

January 2020

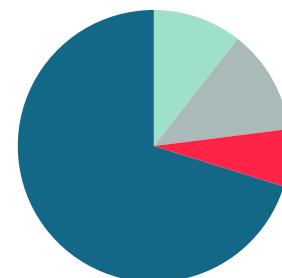
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	67	62	-7.46%
Pending Listings	59	73	23.73%
New Listings	130	121	-6.92%
Average List Price	108,760	129,701	19.25%
Average Sale Price	104,677	127,110	21.43%
Average Percent of Selling Price to List Price	96.41%	97.91%	1.56%
Average Days on Market to Sale	58.49	34.52	-40.99%
End of Month Inventory	536	412	-23.13%
Months Supply of Inventory	7.12	4.75	-33.25%



■ Closed (10.56%)
■ Pending (12.44%)
■ Other OffMarket (6.81%)
■ Active (70.19%)

Absorption: Last 12 months, an Average of **87** Sales/Month
Active Inventory as of January 31, 2020 = **412**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2020 decreased **23.13%** to 412 existing homes available for sale. Over the last 12 months this area has had an average of 87 closed sales per month. This represents an unsold inventory index of **4.75** 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 **21.43%** in January 2020 to \$127,110 versus the previous year at \$104,677.

Average Days on Market Shortens

The average number of **34.52** days that homes spent on the market before selling decreased by 23.98 days or **40.99%** in January 2020 compared to last year's same month at **58.49** DOM.

Sales Success for January 2020 is Positive

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

There were 121 New Listings in January 2020, down **6.92%** from last year at 130. Furthermore, there were 62 Closed Listings this month versus last year at 67, a **-7.46%** decrease.

Closed versus Listed trends yielded a **51.2%** ratio, down from previous year's, January 2019, at **51.5%**, a **0.58%** 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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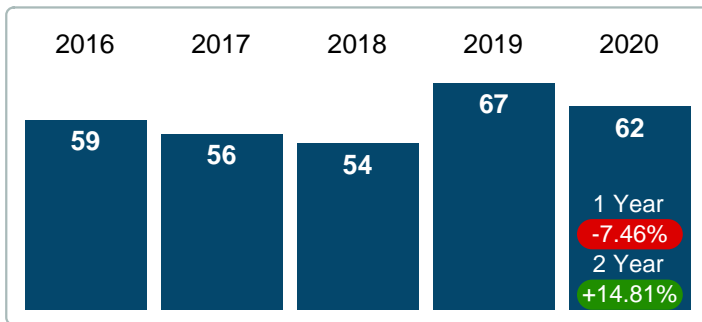
Area Delimited by County Of Washington



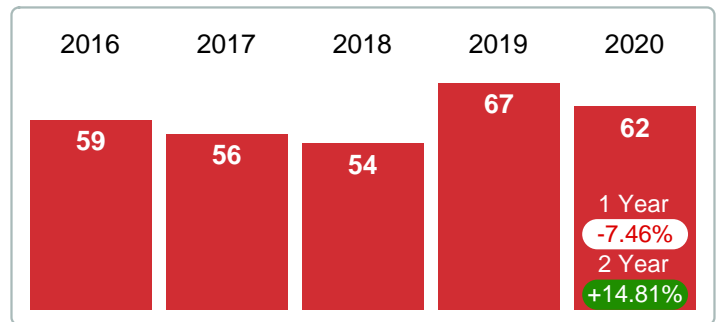
CLOSED LISTINGS

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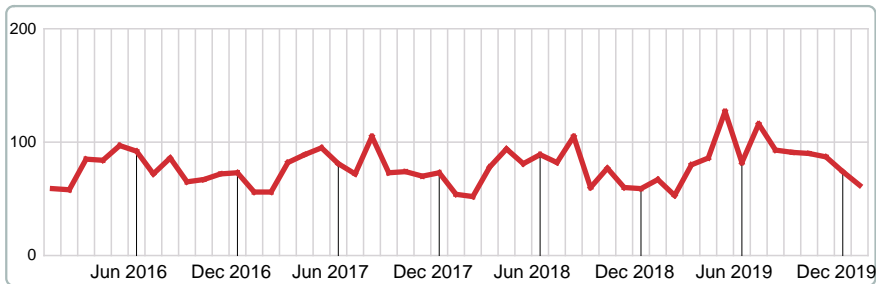
JANUARY



YEAR TO DATE (YTD)

