

August 2020



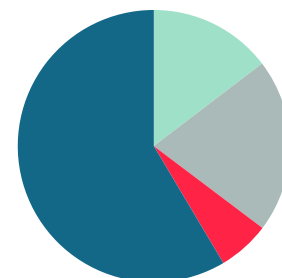
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	August 2020	+/-%
Closed Listings	93	90	-3.23%
Pending Listings	78	127	62.82%
New Listings	173	146	-15.61%
Average List Price	129,956	184,322	41.83%
Average Sale Price	125,804	176,754	40.50%
Average Percent of Selling Price to List Price	95.81%	96.09%	0.29%
Average Days on Market to Sale	53.51	39.29	-26.57%
End of Month Inventory	602	360	-40.20%
Months Supply of Inventory	7.48	4.42	-40.87%



■ Closed (14.63%)
■ Pending (20.65%)
■ Other OffMarket (6.18%)
■ Active (58.54%)

Absorption: Last 12 months, an Average of **81** Sales/Month
Active Inventory as of August 31, 2020 = **360**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **40.20%** to 360 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 **4.42** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **40.50%** in August 2020 to \$176,754 versus the previous year at \$125,804.

Average Days on Market Shortens

The average number of **39.29** days that homes spent on the market before selling decreased by 14.22 days or **26.57%** in August 2020 compared to last year's same month at **53.51** DOM.

Sales Success for August 2020 is Positive

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

There were 146 New Listings in August 2020, down **15.61%** from last year at 173. Furthermore, there were 90 Closed Listings this month versus last year at 93, a **-3.23%** decrease.

Closed versus Listed trends yielded a **61.6%** ratio, up from previous year's, August 2019, at **53.8%**, a **14.67%** 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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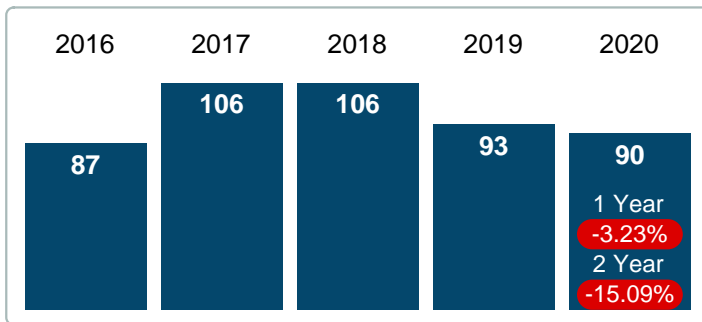
Area Delimited by County Of Washington



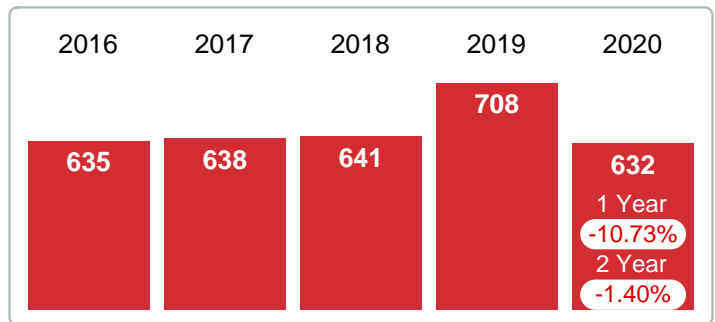
CLOSED LISTINGS

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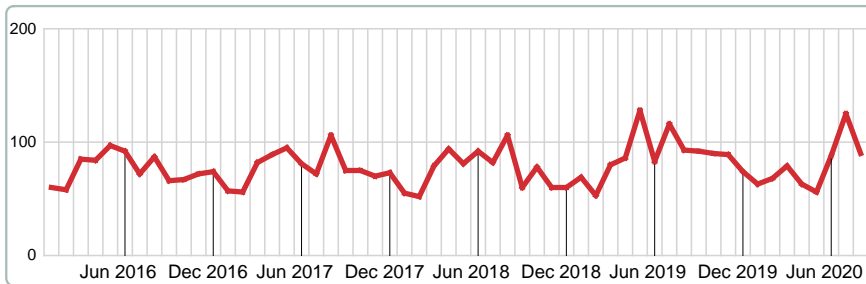
AUGUST



YEAR TO DATE (YTD)

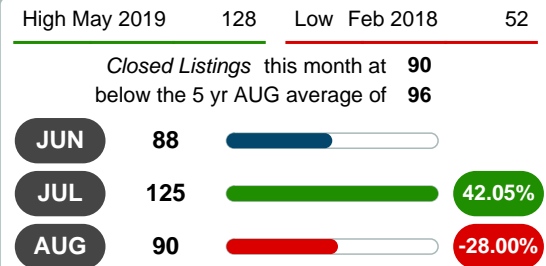


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 96



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	2.22%	205.5	0	2	0	0
\$25,001 - \$75,000	17	18.89%	67.6	11	6	0	0
\$75,001 - \$100,000	12	13.33%	28.8	1	9	2	0
\$100,001 - \$150,000	24	26.67%	11.8	0	20	4	0
\$150,001 - \$200,000	13	14.44%	29.3	1	5	6	1
\$200,001 - \$275,000	12	13.33%	29.8	0	2	10	0
\$275,001 and up	10	11.11%	61.0	1	3	5	1
Total Closed Units	90			14	47	27	2
Total Closed Volume	15,907,865	100%	39.3	3.19M	6.54M	5.71M	471.90K
Average Closed Price	\$176,754			\$227,739	\$139,144	\$211,403	\$235,950

