

July 2020

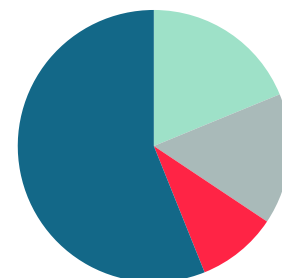
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	116	122	5.17%
Pending Listings	99	101	2.02%
New Listings	183	146	-20.22%
Median List Price	129,250	143,750	11.22%
Median Sale Price	124,000	140,000	12.90%
Median Percent of Selling Price to List Price	98.73%	98.89%	0.16%
Median Days on Market to Sale	21.00	15.00	-28.57%
End of Month Inventory	623	364	-41.57%
Months Supply of Inventory	7.64	4.47	-41.45%



■ Closed (18.80%)
■ Pending (15.56%)
■ Other OffMarket (9.55%)
■ Active (56.09%)

Absorption: Last 12 months, an Average of **81** Sales/Month
Active Inventory as of July 31, 2020 = **364**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **41.57%** to 364 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 **4.47** 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 **12.90%** in July 2020 to \$140,000 versus the previous year at \$124,000.

Median Days on Market Shortens

The median number of **15.00** days that homes spent on the market before selling decreased by 6.00 days or **28.57%** in July 2020 compared to last year's same month at **21.00** DOM.

Sales Success for July 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 July 2020, down **20.22%** from last year at 183. Furthermore, there were 122 Closed Listings this month versus last year at 116, a **5.17%** increase.

Closed versus Listed trends yielded a **83.6%** ratio, up from previous year's, July 2019, at **63.4%**, a **31.83%** 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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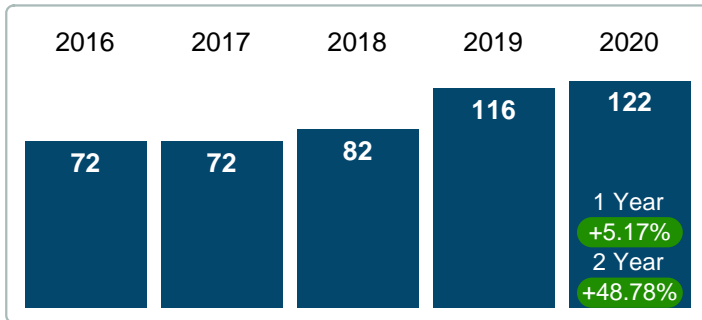
Area Delimited by County Of Washington



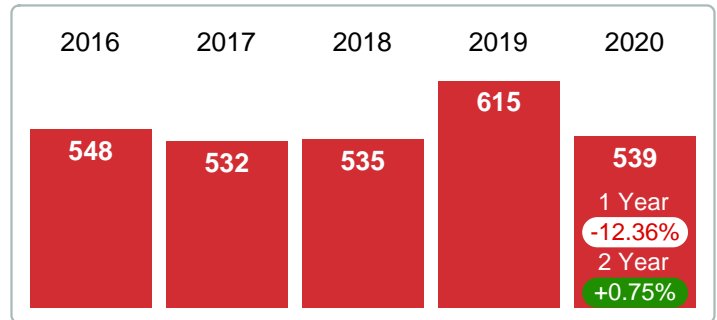
CLOSED LISTINGS

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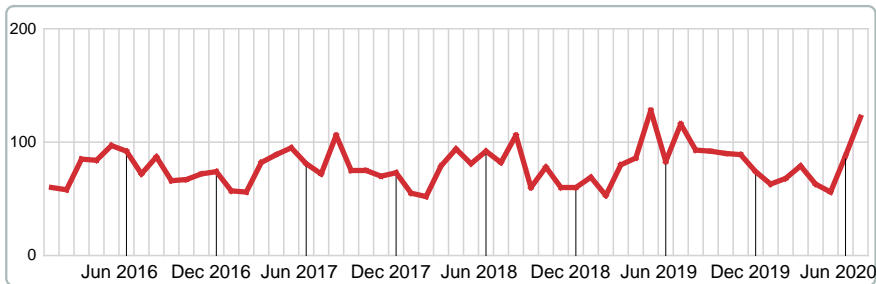
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

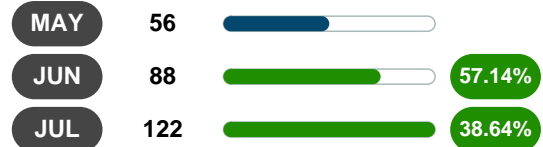


3 MONTHS

5 year JUL AVG = 93

High May 2019 128 Low Feb 2018 52

Closed Listings this month at 122 above the 5 yr JUL average of 93



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	10	8.20%	25.5	7	3	0	0
\$30,001 - \$50,000	12	9.84%	53.0	7	4	1	0
\$50,001 - \$100,000	23	18.85%	3.0	6	16	1	0
\$100,001 - \$160,000	28	22.95%	20.0	4	19	4	1
\$160,001 - \$230,000	22	18.03%	7.5	3	5	14	0
\$230,001 - \$310,000	14	11.48%	4.5	3	1	9	1
\$310,001 and up	13	10.66%	18.0	0	2	9	2
Total Closed Units	122			30	50	38	4
Total Closed Volume	19,178,430	100%	15.0	2.58M	6.05M	9.27M	1.28M
Median Closed Price	\$140,000			\$52,000	\$108,500	\$223,450	\$288,250

