

May 2020

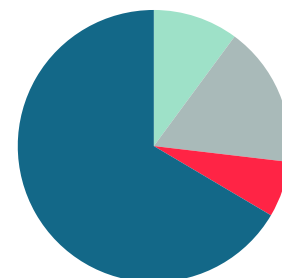
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	127	61	-51.97%
Pending Listings	89	101	13.48%
New Listings	151	133	-11.92%
Average List Price	138,371	164,942	19.20%
Average Sale Price	133,875	158,048	18.06%
Average Percent of Selling Price to List Price	95.94%	97.01%	1.11%
Average Days on Market to Sale	38.29	31.36	-18.10%
End of Month Inventory	609	401	-34.15%
Months Supply of Inventory	7.72	4.96	-35.78%



■ Closed (10.12%)
■ Pending (16.75%)
■ Other OffMarket (6.63%)
■ Active (66.50%)

Absorption: Last 12 months, an Average of **81** Sales/Month
Active Inventory as of May 31, 2020 = **401**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **34.15%** to 401 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 **4.96** 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 **18.06%** in May 2020 to \$158,048 versus the previous year at \$133,875.

Average Days on Market Shortens

The average number of **31.36** days that homes spent on the market before selling decreased by 6.93 days or **18.10%** in May 2020 compared to last year's same month at **38.29** DOM.

Sales Success for May 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 133 New Listings in May 2020, down **11.92%** from last year at 151. Furthermore, there were 61 Closed Listings this month versus last year at 127, a **-51.97%** decrease.

Closed versus Listed trends yielded a **45.9%** ratio, down from previous year's, May 2019, at **84.1%**, a **45.47%** 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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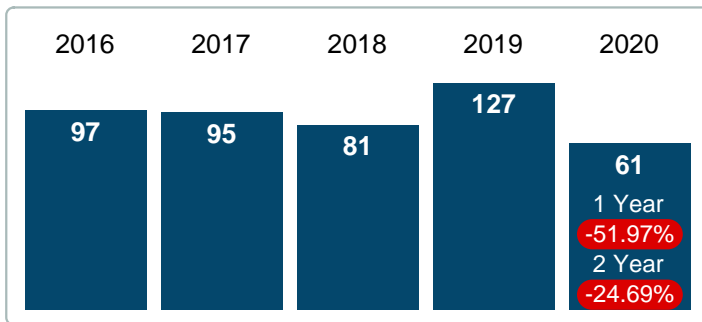
Area Delimited by County Of Washington



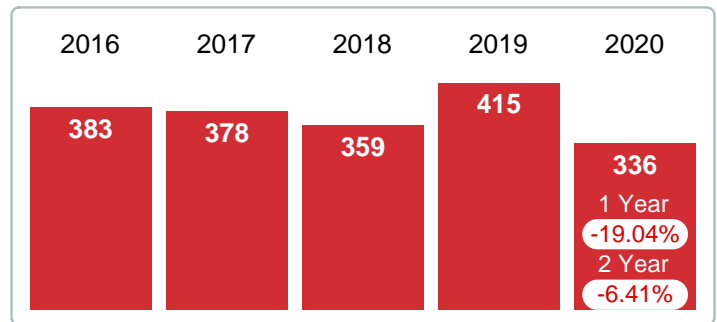
CLOSED LISTINGS

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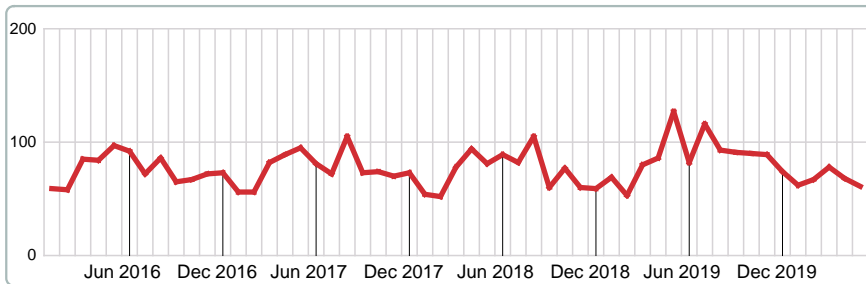
MAY