August 2020



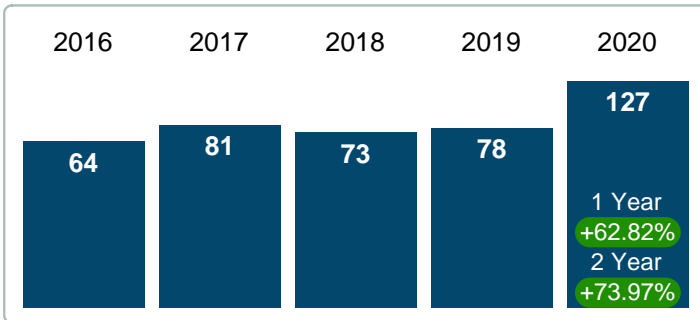
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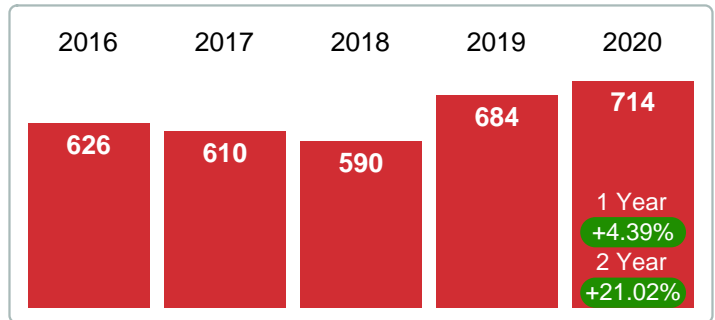
PENDING LISTINGS

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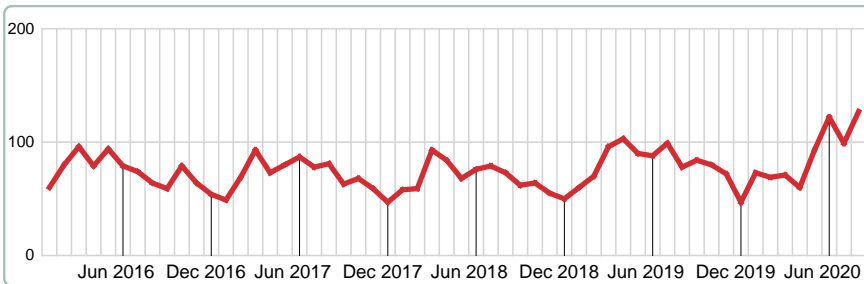
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 85

High Aug 2020 127 Low Dec 2019 47

Pending Listings this month at 127
above the 5 yr AUG average of 85



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	7.09%	38.8	8	1	0	0
\$40,001 - \$60,000	13	10.24%	43.7	8	5	0	0
\$60,001 - \$90,000	21	16.54%	36.9	10	9	2	0
\$90,001 - \$150,000	36	28.35%	37.4	7	23	6	0
\$150,001 - \$190,000	18	14.17%	17.2	2	6	10	0
\$190,001 - \$240,000	17	13.39%	26.7	0	9	7	1
\$240,001 and up	13	10.24%	66.8	2	4	6	1
Total Pending Units	127			37	57	31	2
Total Pending Volume	17,949,919	100%	29.7	3.76M	7.89M	5.78M	514.90K
Average Listing Price	\$108,040			\$101,622	\$138,448	\$186,565	\$257,450

