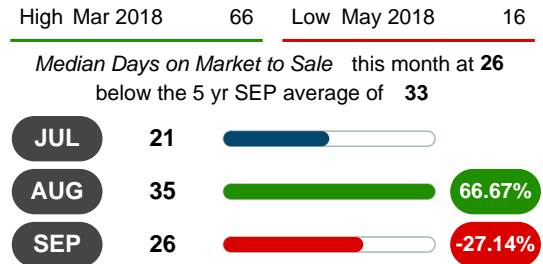


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 33



### 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%	86	0	0	0	0
\$1 \$40,000	19	21.59%	23	23	20	0	0
\$40,001 \$90,000	14	15.91%	34	26	41	102	0
\$90,001 \$140,000	22	25.00%	23	52	10	51	10
\$140,001 \$190,000	13	14.77%	33	0	35	7	0
\$190,001 \$260,000	11	12.50%	17	0	65	14	0
\$260,001 and up	9	10.23%	75	75	110	71	4
Median Closed DOM	26			25	31	23	7
Total Closed Units	88	100%	25.5	20	44	22	2
Total Closed Volume	11,718,139			2.09M	5.10M	4.07M	448.50K



# September 2019



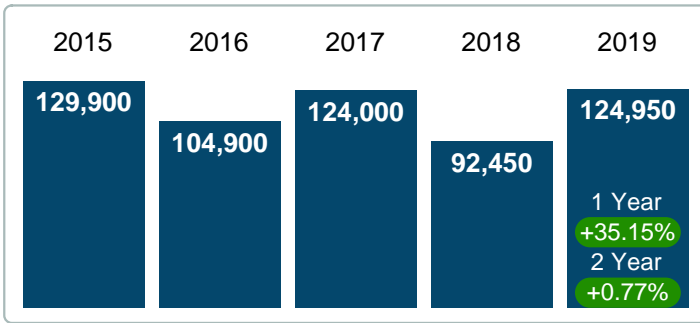
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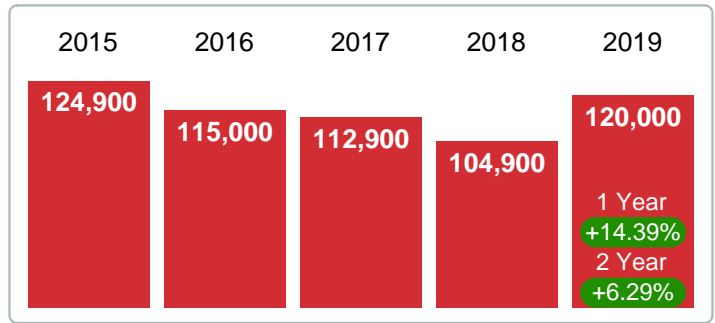
## MEDIAN LIST PRICE AT CLOSING

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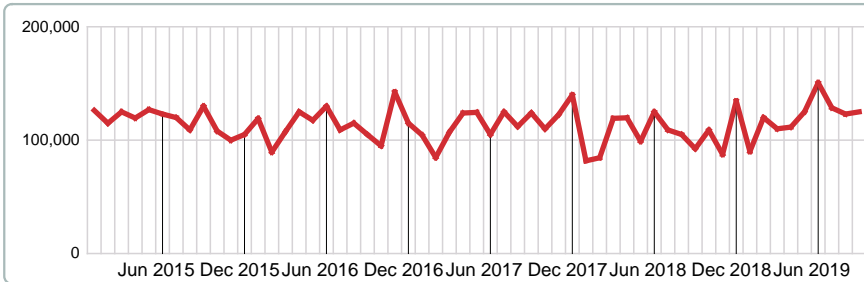
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

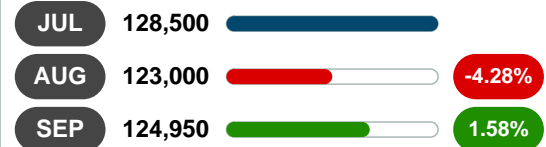


### 3 MONTHS

5 year SEP AVG = 115,240

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

Median List Price at Closing this month at **124,950**  
above the 5 yr SEP average of **115,240**



