

August 2020



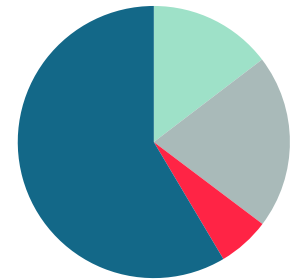
Area Delimited by County Of Washington



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%
Median List Price	123,000	135,400	10.08%
Median Sale Price	119,600	131,250	9.74%
Median Percent of Selling Price to List Price	97.33%	98.36%	1.06%
Median Days on Market to Sale	35.00	18.00	-48.57%
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.

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 **9.74%** in August 2020 to \$131,250 versus the previous year at \$119,600.

Median Days on Market Shortens

The median number of **18.00** days that homes spent on the market before selling decreased by 17.00 days or **48.57%** in August 2020 compared to last year's same month at **35.00** DOM.

Sales Success for August 2020 is Positive

Overall, with Median 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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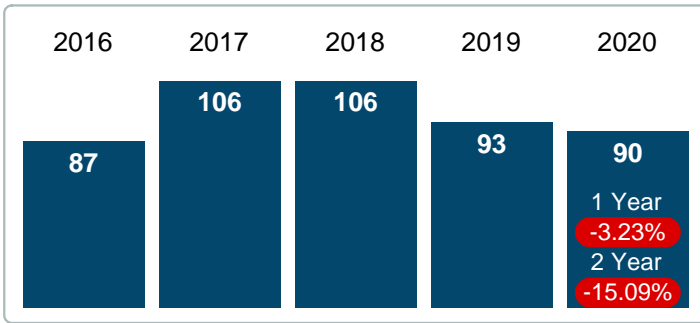
Area Delimited by County Of Washington



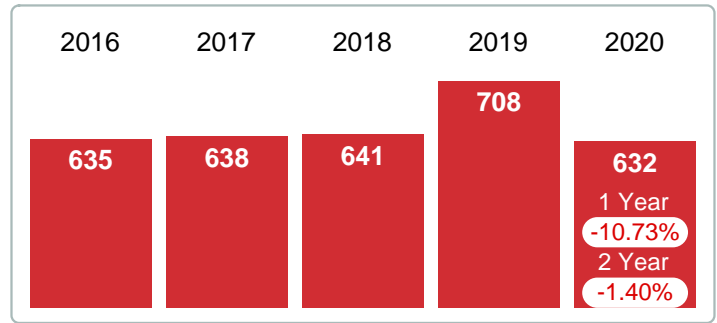
CLOSED LISTINGS

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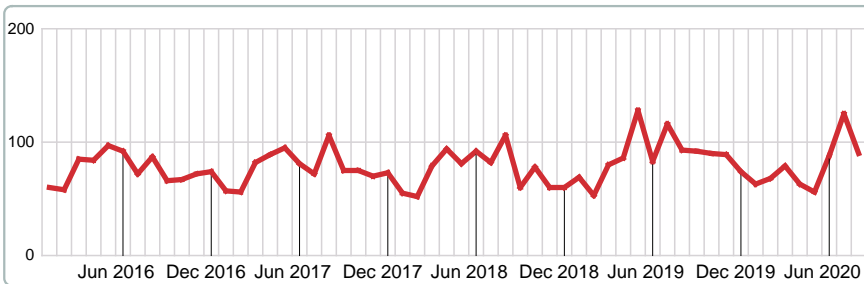
AUGUST



YEAR TO DATE (YTD)

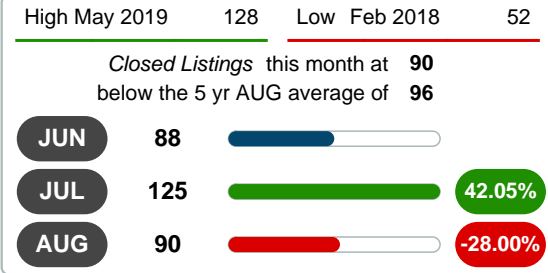


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 96



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8	8.89%	11.5	5	3	0	0
\$40,001 - \$70,000	9	10.00%	45.0	5	4	0	0
\$70,001 - \$100,000	14	15.56%	22.5	2	10	2	0
\$100,001 - \$150,000	24	26.67%	6.0	0	20	4	0
\$150,001 - \$210,000	14	15.56%	23.0	1	5	7	1
\$210,001 - \$290,000	13	14.44%	20.0	0	2	11	0
\$290,001 and up	8	8.89%	70.0	1	3	3	1
Total Closed Units	90			14	47	27	2
Total Closed Volume	15,907,865	100%	18.0	3.19M	6.54M	5.71M	471.90K
Median Closed Price	\$131,250			\$49,250	\$122,500	\$213,900	\$235,950