August 2020



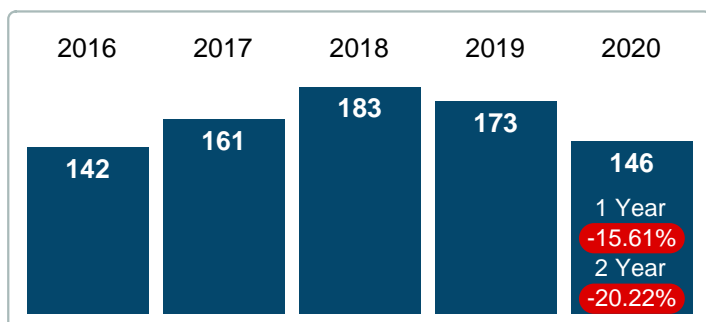
Area Delimited by County Of Washington



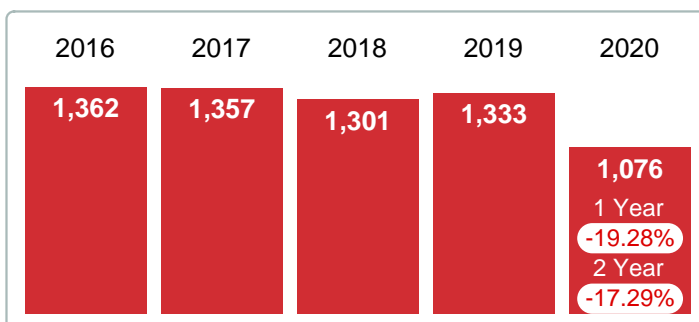
NEW LISTINGS

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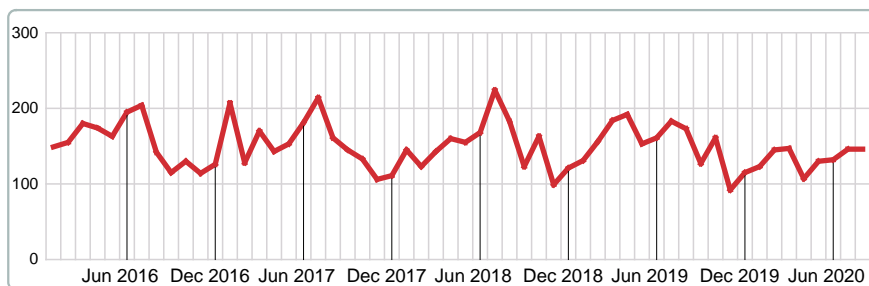
AUGUST



YEAR TO DATE (YTD)

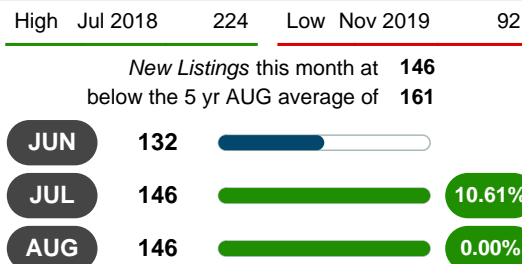


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 161



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	14	9.59%	7	6	1	0
\$20,001 - \$30,000	13	8.90%	11	2	0	0
\$30,001 - \$70,000	28	19.18%	19	7	2	0
\$70,001 - \$130,000	37	25.34%	12	22	3	0
\$130,001 - \$170,000	17	11.64%	2	12	3	0
\$170,001 - \$230,000	22	15.07%	2	6	12	2
\$230,001 and up	15	10.27%	0	3	9	3
Total New Listed Units	146		53	58	30	5
Total New Listed Volume	18,645,232	100%	3.20M	6.89M	6.50M	2.05M
Average New Listed Listing Price	\$68,900		\$60,441	\$118,844	\$216,520	\$410,660

August 2020



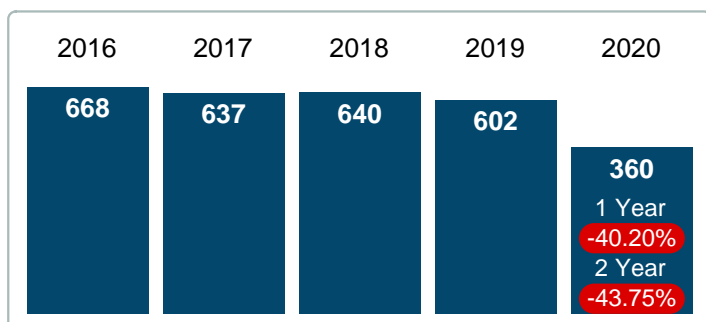
Area Delimited by County Of Washington



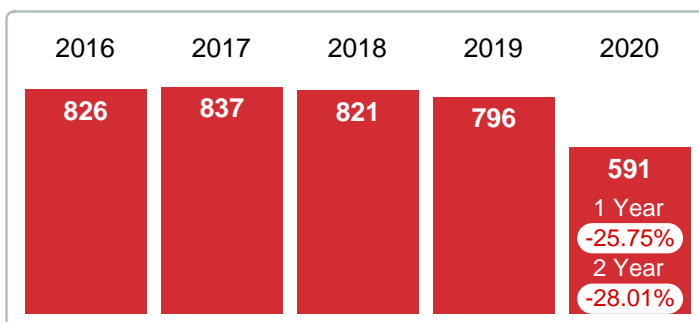
ACTIVE INVENTORY

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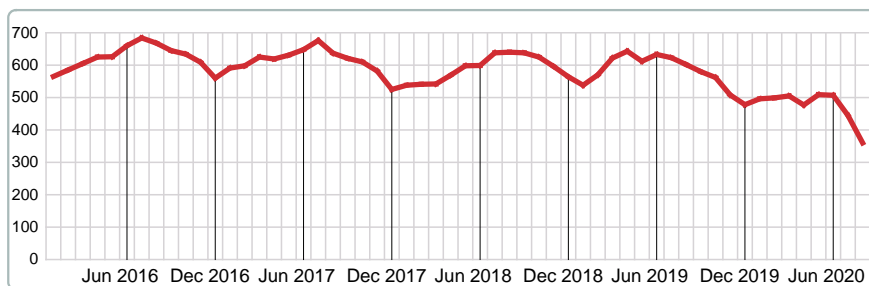
END OF AUGUST