YEAR TO DATE (YTD)

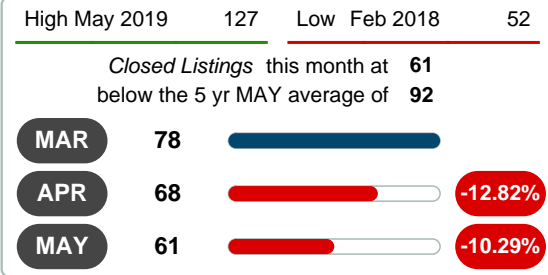


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 92



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	6	9.84%	31.2	3	3	0	0
\$25,001 - \$75,000	7	11.48%	27.3	1	4	2	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$150,000	24	39.34%	25.6	6	11	5	2
\$150,001 - \$225,000	9	14.75%	31.7	2	2	5	0
\$225,001 - \$325,000	7	11.48%	23.7	0	1	6	0
\$325,001 and up	8	13.11%	58.8	1	1	3	3
Total Closed Units	61			13	22	21	5
Total Closed Volume	9,640,914	100%	31.4	1.51M	2.37M	4.45M	1.31M
Average Closed Price	\$158,048			\$116,231	\$107,633	\$211,797	\$262,852

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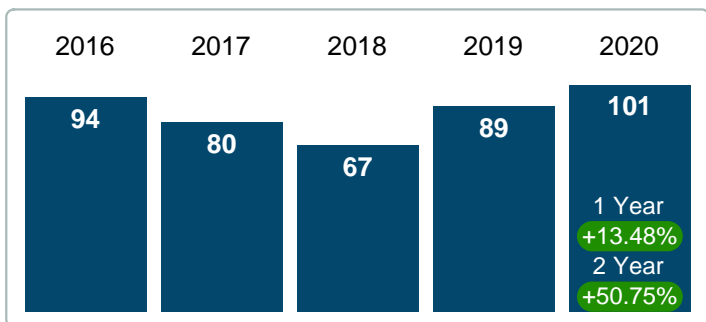
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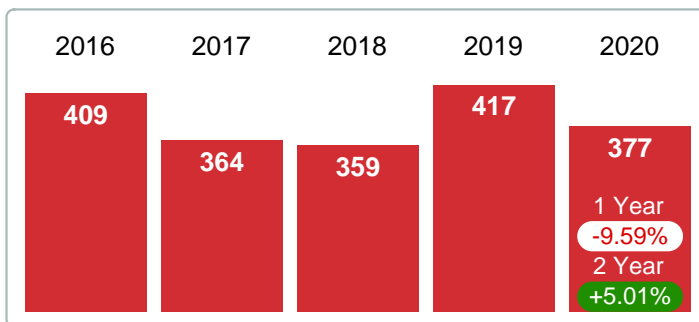
PENDING LISTINGS

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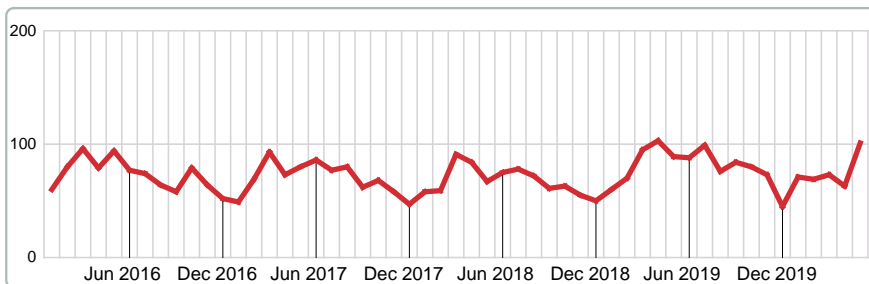
MAY