August 2020



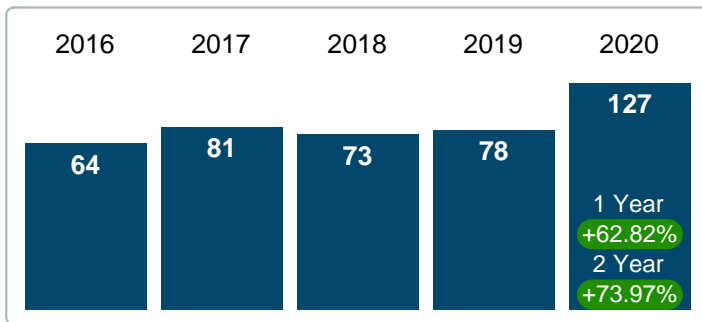
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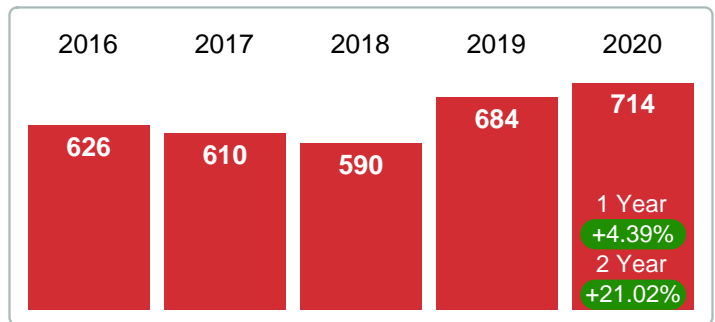
PENDING LISTINGS

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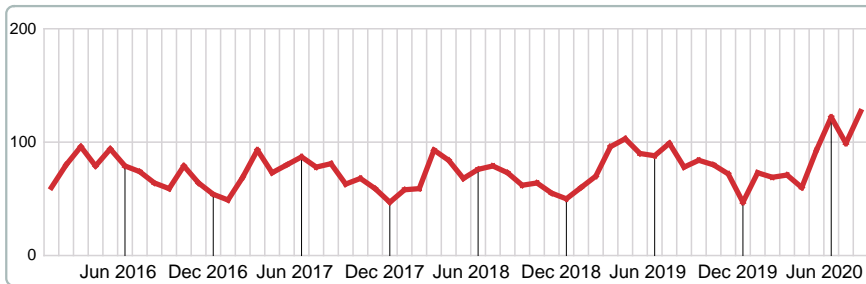
AUGUST



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9	7.09%	12.0	8	1	0	0
\$40,001 - \$60,000	13	10.24%	20.0	8	5	0	0
\$60,001 - \$90,000	21	16.54%	4.0	10	9	2	0
\$90,001 - \$150,000	36	28.35%	11.0	7	23	6	0
\$150,001 - \$190,000	18	14.17%	6.5	2	6	10	0
\$190,001 - \$240,000	17	13.39%	15.0	0	9	7	1
\$240,001 and up	13	10.24%	57.0	2	4	6	1
Total Pending Units	127			37	57	31	2
Total Pending Volume	17,949,919	100%	11.0	3.76M	7.89M	5.78M	514.90K
Median Listing Price	\$122,500			\$64,500	\$125,000	\$179,900	\$257,450