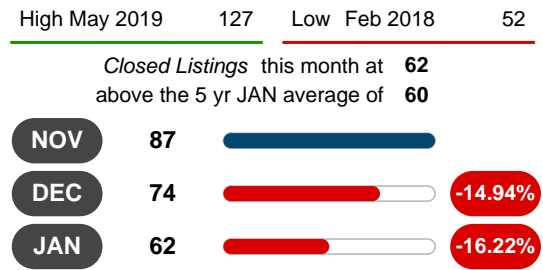


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 60



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$30,000	13	20.97%	31.2	2	11	0	0
\$30,001-\$70,000	7	11.29%	37.6	2	5	0	0
\$70,001-\$140,000	18	29.03%	29.1	2	15	1	0
\$140,001-\$180,000	10	16.13%	33.9	1	7	2	0
\$180,001-\$270,000	8	12.90%	65.6	0	2	3	3
\$270,001 and up	6	9.68%	14.2	0	3	2	1
Total Closed Units	62			7	43	8	4
Total Closed Volume	7,880,816	100%	34.5	407.75K	4.90M	1.57M	1.01M
Average Closed Price	\$127,110			\$58,250	\$113,901	\$196,038	\$251,750

January 2020

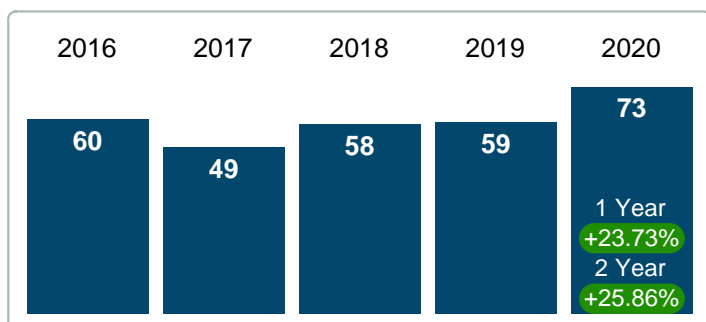
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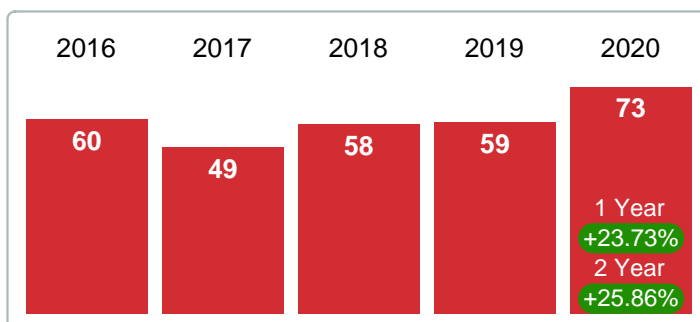
PENDING LISTINGS

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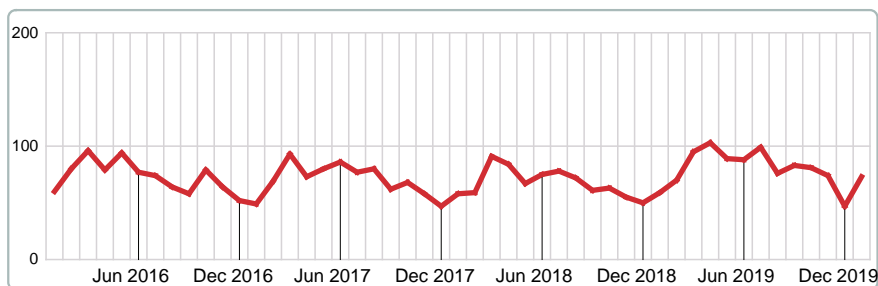
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 60

High Apr 2019 103 Low Dec 2019 47

Pending Listings this month at 73
above the 5 yr JAN average of 60



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	8.22%	50.8	4	2	0	0
\$50,001 - \$70,000	9	12.33%	24.0	2	7	0	0
\$70,001 - \$110,000	12	16.44%	38.7	1	10	1	0
\$110,001 - \$150,000	17	23.29%	40.3	0	14	2	1
\$150,001 - \$190,000	12	16.44%	66.3	0	9	3	0
\$190,001 - \$240,000	9	12.33%	68.1	2	2	5	0
\$240,001 and up	8	10.96%	60.1	1	2	3	2
Total Pending Units	73			10	46	14	3
Total Pending Volume	10,560,000	100%	24.4	1.24M	5.82M	2.73M	770.00K
Average Listing Price	\$134,140			\$123,680	\$126,528	\$195,207	\$256,667