July 2020



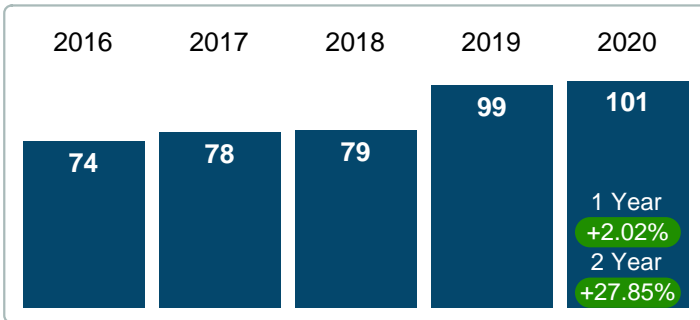
Area Delimited by County Of Washington



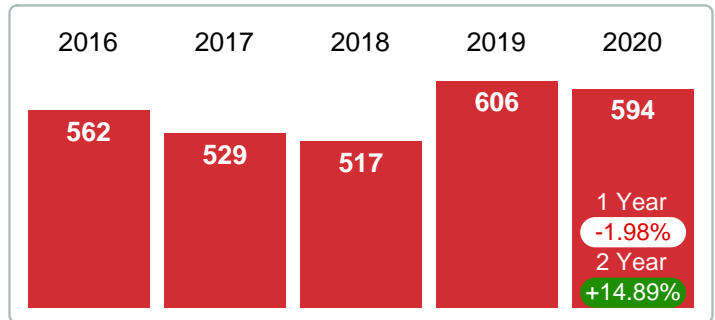
PENDING LISTINGS

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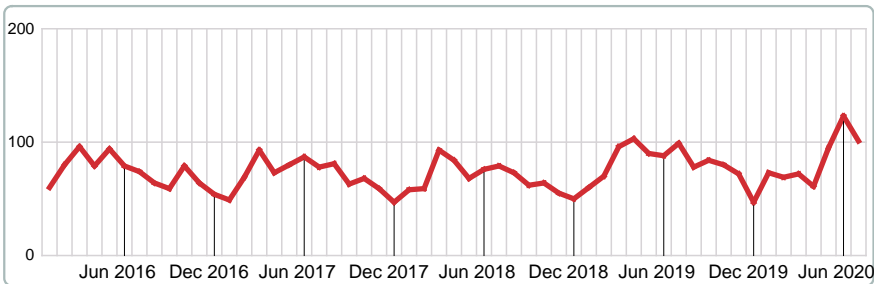
JULY



YEAR TO DATE (YTD)

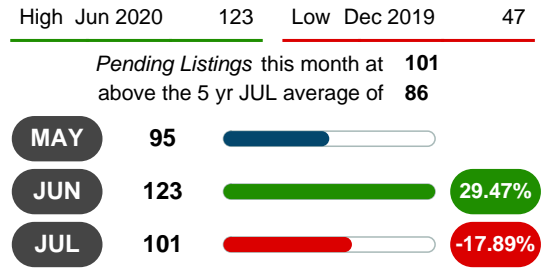


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 86



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	9	8.91%	101.0	4	5	0	0
\$30,001 - \$50,000	11	10.89%	42.0	3	7	1	0
\$50,001 - \$80,000	15	14.85%	18.0	7	7	1	0
\$80,001 - \$140,000	26	25.74%	24.0	1	23	2	0
\$140,001 - \$200,000	18	17.82%	7.5	2	10	6	0
\$200,001 - \$280,000	11	10.89%	20.0	2	0	9	0
\$280,001 and up	11	10.89%	8.0	1	1	8	1
Total Pending Units	101			20	53	27	1
Total Pending Volume	14,122,250	100%	22.0	1.93M	5.42M	6.37M	399.00K
Median Listing Price	\$123,000			\$56,250	\$110,000	\$218,000	\$399,000