ACTIVE DURING AUGUST

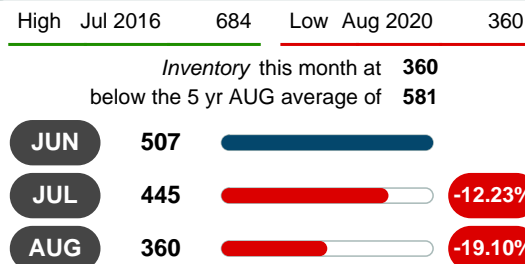


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 581



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	34	9.44%	81.6	20	12	2	0
\$10,001 - \$30,000	54	15.00%	128.1	51	3	0	0
\$30,001 - \$50,000	39	10.83%	76.1	35	2	2	0
\$50,001 - \$100,000	92	25.56%	101.2	68	20	4	0
\$100,001 - \$180,000	53	14.72%	76.6	23	21	9	0
\$180,001 - \$390,000	52	14.44%	98.8	20	7	19	6
\$390,001 and up	36	10.00%	109.7	24	3	4	5
Total Active Inventory by Units			360	241	68	40	11
Total Active Inventory by Volume			53,808,841	32.66M	7.68M	9.30M	4.17M
Average Active Inventory Listing Price			\$149,469	\$135,506	\$112,893	\$232,551	\$379,373

August 2020



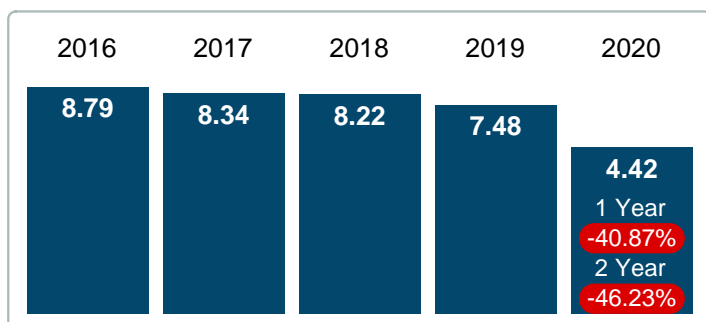
Area Delimited by County Of Washington



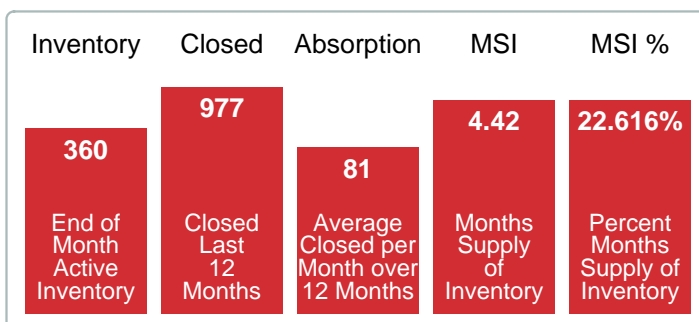
MONTHS SUPPLY of INVENTORY (MSI)

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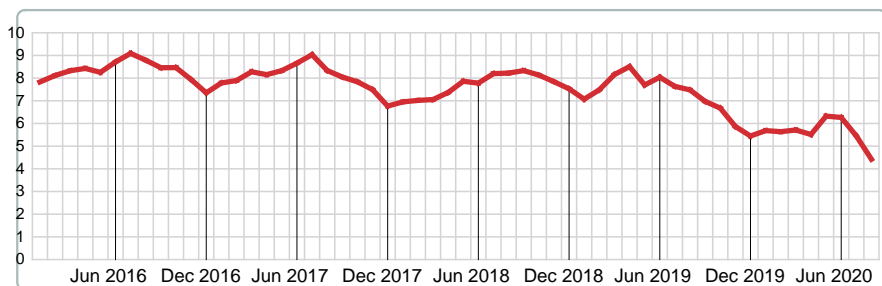
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