YEAR TO DATE (YTD)

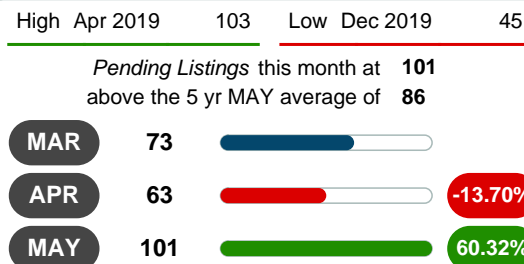


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 86



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	2.97%	53.3	2	1	0	0
\$25,001 - \$75,000	18	17.82%	64.7	7	10	1	0
\$75,001 - \$100,000	10	9.90%	22.6	1	7	2	0
\$100,001 - \$150,000	22	21.78%	20.5	1	19	2	0
\$150,001 - \$175,000	12	11.88%	48.1	1	6	4	1
\$175,001 - \$250,000	25	24.75%	26.5	5	8	11	1
\$250,001 and up	11	10.89%	56.9	0	1	7	3
Total Pending Units	101			17	52	27	5
Total Pending Volume	15,438,145	100%	25.3	1.75M	6.51M	5.85M	1.32M
Average Listing Price	\$165,200			\$103,014	\$125,285	\$216,659	\$264,460

May 2020



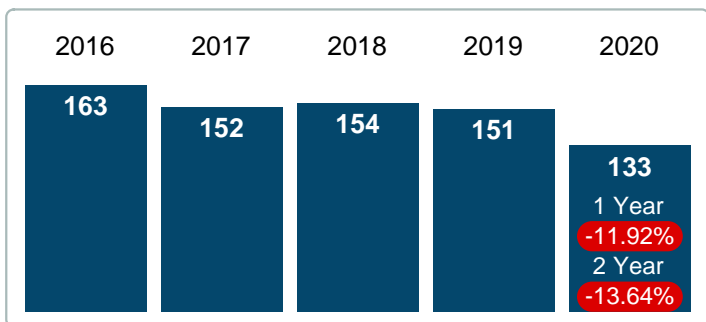
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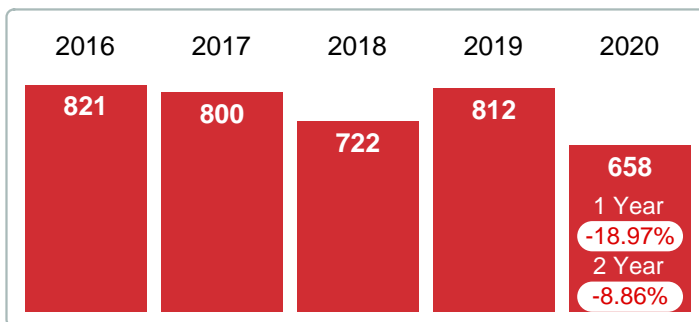
NEW LISTINGS

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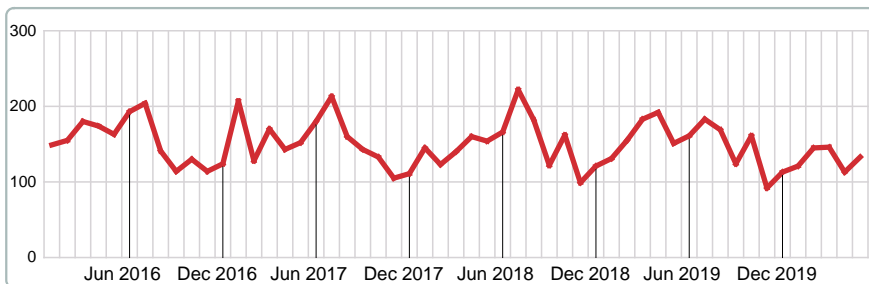
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 151