August 2020



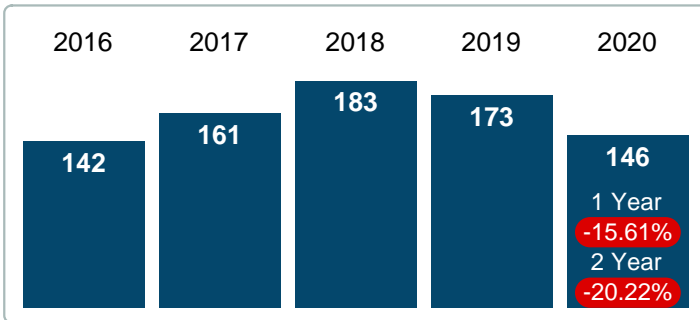
Area Delimited by County Of Washington



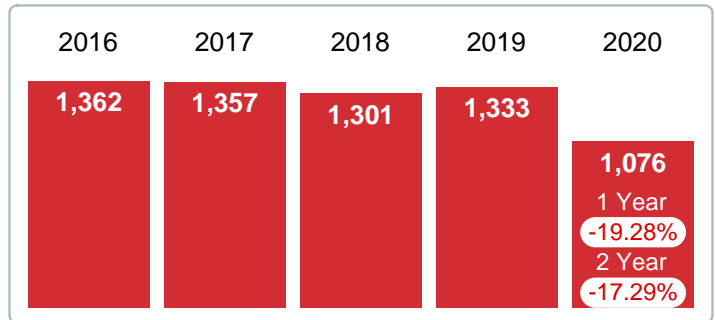
NEW LISTINGS

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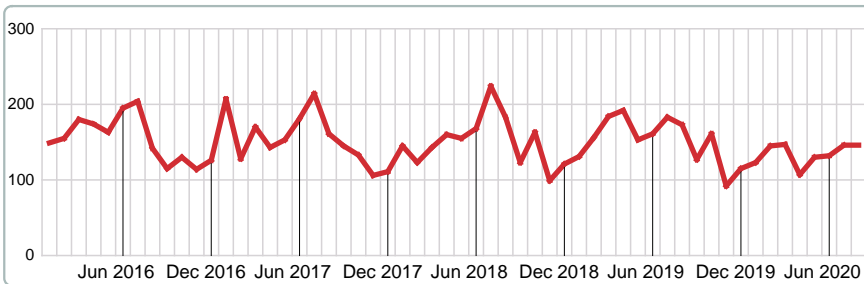
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

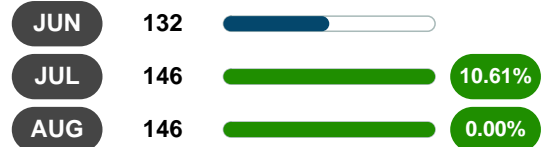


3 MONTHS

5 year AUG AVG = 161

High Jul 2018 224 Low Nov 2019 92

New Listings this month at **146**
below the 5 yr AUG average of **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
Median New Listed Listing Price	\$102,450		\$52,900	\$111,000	\$187,450	\$399,900

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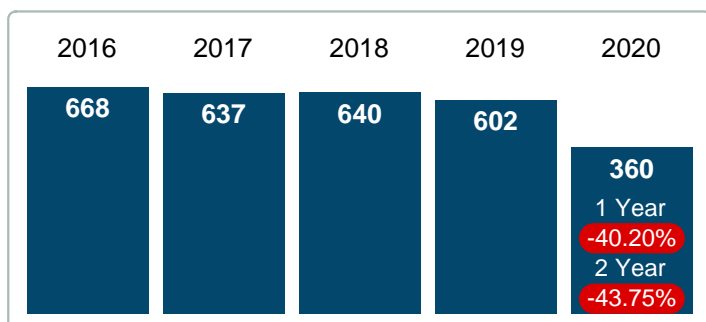
Area Delimited by County Of Washington



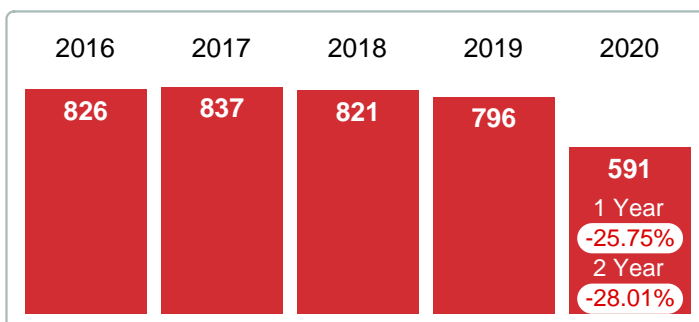
ACTIVE INVENTORY

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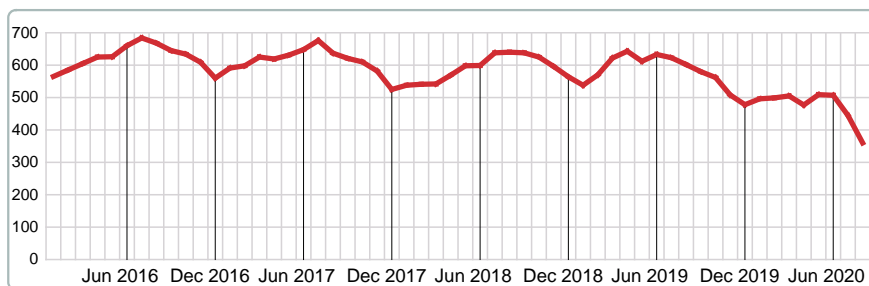
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