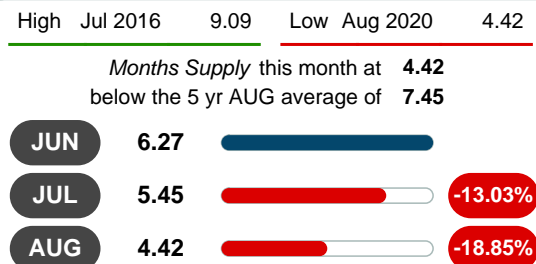


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 7.45



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	9.44%	5.23	7.27	3.69	4.80	0.00
\$10,001 - \$30,000	15.00%	12.71	18.55	2.12	0.00	0.00
\$30,001 - \$50,000	10.83%	7.20	11.67	0.89	12.00	0.00
\$50,001 - \$100,000	25.56%	5.02	15.69	1.64	2.40	0.00
\$100,001 - \$180,000	14.72%	2.03	9.86	1.19	1.61	0.00
\$180,001 - \$390,000	14.44%	2.80	18.46	1.45	1.73	3.60
\$390,001 and up	10.00%	16.62	57.60	6.00	4.80	12.00
Market Supply of Inventory (MSI)	4.42	4.42	14.46	1.62	2.03	3.77
Total Active Inventory by Units	360	4.42	241	68	40	11

August 2020



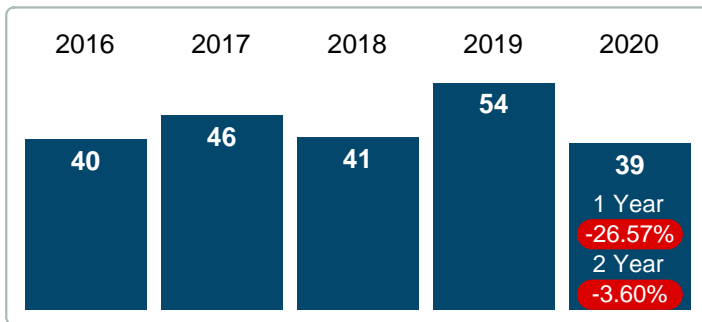
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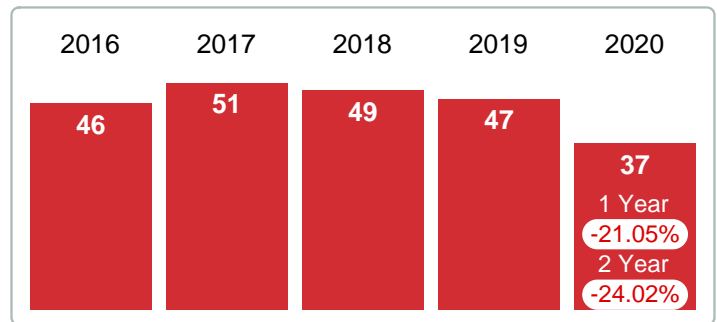
AVERAGE DAYS ON MARKET TO SALE

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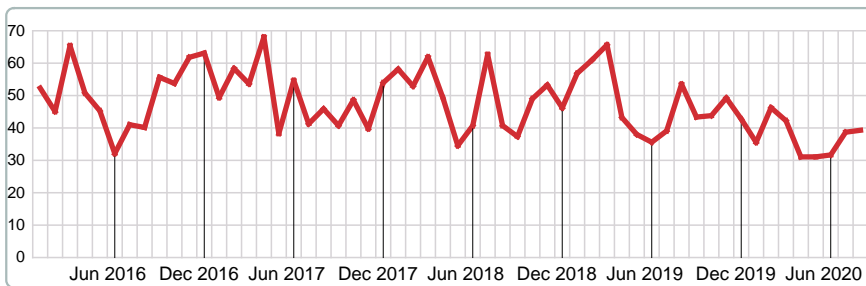
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

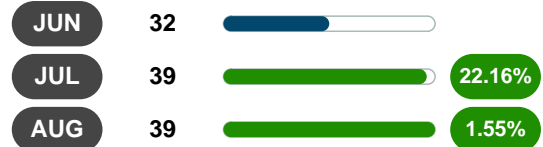


3 MONTHS

5 year AUG AVG = 44

High Apr 2017 68 Low Apr 2020 31

Average Days on Market to Sale this month at 39 below the 5 yr AUG average of 44



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
\$25,000 and less	2.22%	206	0	206	0	0
\$25,001 - \$75,000	18.89%	68	90	27	0	0
\$75,001 - \$100,000	13.33%	29	23	33	12	0
\$100,001 - \$150,000	26.67%	12	0	10	20	0
\$150,001 - \$200,000	14.44%	29	6	24	33	57
\$200,001 - \$275,000	13.33%	30	0	38	28	0
\$275,001 and up	11.11%	61	89	27	57	153
Average Closed DOM		39	79	29	32	105
Total Closed Units	100%	39	14	47	27	2
Total Closed Volume		15,907,865	3.19M	6.54M	5.71M	471.90K