High Jul 2018 222 Low Nov 2019 92

New Listings this month at 133
below the 5 yr MAY average of 151



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	14	10.53%	8	3	3	0
\$30,001 - \$70,000	14	10.53%	9	5	0	0
\$70,001 - \$100,000	21	15.79%	5	13	3	0
\$100,001 - \$160,000	33	24.81%	6	20	6	1
\$160,001 - \$190,000	20	15.04%	3	7	10	0
\$190,001 - \$250,000	15	11.28%	4	2	6	3
\$250,001 and up	16	12.03%	3	3	8	2
Total New Listed Units	133		38	53	36	6
Total New Listed Volume	19,626,300	100%	4.59M	6.86M	6.66M	1.51M
Average New Listed Listing Price	\$121,888		\$120,853	\$129,473	\$185,126	\$251,217

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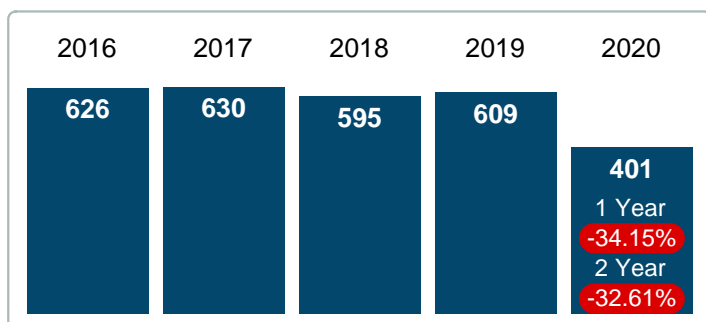
Area Delimited by County Of Washington



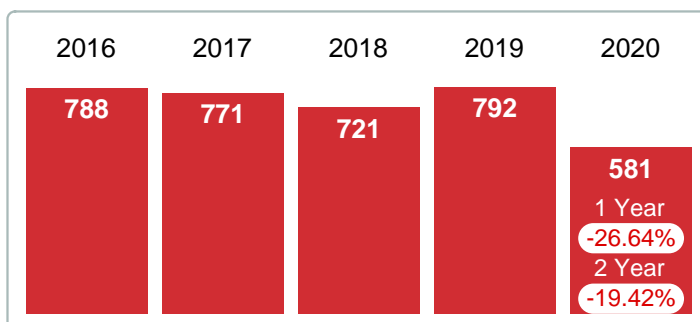
ACTIVE INVENTORY

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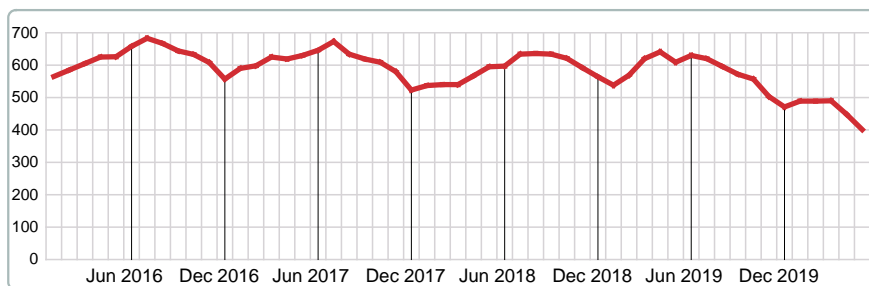
END OF MAY