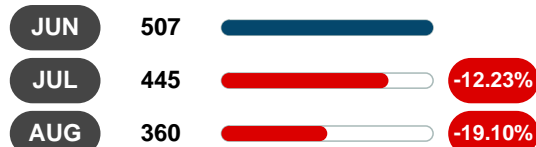


3 MONTHS

5 year AUG AVG = 581

High Jul 2016 684 Low Aug 2020 360

Inventory this month at **360**
 below the 5 yr AUG average of **581**



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	34	9.44%	66.5	20	12	2	0
\$10,001 - \$30,000	54	15.00%	104.0	51	3	0	0
\$30,001 - \$50,000	39	10.83%	40.0	35	2	2	0
\$50,001 - \$100,000	92	25.56%	82.0	68	20	4	0
\$100,001 - \$180,000	53	14.72%	47.0	23	21	9	0
\$180,001 - \$390,000	52	14.44%	93.0	20	7	19	6
\$390,001 and up	36	10.00%	98.5	24	3	4	5
Total Active Inventory by Units		360		241	68	40	11
Total Active Inventory by Volume		53,808,841	100%	32.66M	7.68M	9.30M	4.17M
Median Active Inventory Listing Price		\$74,900		\$60,000	\$95,510	\$205,250	\$375,000

August 2020



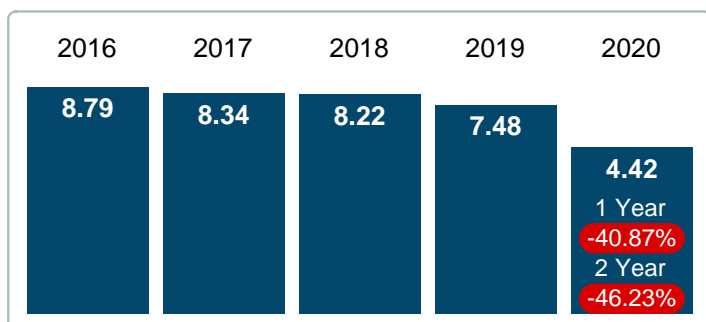
Area Delimited by County Of Washington



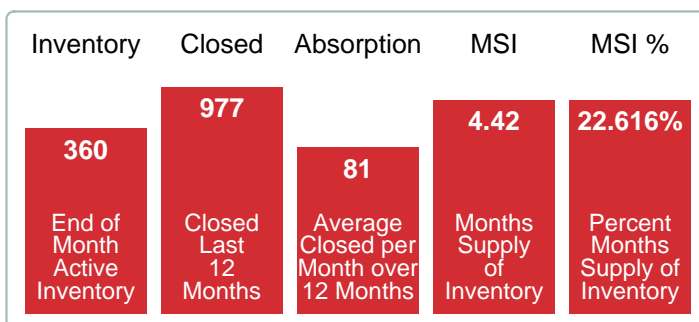
MONTHS SUPPLY of INVENTORY (MSI)

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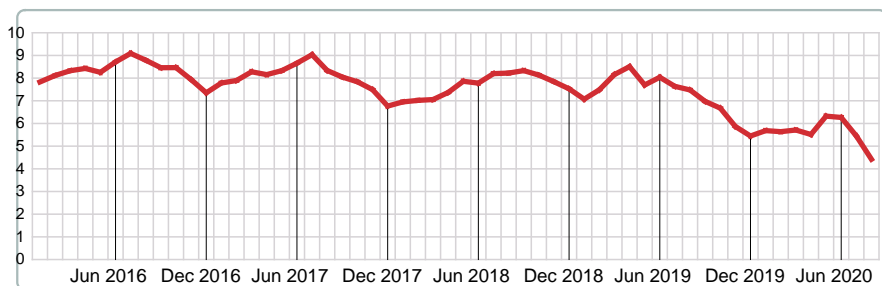
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

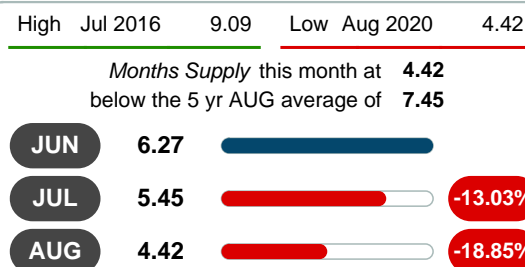


5 YEAR MARKET ACTIVITY TRENDS



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	14.46	1.62	2.03	3.77
Total Active Inventory by Units		360	241	68	40	11