August 2020



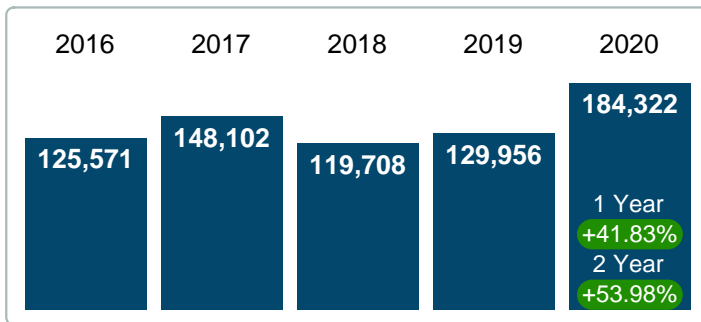
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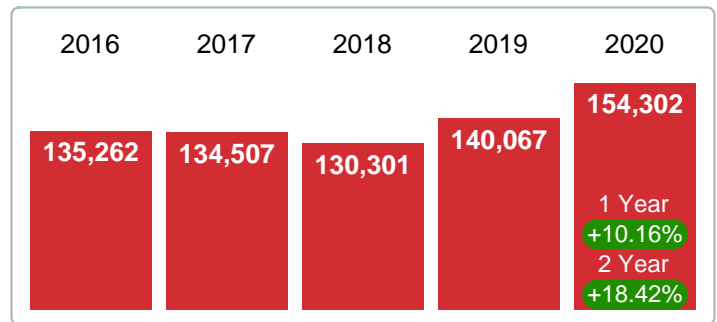
AVERAGE LIST PRICE AT CLOSING

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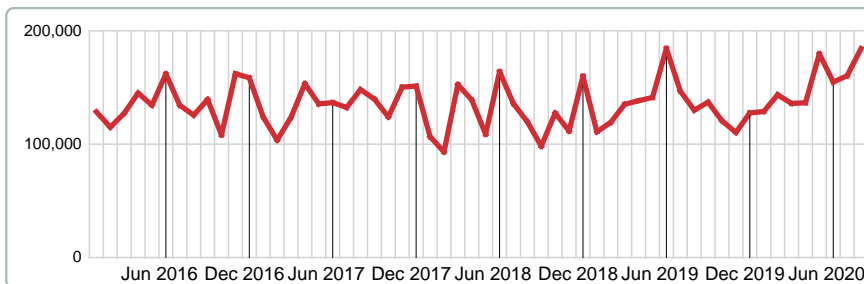
AUGUST



YEAR TO DATE (YTD)

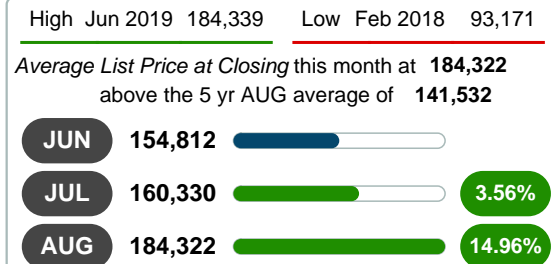


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 141,532



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
\$25,000 and less	2	2.22%	18,950	0	18,950	0	0
\$25,001 - \$75,000	16	17.78%	53,072	49,395	63,717	0	0
\$75,001 - \$100,000	13	14.44%	88,608	89,000	88,544	100,250	0
\$100,001 - \$150,000	24	26.67%	129,658	0	129,600	127,200	0
\$150,001 - \$200,000	13	14.44%	175,400	200,000	175,960	171,750	169,900
\$200,001 - \$275,000	12	13.33%	239,725	0	225,000	242,670	0
\$275,001 and up	10	11.11%	628,130	2,712,500	507,967	341,180	339,000
Average List Price			184,322	253,204	141,762	217,496	254,450
Total Closed Units		100%	184,322	14	47	27	2
Total Closed Volume			16,588,950	3.54M	6.66M	5.87M	508.90K

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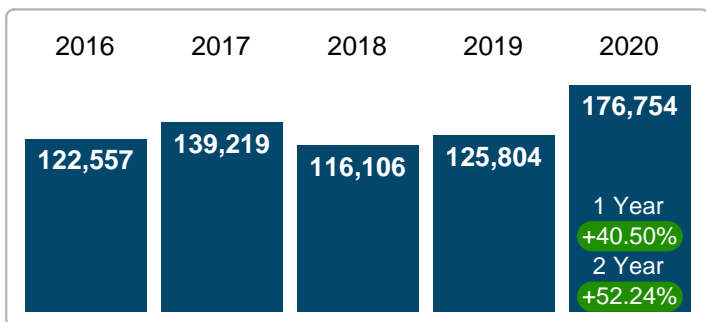
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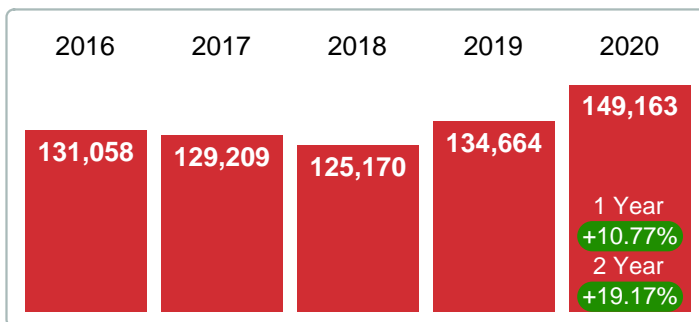
AVERAGE SOLD PRICE AT CLOSING