ACTIVE DURING MAY

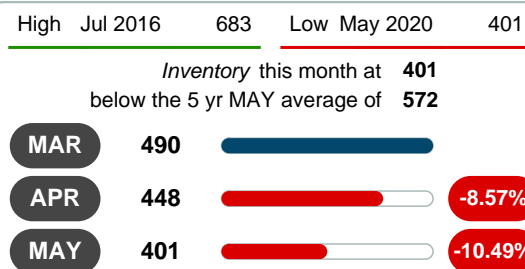


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 572



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	52	12.97%	128.7	43	6	3	0
\$25,001-\$50,000	66	16.46%	149.8	57	8	1	0
\$50,001-\$125,000	125	31.17%	107.5	86	33	6	0
\$125,001-\$225,000	63	15.71%	55.3	19	24	19	1
\$225,001-\$350,000	50	12.47%	76.4	12	8	24	6
\$350,001 and up	45	11.22%	101.5	30	1	11	3
Total Active Inventory by Units	401			247	80	64	10
Total Active Inventory by Volume	66,738,593	100%	104.5	37.89M	10.05M	15.61M	3.18M
Average Active Inventory Listing Price	\$166,430			\$153,407	\$125,607	\$243,973	\$318,420

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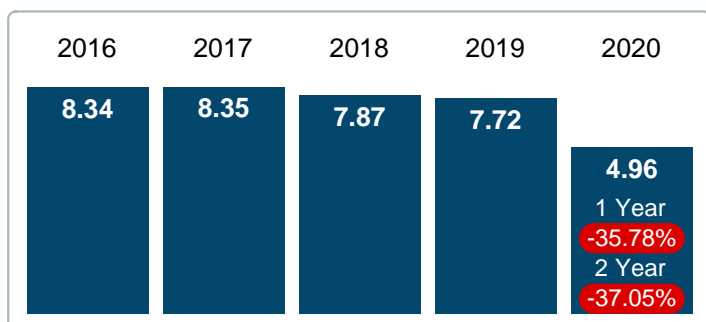
Area Delimited by County Of Washington



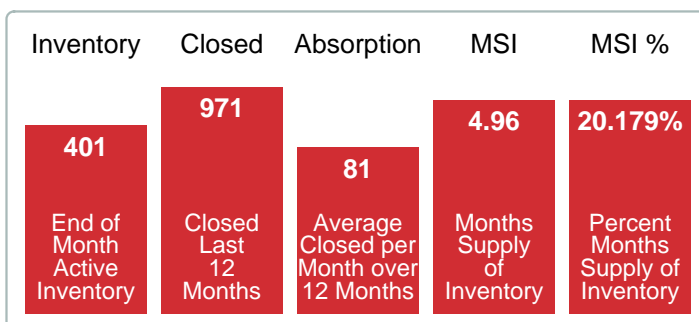
MONTHS SUPPLY of INVENTORY (MSI)

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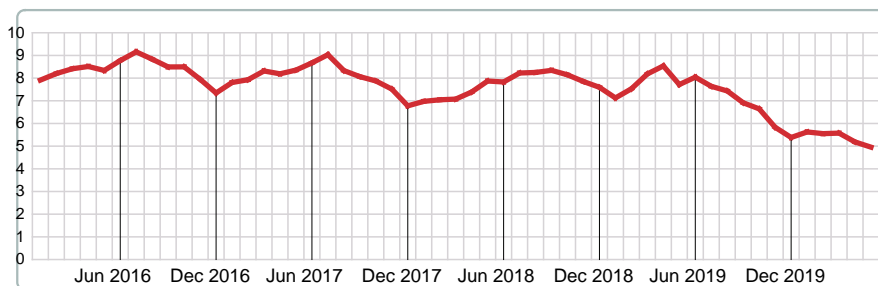
MSI FOR MAY