January 2020



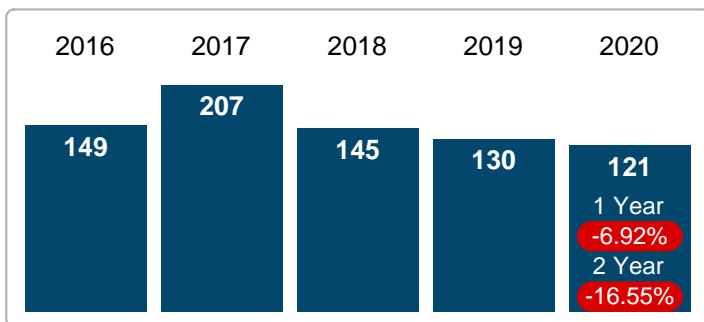
Area Delimited by County Of Washington



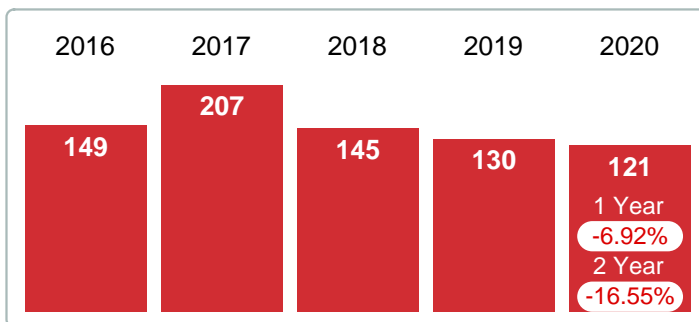
NEW LISTINGS

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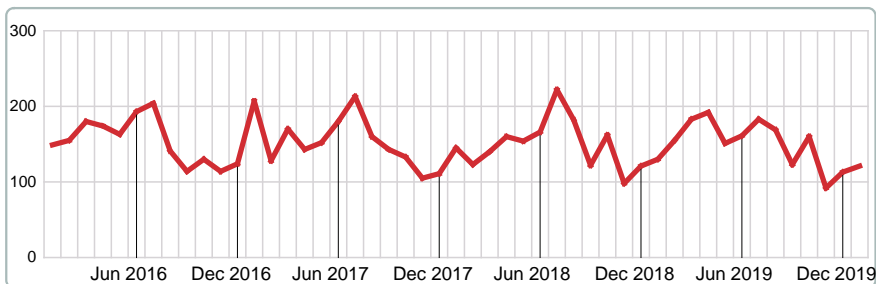
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

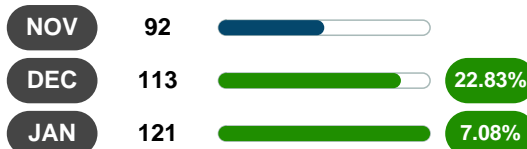


3 MONTHS

5 year JAN AVG = 150

High Jul 2018 222 Low Nov 2019 92

New Listings this month at 121
below the 5 yr JAN average of 150



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedrooms Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$60,000	25	20.66%	10	13	2	0
\$60,001-\$80,000	15	12.40%	3	11	1	0
\$80,001-\$140,000	35	28.93%	8	25	2	0
\$140,001-\$220,000	17	14.05%	3	6	8	0
\$220,001-\$340,000	16	13.22%	1	5	9	1
\$340,001 and up	13	10.74%	6	0	3	4
Total New Listed Units	121		31	60	25	5
Total New Listed Volume	19,850,859	100%	6.37M	6.11M	5.37M	2.00M
Average New Listed Listing Price	\$49,695		\$205,467	\$101,840	\$214,760	\$400,400

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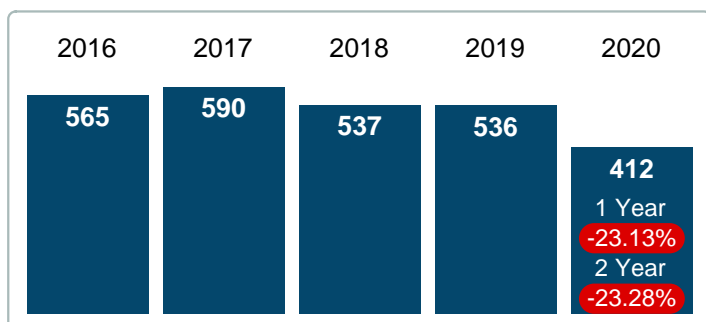
Area Delimited by County Of Washington



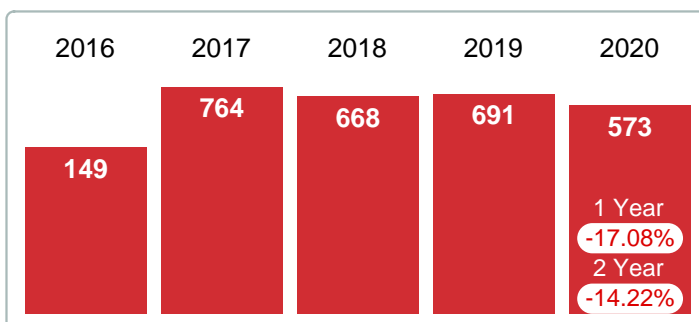
ACTIVE INVENTORY

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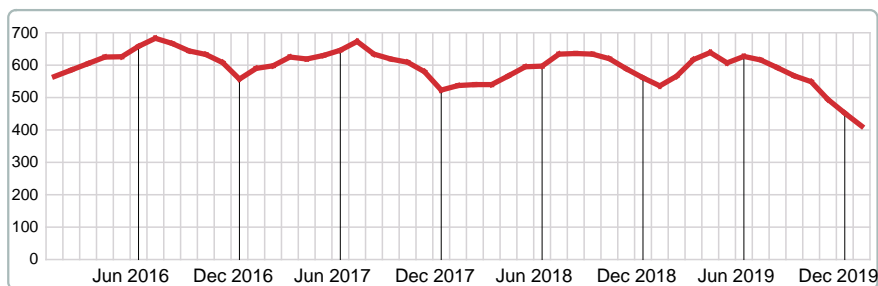
END OF JANUARY