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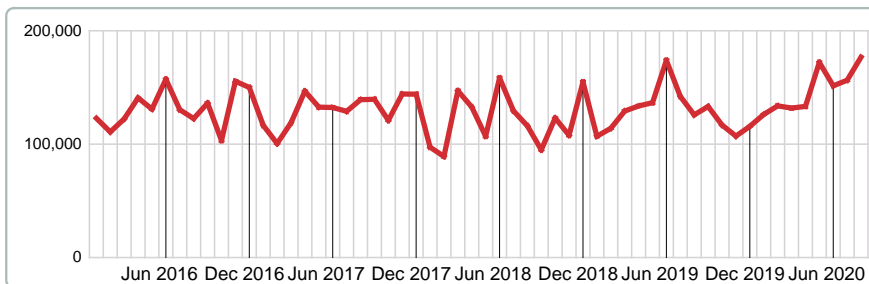
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

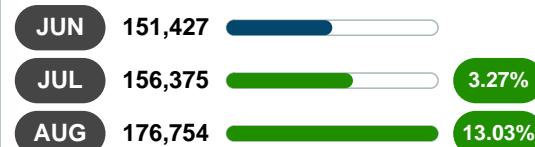


3 MONTHS

5 year AUG AVG = 136,088

High Aug 2020 176,754 Low Feb 2018 89,105

Average Sold Price at Closing this month at 176,754 above the 5 yr AUG average of 136,088



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
\$25,000 and less	2.22%	11,000	0	11,000	0	0
\$25,001 - \$75,000	18.89%	50,700	44,864	61,400	0	0
\$75,001 - \$100,000	13.33%	87,208	84,500	86,611	91,250	0
\$100,001 - \$150,000	26.67%	127,746	0	128,670	123,125	0
\$150,001 - \$200,000	14.44%	173,119	169,000	180,130	168,167	171,900
\$200,001 - \$275,000	13.33%	234,819	0	222,150	237,353	0
\$275,001 and up	11.11%	584,319	2,441,340	483,833	330,070	300,000
Average Sold Price		176,754	227,739	139,144	211,403	235,950
Total Closed Units	100%	176,754	14	47	27	2
Total Closed Volume		15,907,865	3.19M	6.54M	5.71M	471.90K

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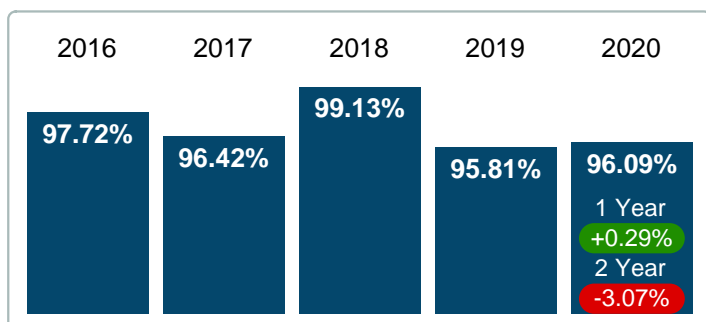
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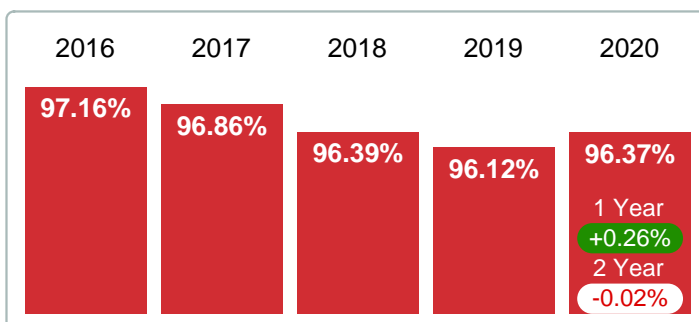
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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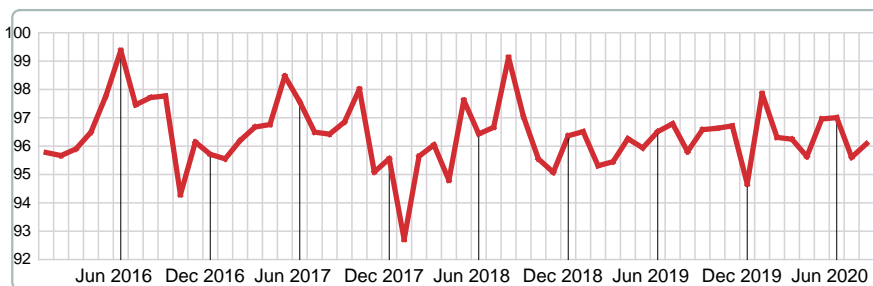
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