INDICATORS FOR MAY 2020

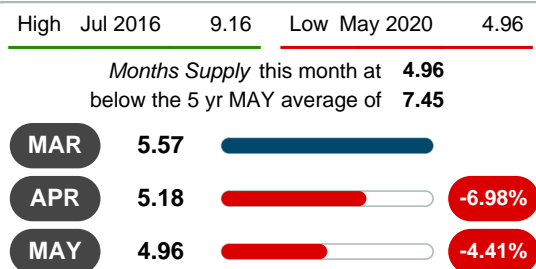


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY 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
\$20,000 and less	40	9.98%	3.45	6.00	1.09	3.60	0.00
\$20,001 \$40,000	46	11.47%	9.68	17.79	0.96	4.00	0.00
\$40,001 \$60,000	60	14.96%	10.75	21.52	2.82	0.00	0.00
\$60,001 \$130,000	101	25.19%	4.07	15.18	1.82	2.67	0.00
\$130,001 \$220,000	58	14.46%	2.89	13.71	2.03	2.56	1.50
\$220,001 \$360,000	56	13.97%	4.83	48.00	3.69	3.23	5.25
\$360,001 and up	40	9.98%	16.00	40.50	1.50	15.00	4.00
Market Supply of Inventory (MSI)			4.96	15.20	1.89	3.28	3.43
Total Active Inventory by Units		100%	4.96	247	80	64	10

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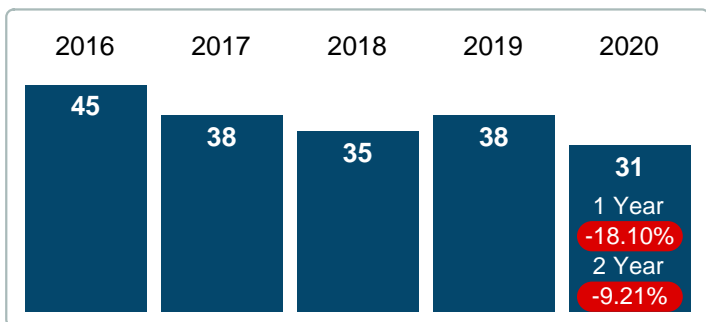
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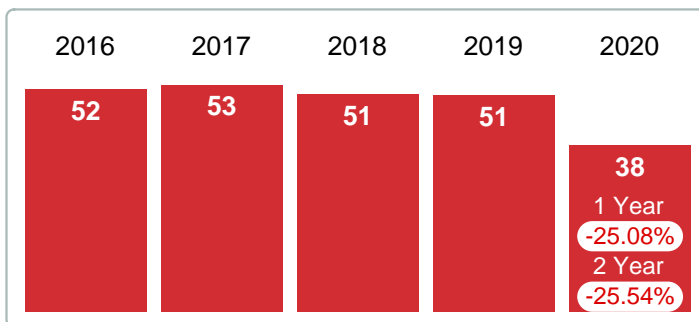
AVERAGE DAYS ON MARKET TO SALE

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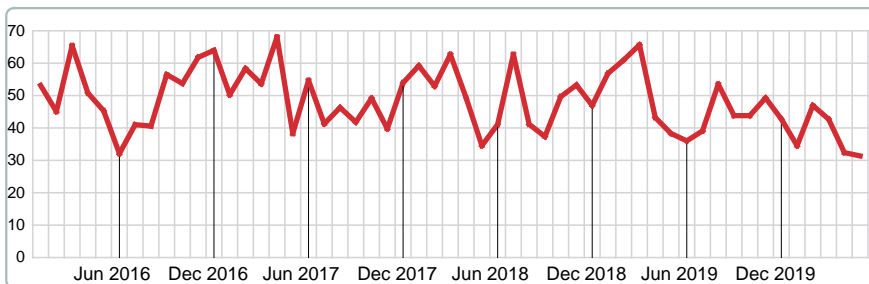
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

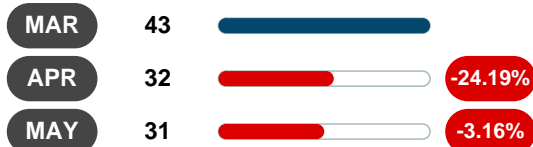


3 MONTHS

5 year MAY AVG = 38

High Apr 2017 68 Low May 2020 31

Average Days on Market to Sale this month at 31 below the 5 yr MAY average of 38



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	9.84%	31	23	39	0	0
\$25,001 - \$75,000	11.48%	27	1	30	36	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$150,000	39.34%	26	24	17	32	65
\$150,001 - \$225,000	14.75%	32	57	28	23	0
\$225,001 - \$325,000	11.48%	24	0	1	28	0
\$325,001 and up	13.11%	59	1	17	56	95
Average Closed DOM		31	25	22	32	83
Total Closed Units	100%	61	13	22	21	5
Total Closed Volume		9,640,914	1.51M	2.37M	4.45M	1.31M