July 2020



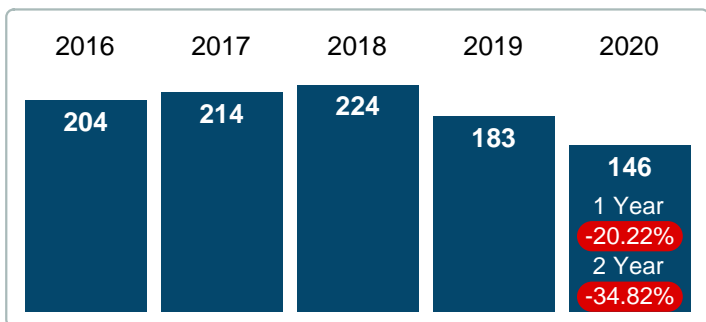
Area Delimited by County Of Washington



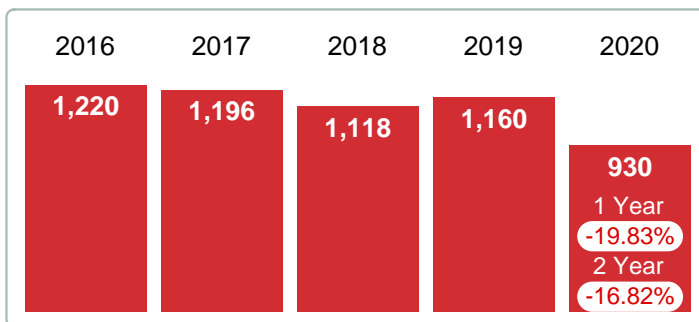
NEW LISTINGS

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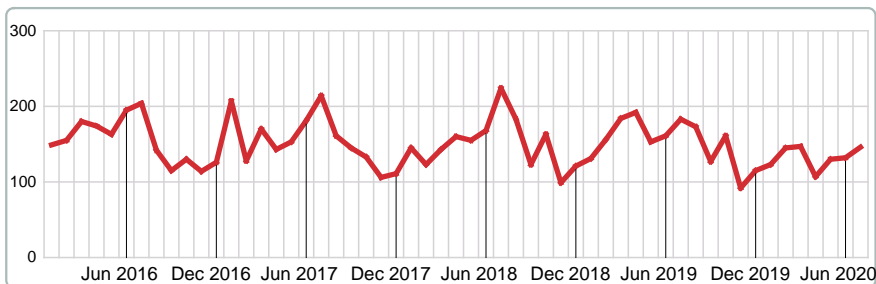
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

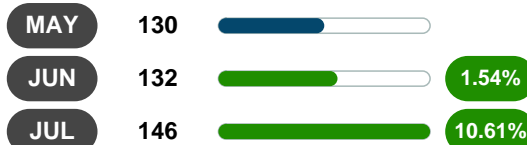


3 MONTHS

5 year JUL AVG = 194

High Jul 2018 224 Low Nov 2019 92

New Listings this month at 146
below the 5 yr JUL average of 194



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	15	10.27%	12	3	0	0
\$30,001 - \$40,000	10	6.85%	8	1	1	0
\$40,001 - \$60,000	26	17.81%	23	2	1	0
\$60,001 - \$120,000	33	22.60%	12	18	3	0
\$120,001 - \$190,000	29	19.86%	2	20	7	0
\$190,001 - \$240,000	19	13.01%	5	7	6	1
\$240,001 and up	14	9.59%	7	2	5	0
Total New Listed Units	146		69	53	23	1
Total New Listed Volume	22,317,850	100%	10.32M	7.22M	4.56M	220.00K
Median New Listed Listing Price	\$109,950		\$59,900	\$125,000	\$187,500	\$220,000

July 2020



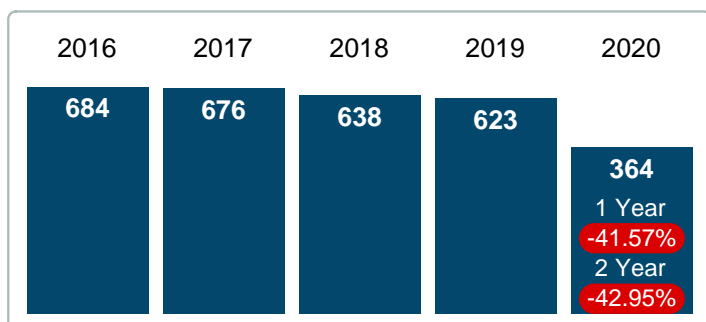
Area Delimited by County Of Washington



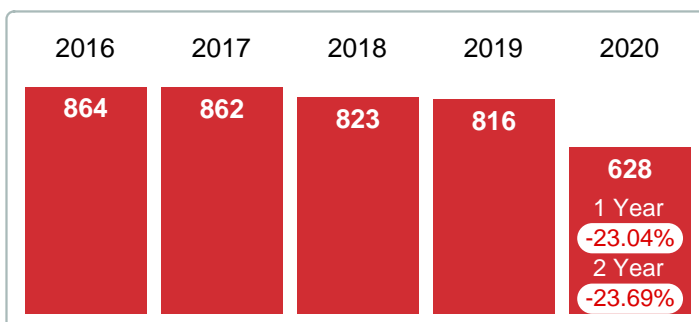
ACTIVE INVENTORY

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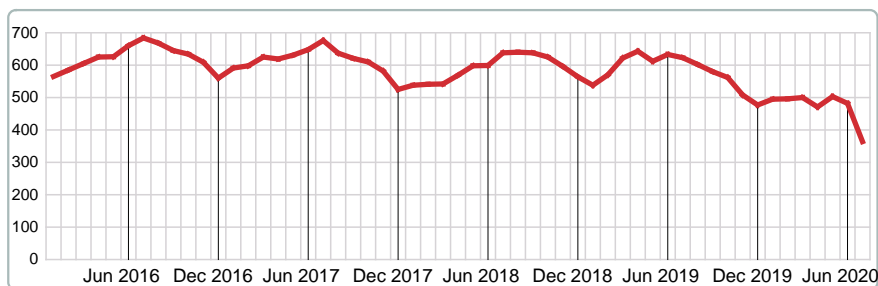
END OF JULY