ACTIVE DURING JANUARY

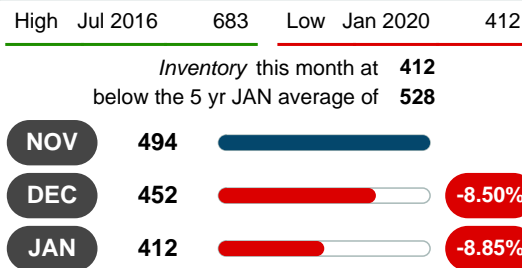


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 528



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	62	15.05%	94.7	51	10	0	1
\$25,001-\$50,000	60	14.56%	125.7	49	10	0	1
\$50,001-\$125,000	133	32.28%	100.4	86	40	7	0
\$125,001-\$225,000	61	14.81%	75.1	20	15	25	1
\$225,001-\$375,000	54	13.11%	80.4	17	7	24	6
\$375,001 and up	42	10.19%	105.0	25	4	9	4
Total Active Inventory by Units	412			248	86	65	13
Total Active Inventory by Volume	69,850,432	100%	97.3	38.18M	10.71M	16.47M	4.48M
Average Active Inventory Listing Price	\$169,540			\$153,968	\$124,541	\$253,448	\$344,737

January 2020



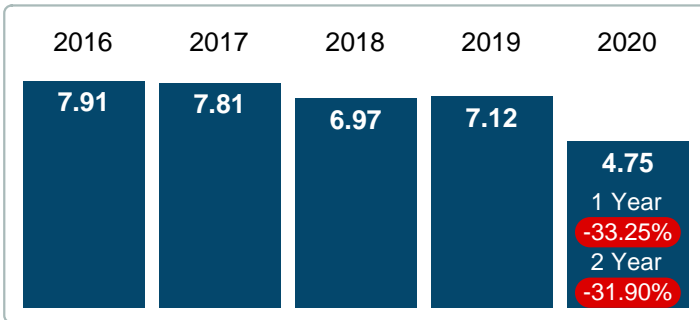
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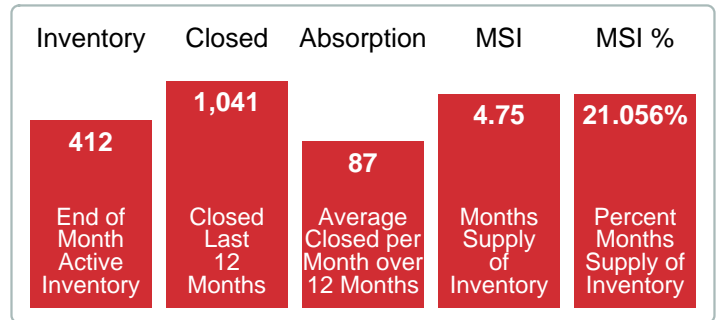
MONTHS SUPPLY of INVENTORY (MSI)

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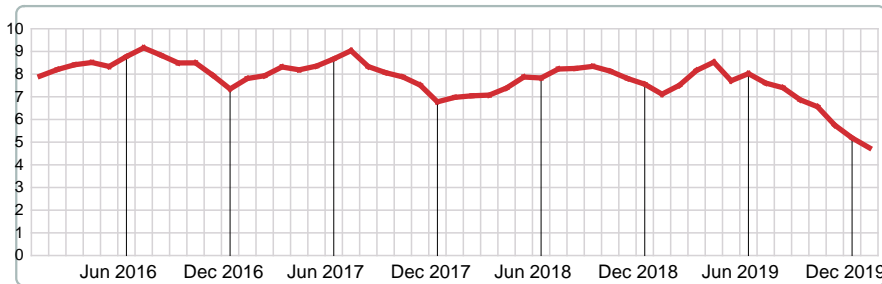
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