August 2020



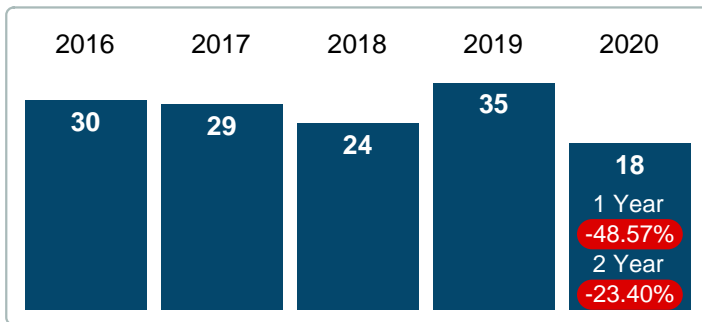
Area Delimited by County Of Washington



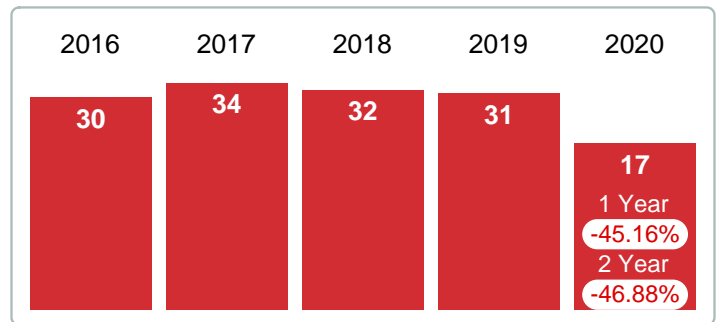
MEDIAN DAYS ON MARKET TO SALE

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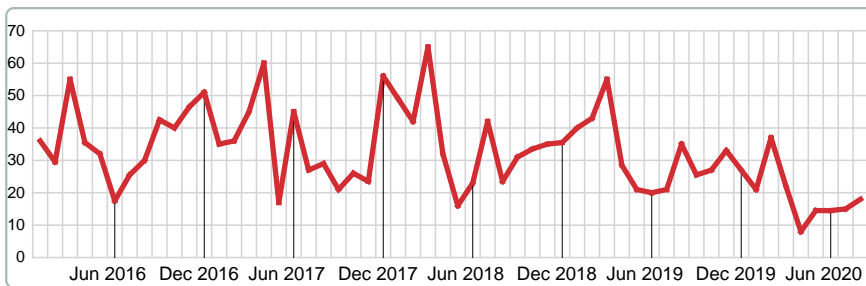
AUGUST



YEAR TO DATE (YTD)

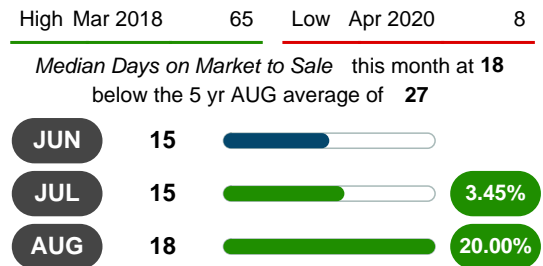


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 27



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
\$40,000 and less	8	8.89%	12	1	156	0	0
\$40,001 - \$70,000	9	10.00%	45	139	18	0	0
\$70,001 - \$100,000	14	15.56%	23	94	23	12	0
\$100,001 - \$150,000	24	26.67%	6	0	6	12	0
\$150,001 - \$210,000	14	15.56%	23	6	17	29	57
\$210,001 - \$290,000	13	14.44%	20	0	38	20	0
\$290,001 and up	8	8.89%	70	89	19	86	153
Median Closed DOM	18			34	8	20	105
Total Closed Units	90	100%	18.0	14	47	27	2
Total Closed Volume	15,907,865			3.19M	6.54M	5.71M	471.90K