### 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%	75	0	0	0	0
\$1-\$40,000	19	21.59%	16,500	17,000	950	0	0
\$40,001-\$90,000	12	13.64%	77,250	74,950	75,000	89,000	0
\$90,001-\$140,000	26	29.55%	124,950	122,450	124,500	124,950	0
\$140,001-\$190,000	11	12.50%	175,000	0	175,000	175,000	142,000
\$190,001-\$260,000	11	12.50%	239,000	0	235,000	240,500	0
\$260,001 and up	9	10.23%	325,000	400,000	295,000	302,450	310,000
Median List Price			124,950	37,450	112,000	184,900	226,000
Total Closed Units		100%	124,950	20	44	22	2
Total Closed Volume			12,061,693	2.18M	5.27M	4.17M	452.00K





# September 2019

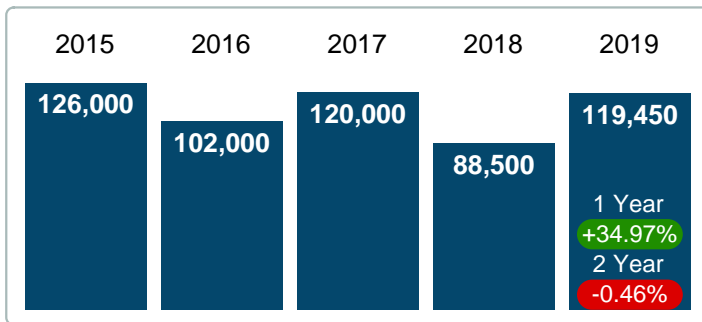
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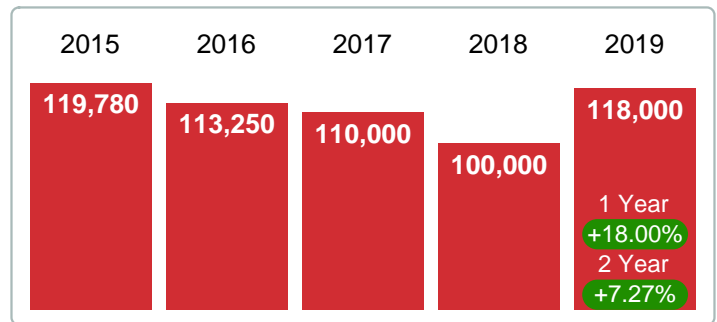
## MEDIAN SOLD PRICE AT CLOSING

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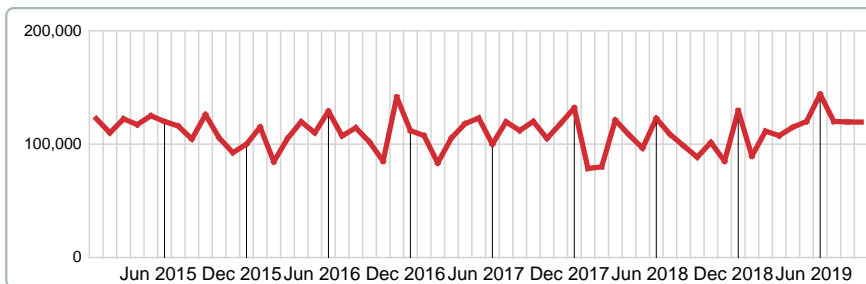
### SEPTEMBER