ACTIVE DURING JULY

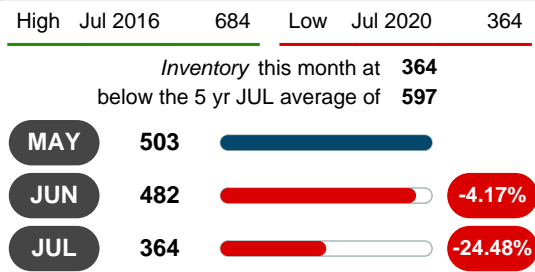


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 597



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	22	6.04%	62.5	16	5	1	0
\$10,001 - \$40,000	65	17.86%	122.0	63	2	0	0
\$40,001 - \$60,000	50	13.74%	38.0	47	2	1	0
\$60,001 - \$120,000	89	24.45%	83.0	58	26	5	0
\$120,001 - \$210,000	48	13.19%	86.0	18	18	12	0
\$210,001 - \$360,000	54	14.84%	71.5	15	14	19	6
\$360,001 and up	36	9.89%	113.5	27	2	5	2
Total Active Inventory by Units		364		244	69	43	8
Total Active Inventory by Volume		57,971,778	100%	35.44M	9.72M	10.19M	2.61M
Median Active Inventory Listing Price		\$85,000		\$60,000	\$120,000	\$217,500	\$311,450

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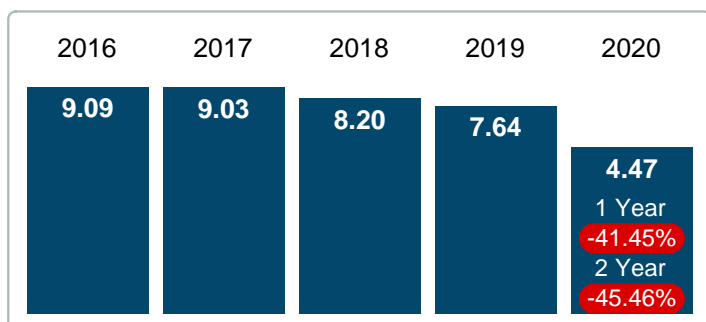
Area Delimited by County Of Washington



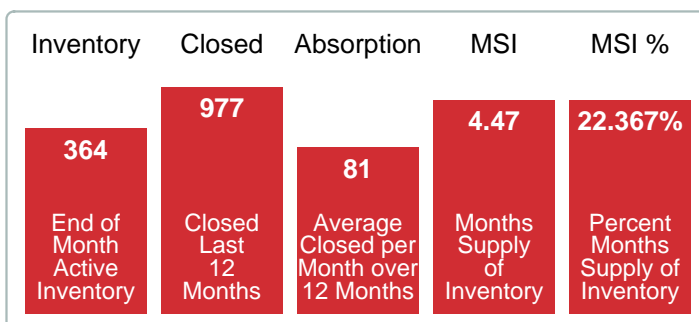
MONTHS SUPPLY of INVENTORY (MSI)

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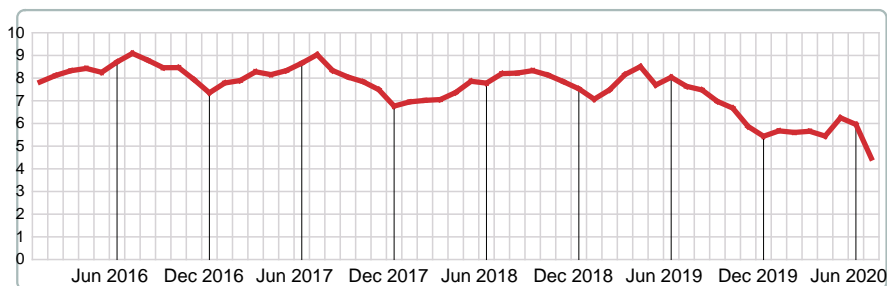
MSI FOR JULY