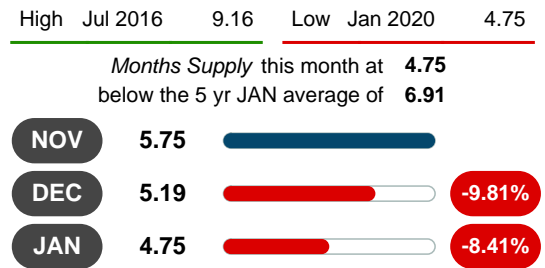


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 6.91



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	23	5.58%	2.23	3.06	1.74	0.00	0.00
\$10,001 - \$40,000	73	17.72%	10.55	20.70	1.23	0.00	0.00
\$40,001 - \$60,000	58	14.08%	9.41	17.20	3.60	6.00	0.00
\$60,001 - \$120,000	95	23.06%	4.10	13.62	1.91	2.00	0.00
\$120,001 - \$230,000	71	17.23%	2.65	30.67	1.37	2.71	0.86
\$230,001 - \$370,000	50	12.14%	4.44	27.43	2.50	2.97	6.55
\$370,001 and up	42	10.19%	20.16	50.00	8.00	12.00	12.00
Market Supply of Inventory (MSI)			4.75	15.26	1.88	2.93	5.20
Total Active Inventory by Units		100%	412	248	86	65	13

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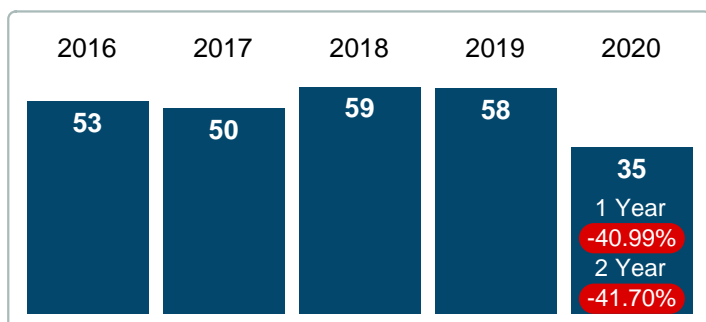
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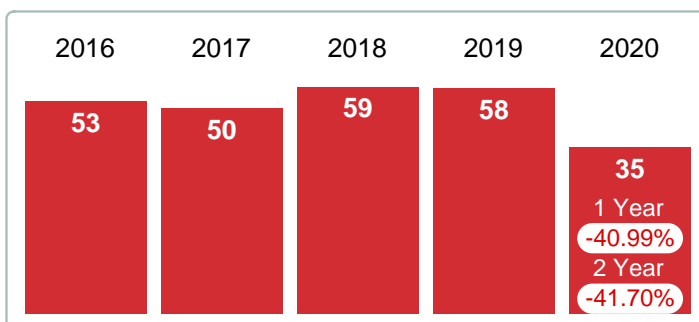
AVERAGE DAYS ON MARKET TO SALE

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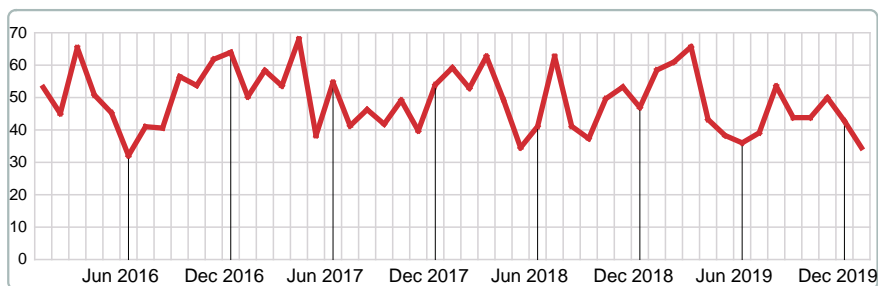
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

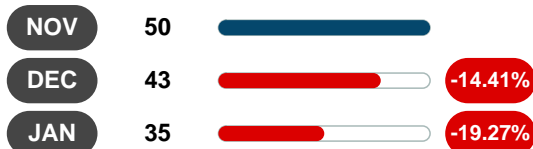


3 MONTHS

5 year JAN AVG = 51

High Apr 2017 68 Low Jun 2016 32

Average Days on Market to Sale this month at 35 below the 5 yr JAN average of 51



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$30,000	13	20.97%	31	67	25	0	0
\$30,001 \$70,000	7	11.29%	38	39	37	0	0
\$70,001 \$140,000	18	29.03%	29	8	31	39	0
\$140,001 \$180,000	10	16.13%	34	1	37	41	0
\$180,001 \$270,000	8	12.90%	66	0	87	36	81
\$270,001 and up	6	9.68%	14	0	2	38	2
Average Closed DOM	35			32	32	38	61
Total Closed Units	62	100%	35	7	43	8	4
Total Closed Volume	7,880,816			407.75K	4.90M	1.57M	1.01M