August 2020



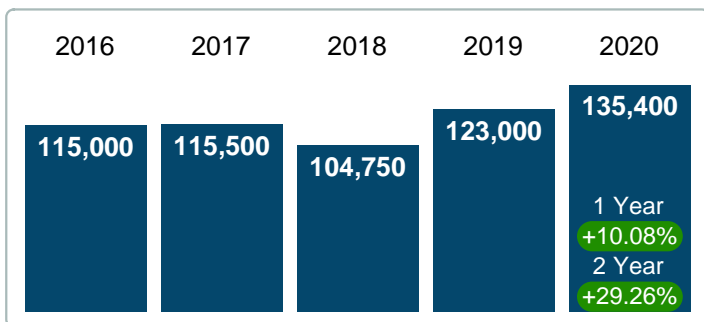
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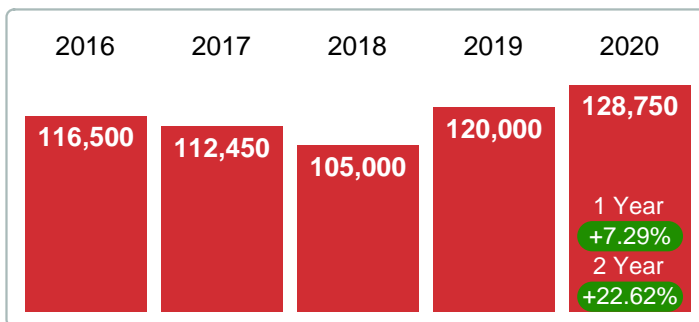
MEDIAN LIST PRICE AT CLOSING

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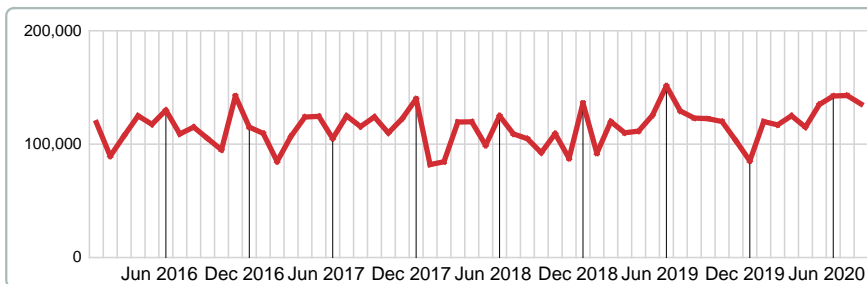
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 118,730

High Jun 2019 151,300 Low Jan 2018 82,000
 Median List Price at Closing this month at **135,400**
 above the 5 yr AUG average of **118,730**

- JUN 142,450
- JUL 142,900 (+0.32%)
- AUG 135,400 (-5.25%)

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
\$40,000 and less	7	7.78%	30,000	32,500	19,900	0	0
\$40,001 - \$70,000	9	10.00%	60,000	55,475	65,000	0	0
\$70,001 - \$100,000	15	16.67%	89,000	82,750	88,000	92,500	0
\$100,001 - \$150,000	24	26.67%	129,950	0	130,000	125,000	0
\$150,001 - \$210,000	13	14.44%	169,900	200,000	179,900	165,000	169,900
\$210,001 - \$290,000	13	14.44%	243,900	0	225,000	257,000	0
\$290,001 and up	9	10.00%	339,000	2,712,500	379,900	311,450	339,000
Median List Price			135,400	55,475	120,000	214,900	254,450
Total Closed Units		100%	135,400	14	47	27	2
Total Closed Volume			16,588,950	3.54M	6.66M	5.87M	508.90K

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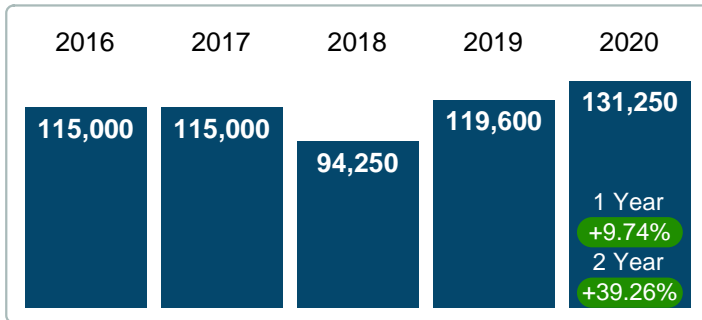
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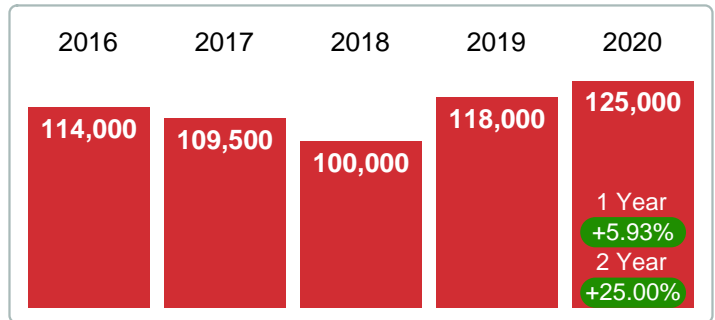
MEDIAN SOLD PRICE AT CLOSING