INDICATORS FOR JULY 2020

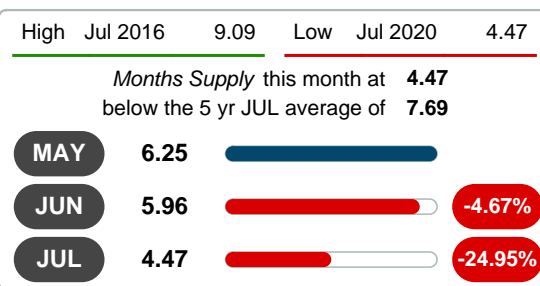


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 7.69



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	22	6.04%	3.07	5.05	1.46	2.00	0.00
\$10,001 - \$40,000	65	17.86%	8.97	15.43	0.71	0.00	0.00
\$40,001 - \$60,000	50	13.74%	8.00	15.67	0.69	3.00	0.00
\$60,001 - \$120,000	89	24.45%	4.02	14.50	1.62	2.73	0.00
\$120,001 - \$210,000	48	13.19%	2.06	12.71	1.32	1.62	0.00
\$210,001 - \$360,000	54	14.84%	4.26	25.71	5.42	2.40	3.79
\$360,001 and up	36	9.89%	13.50	54.00	3.00	4.62	4.80
Market Supply of Inventory (MSI)			4.47	14.57	1.64	2.21	2.59
Total Active Inventory by Units		100%	4.47	244	69	43	8

July 2020



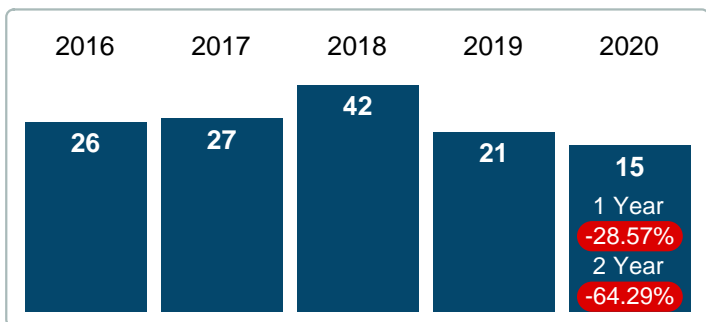
Area Delimited by County Of Washington



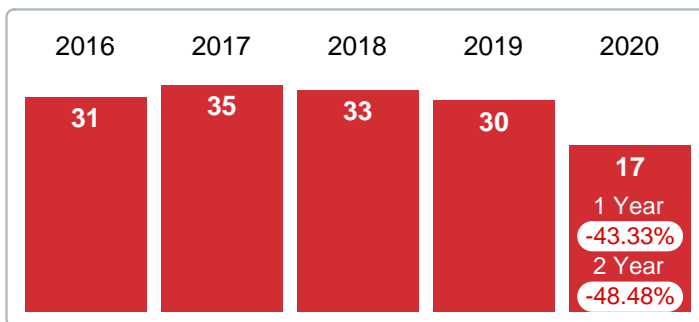
MEDIAN DAYS ON MARKET TO SALE

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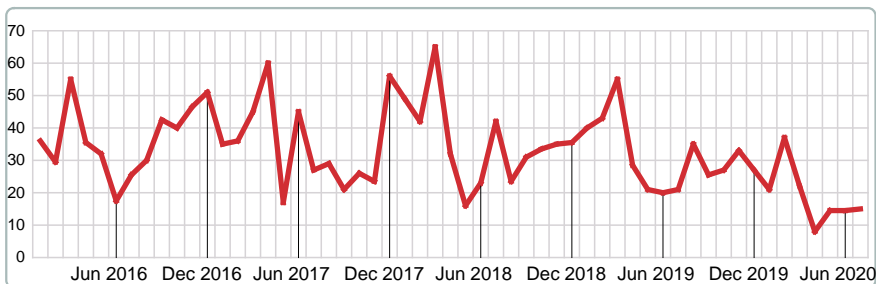
JULY



YEAR TO DATE (YTD)

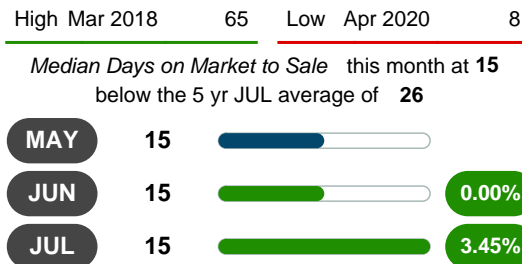


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 26



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
\$30,000 and less	8.20%	26	29	3	0	0
\$30,001 - \$50,000	9.84%	53	129	41	54	0
\$50,001 - \$100,000	18.85%	3	8	3	9	0
\$100,001 - \$160,000	22.95%	20	24	15	56	18
\$160,001 - \$230,000	18.03%	8	52	7	8	0
\$230,001 - \$310,000	11.48%	5	11	98	3	114
\$310,001 and up	10.66%	18	0	3	18	143
Median Closed DOM		15	24	10	9	115
Total Closed Units	100%	122	30	50	38	4
Total Closed Volume		19,178,430	2.58M	6.05M	9.27M	1.28M