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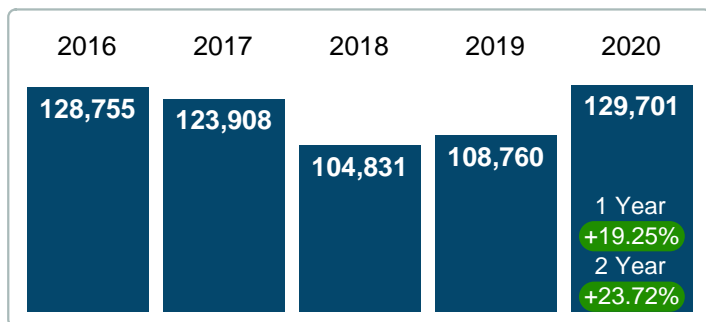
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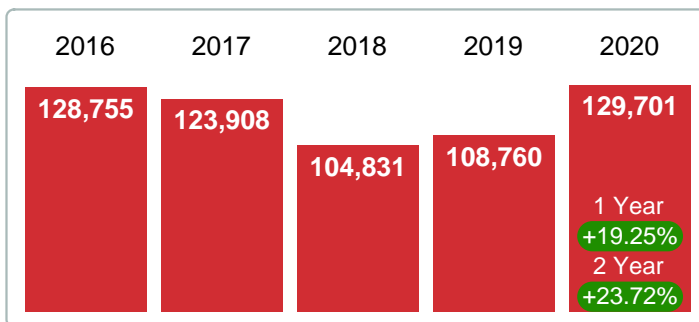
AVERAGE LIST PRICE AT CLOSING

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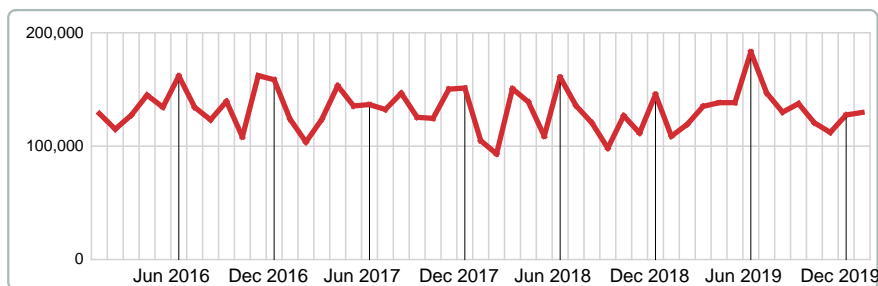
JANUARY



YEAR TO DATE (YTD)

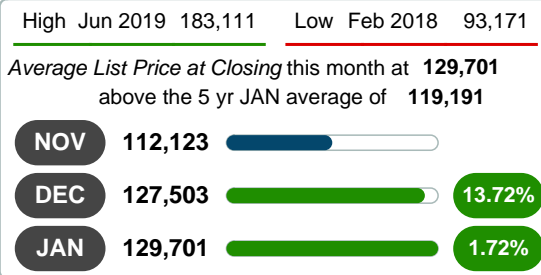


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 119,191



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$30,000	13	20.97%	2,455	725	2,770	0	0
\$30,001-\$70,000	8	12.90%	56,450	65,200	51,780	0	0
\$70,001-\$140,000	18	29.03%	106,750	76,200	107,513	78,800	0
\$140,001-\$180,000	10	16.13%	162,445	146,500	157,993	166,000	0
\$180,001-\$270,000	6	9.68%	213,700	0	224,900	192,467	236,633
\$270,001 and up	7	11.29%	389,971	0	507,300	310,000	312,900
Average List Price			129,701	61,536	115,807	201,025	255,700
Total Closed Units		100%	129,701	7	43	8	4
Total Closed Volume			8,041,470	430.75K	4.98M	1.61M	1.02M

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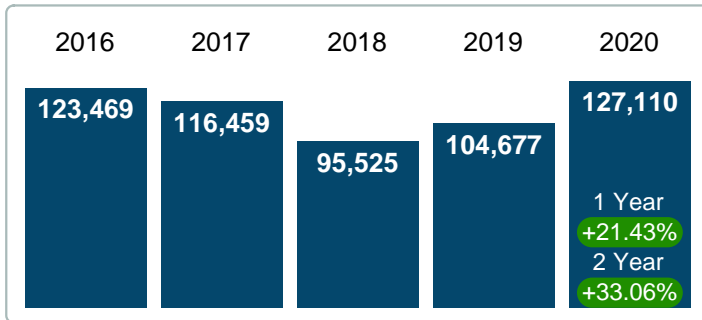
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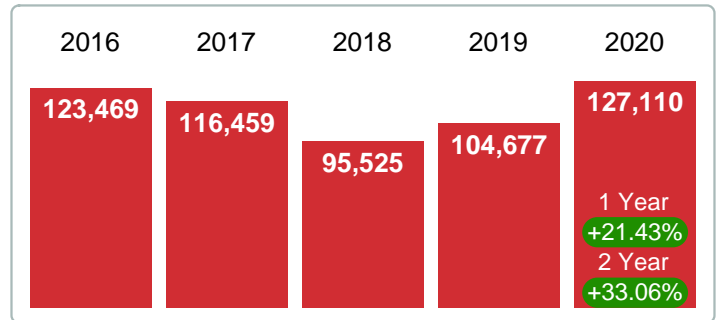
AVERAGE SOLD PRICE AT CLOSING