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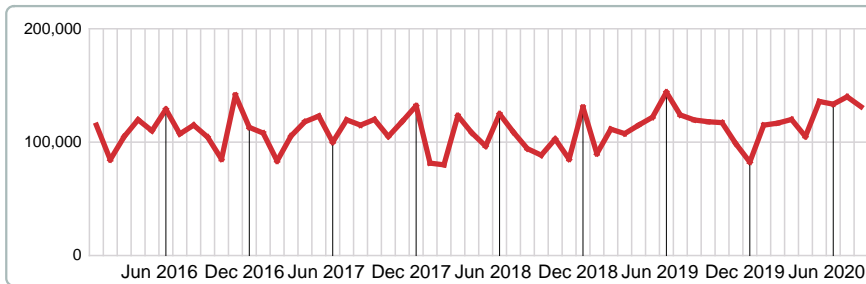
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

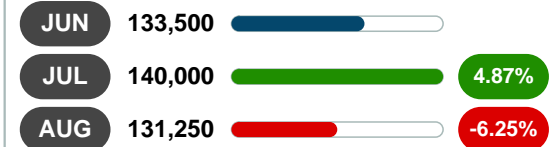


3 MONTHS

5 year AUG AVG = 115,020

High Jun 2019 144,000 Low Feb 2018 80,000

Median Sold Price at Closing this month at 131,250 above the 5 yr AUG average of 115,020



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
\$40,000 and less	8.89%	31,500	33,000	12,000	0	0
\$40,001 - \$70,000	10.00%	57,000	50,000	66,950	0	0
\$70,001 - \$100,000	15.56%	86,500	79,250	86,000	91,250	0
\$100,001 - \$150,000	26.67%	128,200	0	128,200	126,500	0
\$150,001 - \$210,000	15.56%	170,450	169,000	179,900	161,500	171,900
\$210,001 - \$290,000	14.44%	251,000	0	222,150	252,500	0
\$290,001 and up	8.89%	344,925	2,441,340	372,500	317,350	300,000
Median Sold Price		131,250	49,250	122,500	213,900	235,950
Total Closed Units	100%	90	14	47	27	2
Total Closed Volume		15,907,865	3.19M	6.54M	5.71M	471.90K

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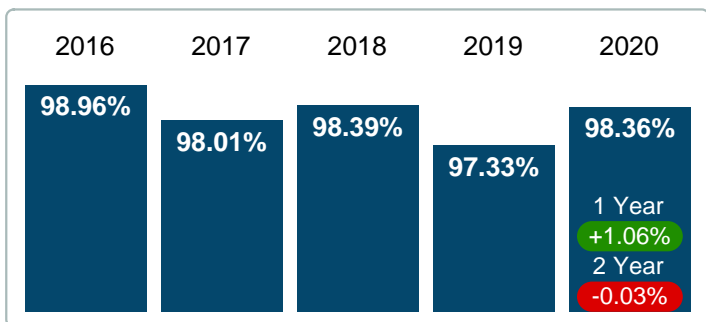
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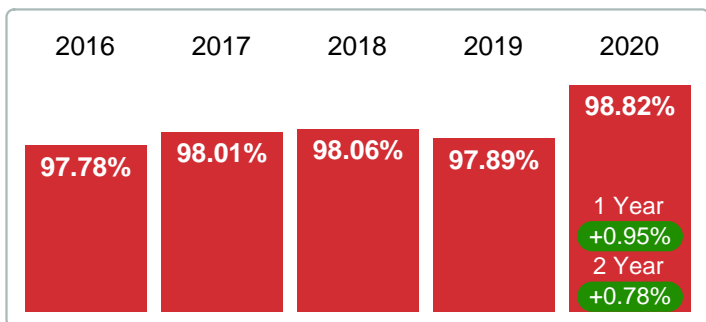
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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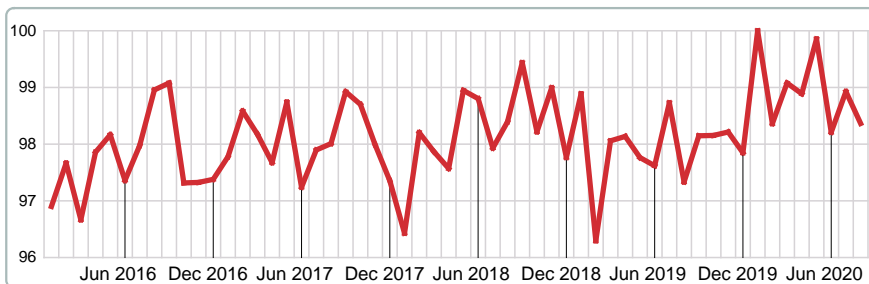
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