July 2020



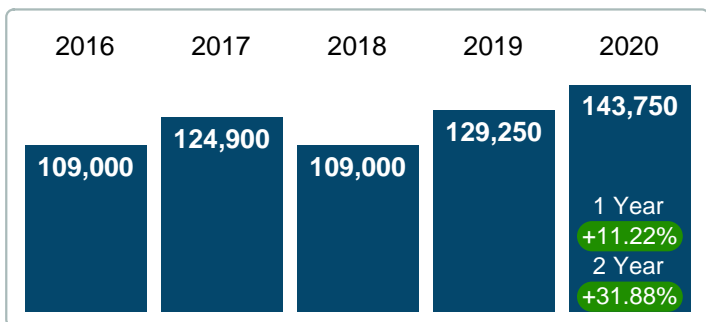
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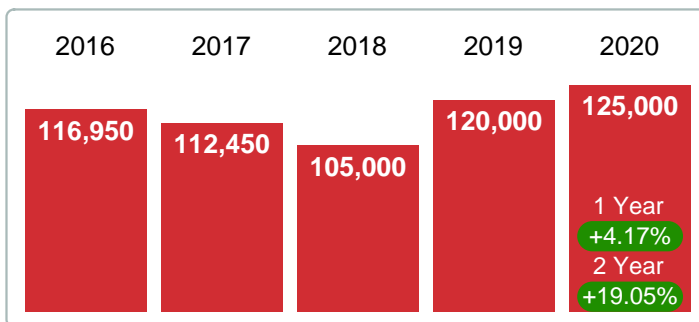
MEDIAN LIST PRICE AT CLOSING

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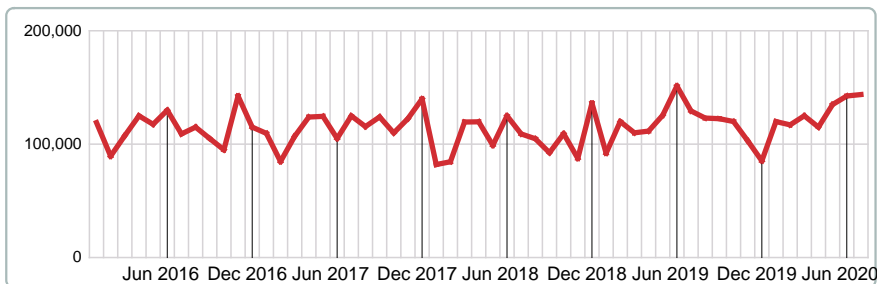
JULY



YEAR TO DATE (YTD)

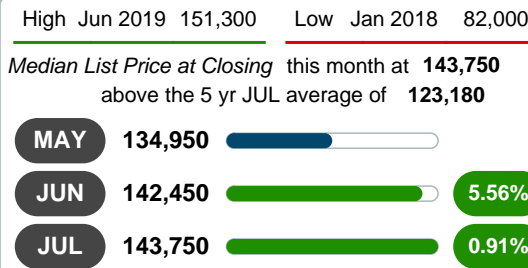


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 123,180



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		
\$30,000 and less	10	8.20%	18,750	17,500	20,000	0		
\$30,001 - \$50,000	11	9.02%	42,000	38,000	45,000	37,400		
\$50,001 - \$100,000	23	18.85%	70,000	62,000	78,300	79,900		
\$100,001 - \$160,000	27	22.13%	135,000	107,450	132,500	140,000		
\$160,001 - \$230,000	24	19.67%	189,450	199,500	189,000	187,400		
\$230,001 - \$310,000	14	11.48%	254,950	287,500	239,900	260,000		
\$310,001 and up	13	10.66%	361,500	0	511,500	361,500		
Median List Price		143,750		60,500	111,950	224,400	286,750	
Total Closed Units		122	100%	143,750	30	50	38	4
Total Closed Volume		19,673,500			2.84M	6.21M	9.32M	1.30M