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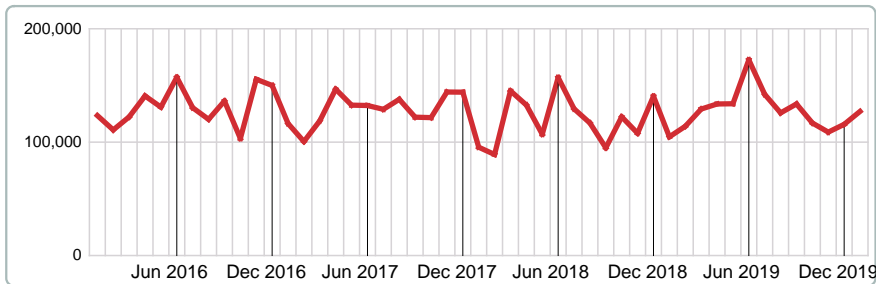
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

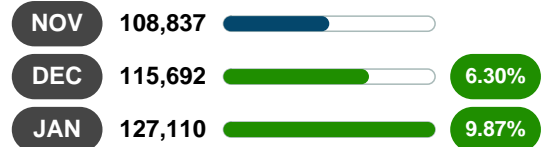


3 MONTHS

5 year JAN AVG = 113,448

High Jun 2019 172,563 Low Feb 2018 89,105

Average Sold Price at Closing this month at **127,110** above the 5 yr JAN average of **113,448**



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$30,000	13	20.97%	2,125	725	2,379	0	0
\$30,001-\$70,000	7	11.29%	51,100	56,450	48,960	0	0
\$70,001-\$140,000	18	29.03%	101,188	73,450	106,379	78,800	0
\$140,001-\$180,000	10	16.13%	155,545	146,500	156,257	157,575	0
\$180,001-\$270,000	8	12.90%	214,182	0	224,900	190,552	230,667
\$270,001 and up	6	9.68%	400,867	0	495,833	301,350	315,000
Average Sold Price			127,110	58,250	113,901	196,038	251,750
Total Closed Units		100%	127,110	7	43	8	4
Total Closed Volume			7,880,816	407.75K	4.90M	1.57M	1.01M

January 2020



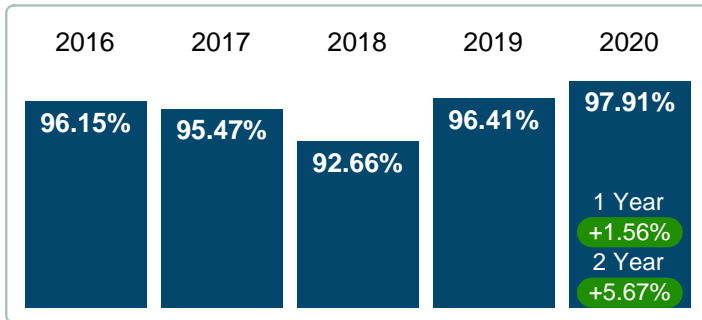
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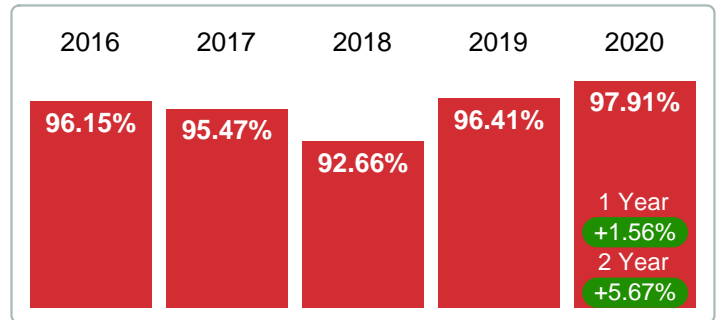
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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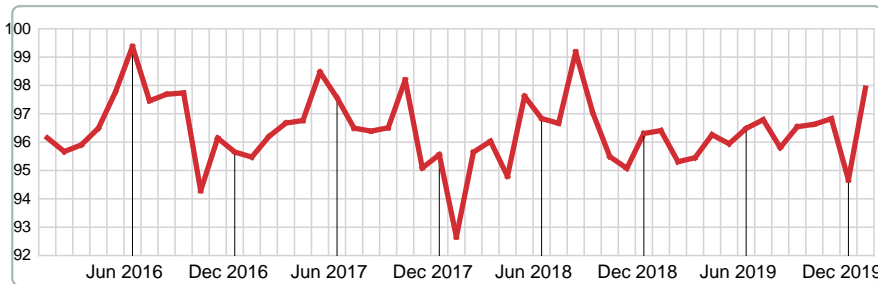
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