### YEAR TO DATE (YTD)

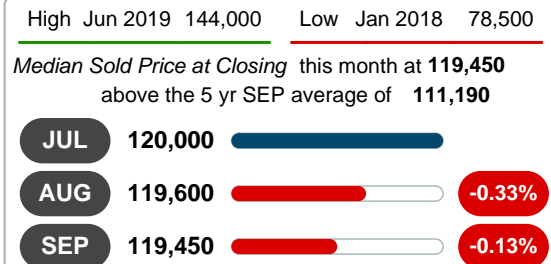


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 111,190



### 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%	325,000	0	0	0	0
\$1 \$40,000	19	21.59%	14,300	15,000	960	0	0
\$40,001 \$90,000	14	15.91%	77,750	73,150	75,500	80,000	0
\$90,001 \$140,000	22	25.00%	119,450	112,450	120,000	118,000	138,500
\$140,001 \$190,000	13	14.77%	165,000	0	152,900	175,000	0
\$190,001 \$260,000	11	12.50%	236,500	0	215,000	238,309	0
\$260,001 and up	9	10.23%	315,000	400,000	275,000	296,250	310,000
Median Sold Price			119,450	35,250	111,000	180,725	224,250
Total Closed Units		100%	119,450	20	44	22	2
Total Closed Volume			11,718,139	2.09M	5.10M	4.07M	448.50K

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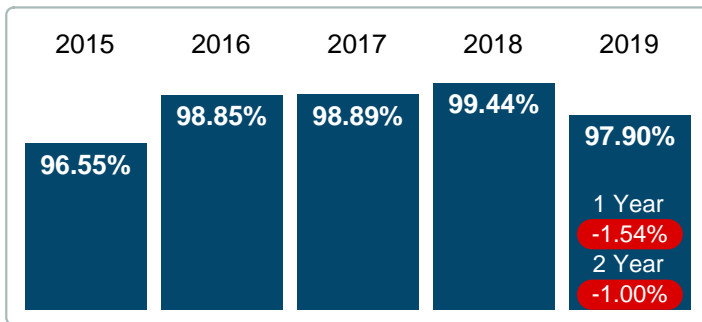
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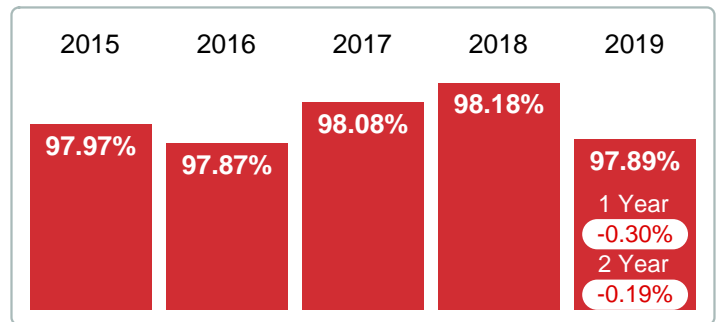
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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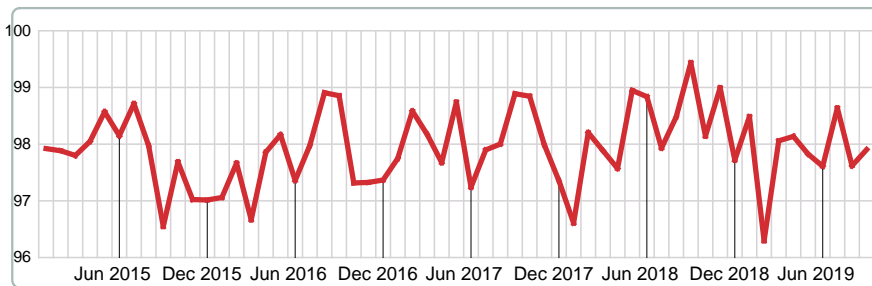
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

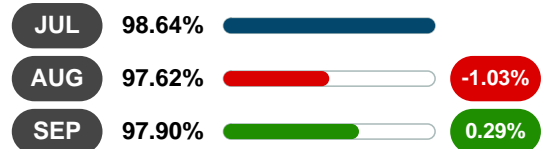


### 3 MONTHS

5 year SEP AVG = 98.33%

High Sep 2018 99.44% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **97.90%**  
equal to 5 yr SEP average of **98.33%**



## 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%	15.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$40,000	19	21.59%	100.00%	92.86%	100.00%	0.00%	0.00%
\$40,001-\$90,000	14	15.91%	95.73%	97.23%	96.49%	89.89%	0.00%
\$90,001-\$140,000	22	25.00%	97.86%	92.00%	98.96%	95.08%	97.54%
\$140,001-\$190,000	13	14.77%	100.00%	0.00%	100.72%	99.70%	0.00%
\$190,001-\$260,000	11	12.50%	98.46%	0.00%	95.61%	98.71%	0.00%
\$260,001 and up	9	10.23%	96.92%	100.00%	93.42%	98.03%	100.00%
Median Sold/List Ratio		97.90%		94.85%	98.20%	97.90%	98.77%
Total Closed Units		88	100%	20	44	22	2
Total Closed Volume		11,718,139		2.09M	5.10M	4.07M	448.50K