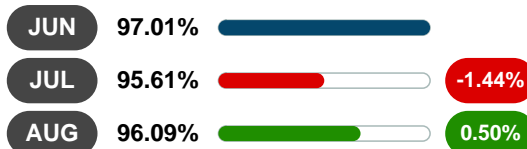


3 MONTHS

5 year AUG AVG = 97.03%

High Jun 2016 99.37% Low Jan 2018 92.71%

Average Sold/List Ratio this month at **96.09%**
below the 5 yr AUG average of **97.03%**



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
\$25,000 and less	2	2.22%	58.46%	0.00%	58.46%	0.00%	0.00%
\$25,001 - \$75,000	17	18.89%	92.80%	91.19%	95.75%	0.00%	0.00%
\$75,001 - \$100,000	12	13.33%	96.61%	94.94%	97.89%	91.67%	0.00%
\$100,001 - \$150,000	24	26.67%	99.09%	0.00%	99.51%	96.99%	0.00%
\$150,001 - \$200,000	13	14.44%	98.78%	84.50%	102.28%	97.85%	101.18%
\$200,001 - \$275,000	12	13.33%	97.96%	0.00%	98.81%	97.79%	0.00%
\$275,001 and up	10	11.11%	95.63%	90.00%	96.80%	97.49%	88.50%
Average Sold/List Ratio		96.10%		90.90%	97.06%	97.17%	94.84%
Total Closed Units		90	100%	14	47	27	2
Total Closed Volume		15,907,865		3.19M	6.54M	5.71M	471.90K

August 2020

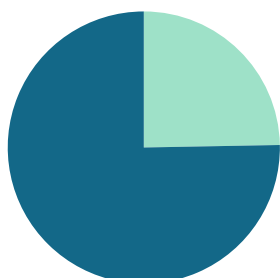
Area Delimited by County Of Washington



MARKET SUMMARY

Report produced on Sep 11, 2020 for MLS Technology Inc.

INVENTORY

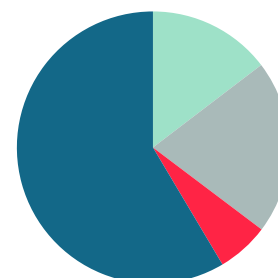


Inventory
 New Listings
146 = 24.70%
 Start Inventory
445
 Total Inventory Units
591
 Volume
\$92,125,910

Market Activity

Closed Sales
90 = 14.63%
 Pending Sales
127 = 20.65%
 Other Off Market
38 = 6.18%
 Active Inventory
360 = 58.54%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	93	90	-3.23%	708	632	-10.73%
Pending Sales	78	127	62.82%	684	714	4.39%
New Listings	173	146	-15.61%	1,333	1,076	-19.28%
Average List Price	129,956	184,322	41.83%	140,067	154,302	10.16%
Average Sale Price	125,804	176,754	40.50%	134,664	149,163	10.77%
Average Percent of Selling Price to List Price	95.81%	96.09%	0.29%	96.12%	96.37%	0.26%
Average Days on Market to Sale	53.51	39.29	-26.57%	47.25	37.31	-21.05%
Monthly Inventory	602	360	-40.20%	602	360	-40.20%
Months Supply of Inventory	7.48	4.42	-40.87%	7.48	4.42	-40.87%

Absorption: Last 12 months, an Average of **81** Sales/Month

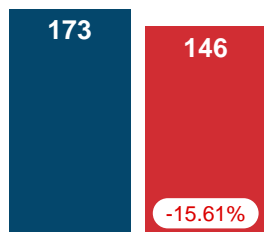
Inventory on August 31, 2020 = **360**

2019 **2020**

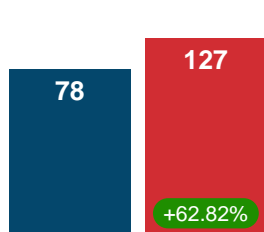
AUGUST MARKET

AVERAGE PRICES

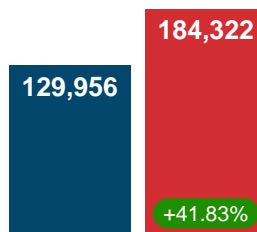
New Listings



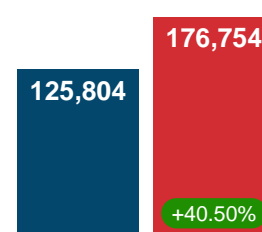
Pending Listings



List Price



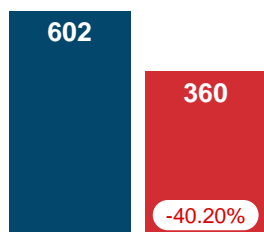
Sale Price



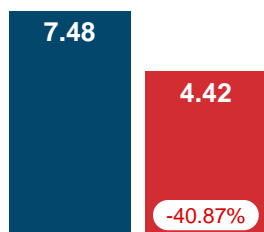
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

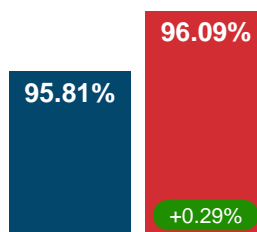
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