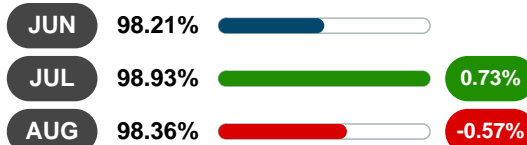


3 MONTHS

5 year AUG AVG = 98.21%

High Jan 2020 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **98.36%**
equal to 5 yr AUG average of **98.21%**



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
\$40,000 and less	8	8.89%	87.34%	91.67%	66.67%	0.00%	0.00%
\$40,001 \$70,000	9	10.00%	93.33%	86.61%	96.73%	0.00%	0.00%
\$70,001 \$100,000	14	15.56%	97.53%	95.84%	98.54%	91.67%	0.00%
\$100,001 \$150,000	24	26.67%	100.00%	0.00%	100.00%	96.87%	0.00%
\$150,001 \$210,000	14	15.56%	99.85%	84.50%	100.61%	97.88%	101.18%
\$210,001 \$290,000	13	14.44%	99.53%	0.00%	98.81%	99.53%	0.00%
\$290,001 and up	8	8.89%	95.20%	90.00%	98.05%	98.25%	88.50%
Median Sold/List Ratio		98.36%		90.54%	99.70%	98.39%	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



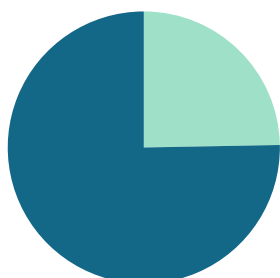
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

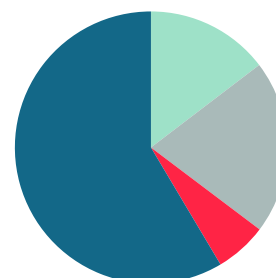


Inventory
 New Listings
146 = 24.70%
 Start Inventory
445
 Total Inventory Units
591
 Volume
\$92,125,910

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%
Median List Price	123,000	135,400	10.08%	120,000	128,750	7.29%
Median Sale Price	119,600	131,250	9.74%	118,000	125,000	5.93%
Median Percent of Selling Price to List Price	97.33%	98.36%	1.06%	97.89%	98.82%	0.95%
Median Days on Market to Sale	35.00	18.00	-48.57%	31.00	17.00	-45.16%
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

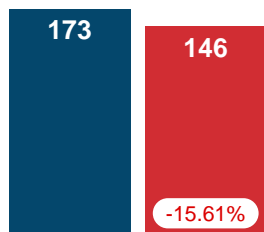
Inventory on August 31, 2020 = **360**

2019 **2020**

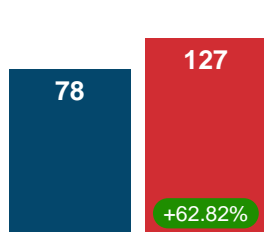
AUGUST MARKET

MEDIAN PRICES

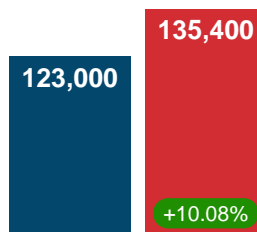
New Listings



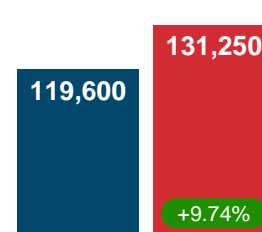
Pending Listings



List Price



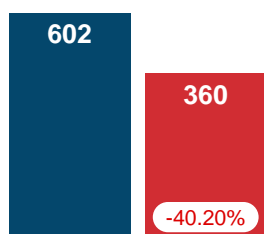
Sale Price



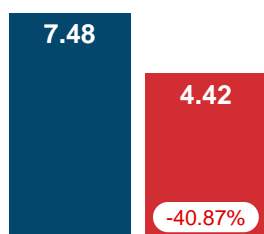
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

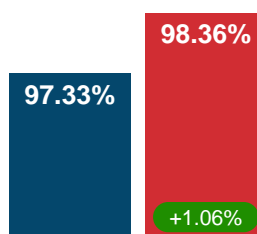
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