July 2020



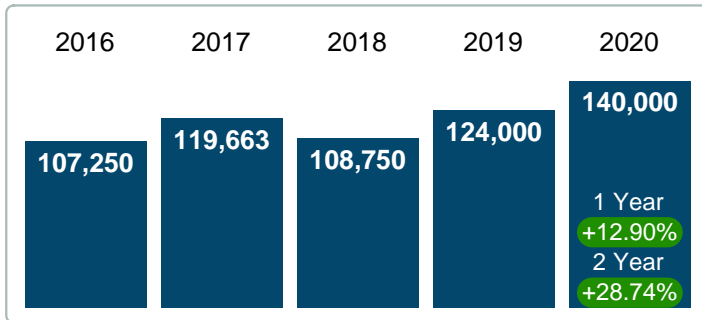
Area Delimited by County Of Washington



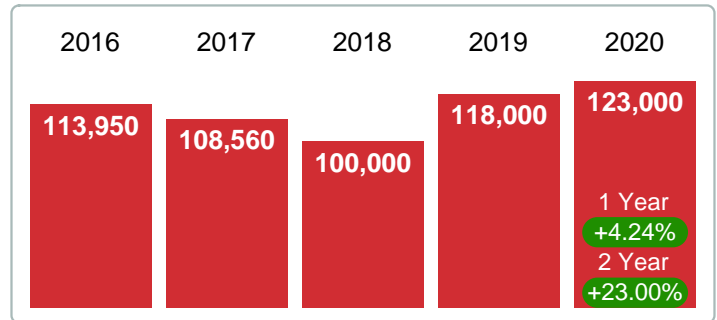
MEDIAN SOLD PRICE AT CLOSING

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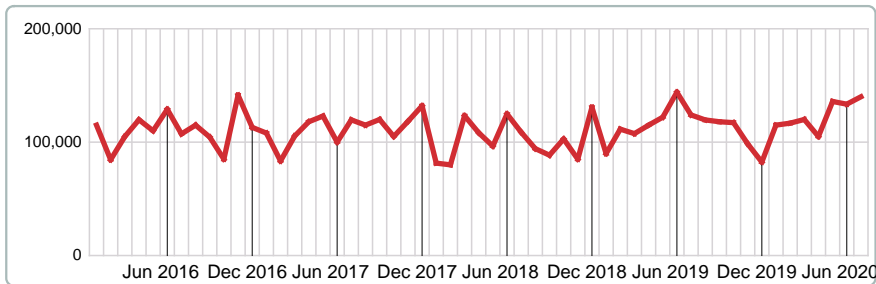
JULY



YEAR TO DATE (YTD)

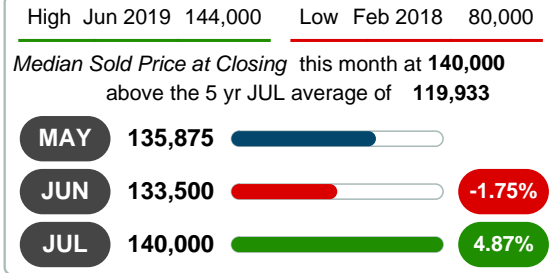


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 119,933



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
\$30,000 and less	8.20%	12,000	10,000	20,000	0	0
\$30,001 - \$50,000	9.84%	38,500	45,000	38,250	35,000	0
\$50,001 - \$100,000	18.85%	72,000	57,000	78,300	77,000	0
\$100,001 - \$160,000	22.95%	138,000	126,000	130,000	142,063	152,000
\$160,001 - \$230,000	18.03%	193,000	205,000	192,000	191,450	0
\$230,001 - \$310,000	11.48%	247,450	242,300	239,000	255,000	238,000
\$310,001 and up	10.66%	364,000	0	488,500	364,000	444,250
Median Sold Price		140,000	52,000	108,500	223,450	288,250
Total Closed Units	100%	140,000	30	50	38	4
Total Closed Volume		19,178,430	2.58M	6.05M	9.27M	1.28M

July 2020



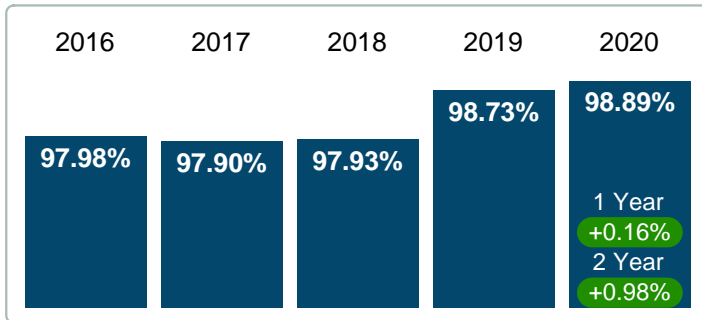
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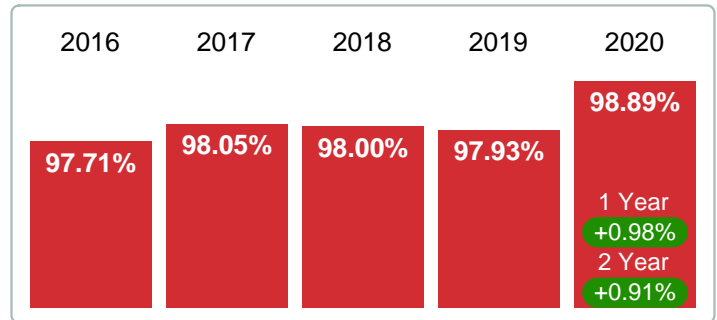
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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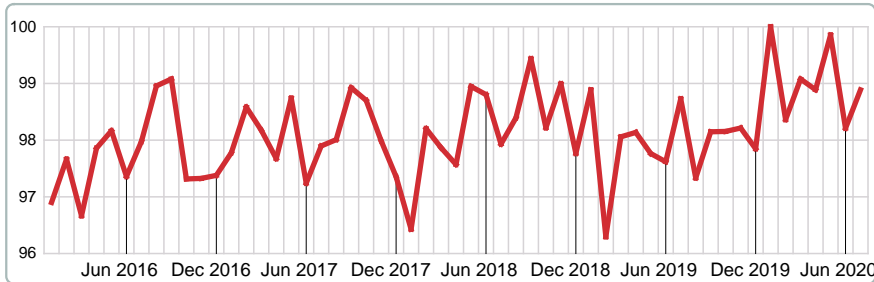
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