# September 2019

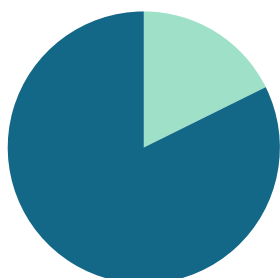
Area Delimited by County Of Washington



## MARKET SUMMARY

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

### INVENTORY

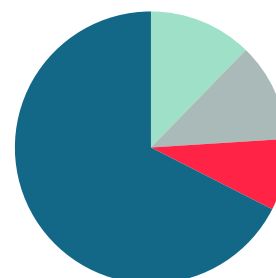


**Inventory**  
 New Listings  
**122 = 17.68%**  
 Start Inventory  
**568**  
 Total Inventory Units  
**690**  
 Volume  
**\$108,978,728**

### Market Activity

Closed Sales  
**88 = 12.27%**  
 Pending Sales  
**84 = 11.72%**  
 Other Off Market  
**61 = 8.51%**  
 Active Inventory  
**484 = 67.50%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	60	88	46.67%	695	789	13.53%
Pending Sales	61	84	37.70%	645	768	19.07%
New Listings	122	122	0.00%	1,414	1,446	2.26%
Median List Price	92,450	124,950	35.15%	104,900	120,000	14.39%
Median Sale Price	88,500	119,450	34.97%	100,000	118,000	18.00%
Median Percent of Selling Price to List Price	99.44%	97.90%	-1.54%	98.18%	97.89%	-0.30%
Median Days on Market to Sale	31.00	25.50	-17.74%	32.00	30.00	-6.25%
Monthly Inventory	633	484	-23.54%	633	484	-23.54%
Months Supply of Inventory	8.34	5.90	-29.28%	8.34	5.90	-29.28%

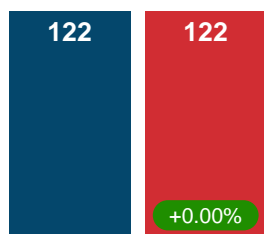
**Absorption:** Last 12 months, an Average of **82** Sales/Month

**Inventory** on September 30, 2019 = **484** 2018 2019

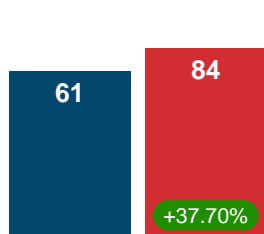
### SEPTEMBER MARKET

### MEDIAN PRICES

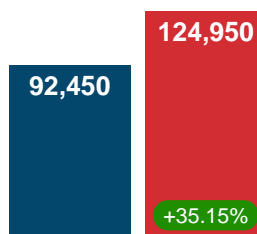
#### New Listings



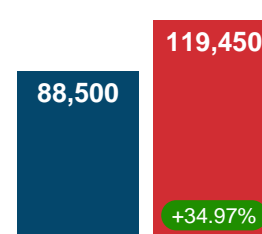
#### Pending Listings



#### List Price



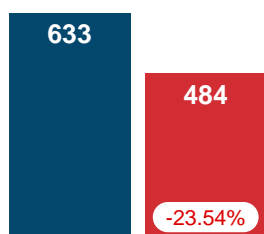
#### Sale Price



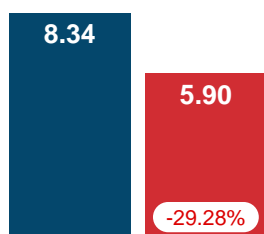
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

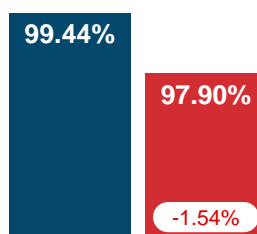
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