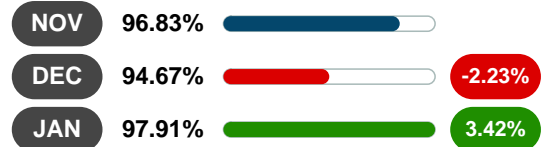


3 MONTHS

5 year JAN AVG = 95.72%

High Jun 2016 99.37% Low Jan 2018 92.66%

Average Sold/List Ratio this month at **97.91%**
above the 5 yr JAN average of **95.72%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$30,000	13	20.97%	98.55%	100.00%	98.29%	0.00%	0.00%
\$30,001 \$70,000	7	11.29%	93.15%	88.71%	94.93%	0.00%	0.00%
\$70,001 \$140,000	18	29.03%	98.71%	96.89%	98.87%	100.00%	0.00%
\$140,001 \$180,000	10	16.13%	98.23%	100.00%	99.00%	94.68%	0.00%
\$180,001 \$270,000	8	12.90%	98.70%	0.00%	100.00%	99.14%	97.40%
\$270,001 and up	6	9.68%	98.09%	0.00%	97.81%	97.21%	100.67%
Average Sold/List Ratio		97.90%		95.88%	98.26%	97.65%	98.22%
Total Closed Units		62	100%	7	43	8	4
Total Closed Volume		7,880,816		407.75K	4.90M	1.57M	1.01M

January 2020

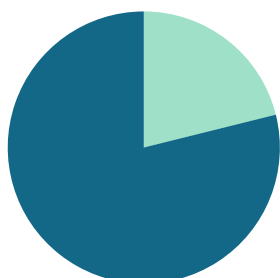
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

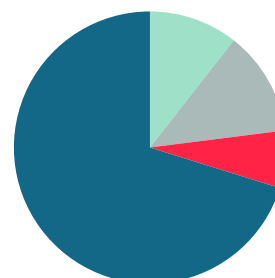


Inventory
 New Listings
121 = 21.12%
 Start Inventory
452
 Total Inventory Units
573
 Volume
\$95,761,512

Market Activity

Closed Sales
62 = 10.56%
 Pending Sales
73 = 12.44%
 Other Off Market
40 = 6.81%
 Active Inventory
412 = 70.19%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	67	62	-7.46%	67	62	-7.46%
Pending Sales	59	73	23.73%	59	73	23.73%
New Listings	130	121	-6.92%	130	121	-6.92%
Average List Price	108,760	129,701	19.25%	108,760	129,701	19.25%
Average Sale Price	104,677	127,110	21.43%	104,677	127,110	21.43%
Average Percent of Selling Price to List Price	96.41%	97.91%	1.56%	96.41%	97.91%	1.56%
Average Days on Market to Sale	58.49	34.52	-40.99%	58.49	34.52	-40.99%
Monthly Inventory	536	412	-23.13%	536	412	-23.13%
Months Supply of Inventory	7.12	4.75	-33.25%	7.12	4.75	-33.25%

Absorption: Last 12 months, an Average of **87** Sales/Month

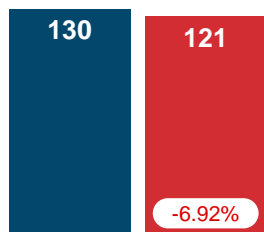
Inventory on January 31, 2020 = **412**

2019 **2020**

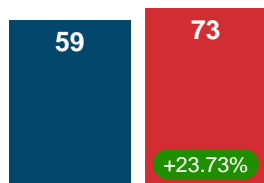
JANUARY MARKET

AVERAGE PRICES

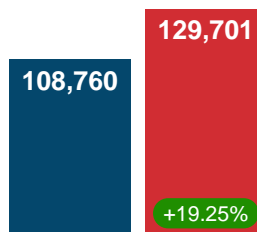
New Listings



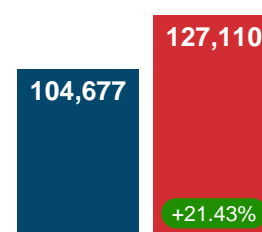
Pending Listings



List Price



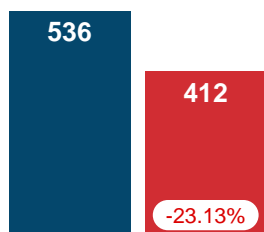
Sale Price



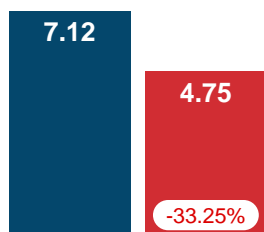
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

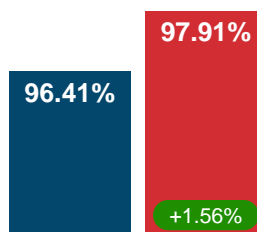
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