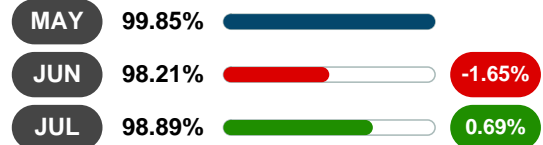


3 MONTHS

5 year JUL AVG = 98.28%

High Jan 2020 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **98.89%**
above the 5 yr JUL average of **98.28%**



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
\$30,000 and less	10	8.20%	86.67%	73.91%	93.33%	0.00%	0.00%
\$30,001 \$50,000	12	9.84%	89.53%	90.18%	87.78%	93.58%	0.00%
\$50,001 \$100,000	23	18.85%	98.21%	96.15%	99.11%	96.37%	0.00%
\$100,001 \$160,000	28	22.95%	99.27%	90.04%	99.75%	99.32%	98.13%
\$160,001 \$230,000	22	18.03%	99.74%	93.50%	98.93%	100.00%	0.00%
\$230,001 \$310,000	14	11.48%	98.67%	95.65%	99.62%	98.31%	101.28%
\$310,001 and up	13	10.66%	100.00%	0.00%	97.32%	100.00%	98.33%
Median Sold/List Ratio		98.89%		92.90%	98.96%	100.00%	99.06%
Total Closed Units		122	100%	30	50	38	4
Total Closed Volume		19,178,430		2.58M	6.05M	9.27M	1.28M

July 2020

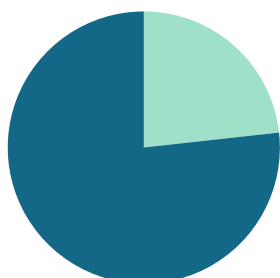
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

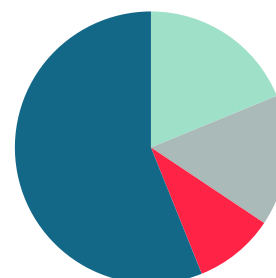


Inventory
 New Listings
146 = 23.25%
 Start Inventory
482
 Total Inventory Units
628
 Volume
\$99,821,977

Market Activity

Closed Sales
122 = 18.80%
 Pending Sales
101 = 15.56%
 Other Off Market
62 = 9.55%
 Active Inventory
364 = 56.09%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	116	122	5.17%	615	539	-12.36%
Pending Sales	99	101	2.02%	606	594	-1.98%
New Listings	183	146	-20.22%	1,160	930	-19.83%
Median List Price	129,250	143,750	11.22%	120,000	125,000	4.17%
Median Sale Price	124,000	140,000	12.90%	118,000	123,000	4.24%
Median Percent of Selling Price to List Price	98.73%	98.89%	0.16%	97.93%	98.89%	0.98%
Median Days on Market to Sale	21.00	15.00	-28.57%	30.00	17.00	-43.33%
Monthly Inventory	623	364	-41.57%	623	364	-41.57%
Months Supply of Inventory	7.64	4.47	-41.45%	7.64	4.47	-41.45%

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

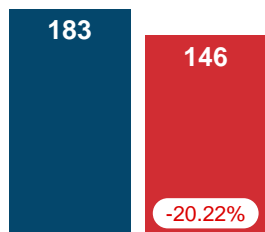
Inventory on July 31, 2020 = **364**

2019 **2020**

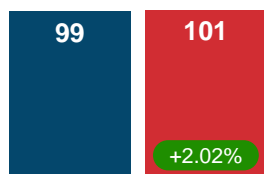
JULY MARKET

MEDIAN PRICES

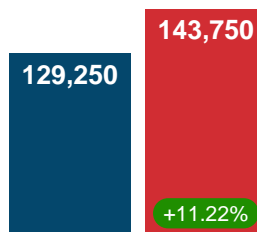
New Listings



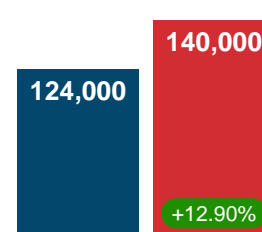
Pending Listings



List Price



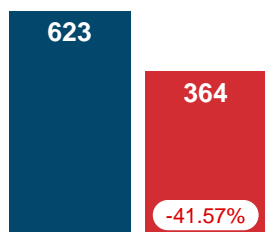
Sale Price



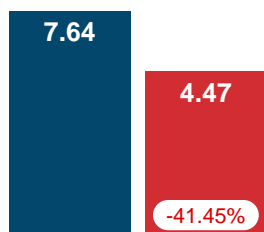
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

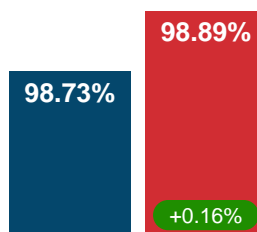
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