May 2020



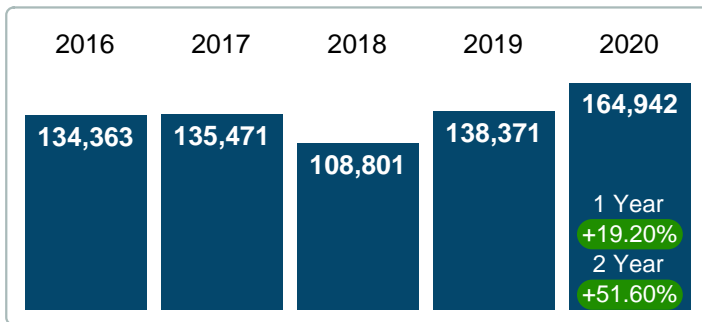
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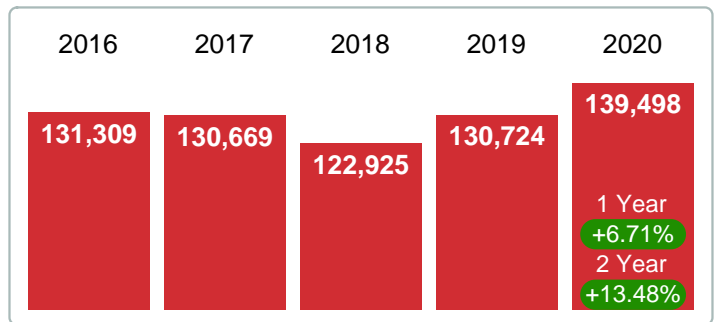
AVERAGE LIST PRICE AT CLOSING

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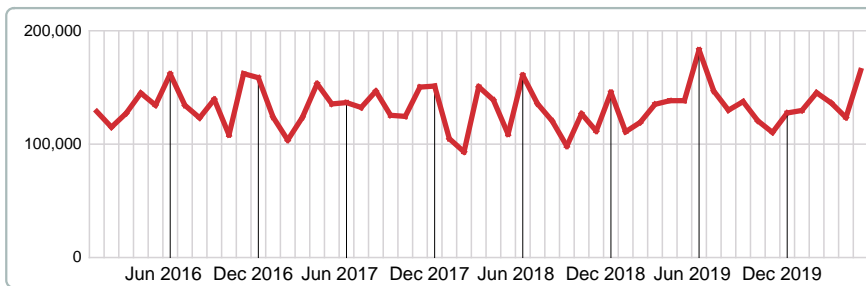
MAY



YEAR TO DATE (YTD)

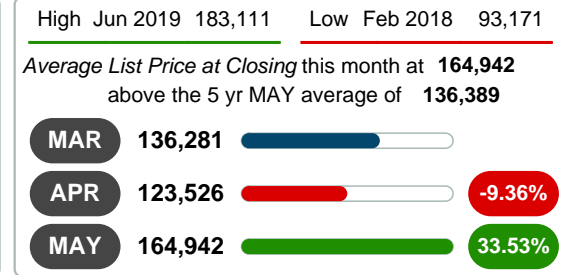


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 136,389



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	6	9.84%	4,075	7,000	1,150	0	0
\$25,001 - \$75,000	6	9.84%	57,883	50,000	59,350	69,200	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0	0
\$75,001 - \$150,000	23	37.70%	103,900	107,583	103,018	118,680	124,750
\$150,001 - \$225,000	8	13.11%	187,988	224,500	165,750	229,400	0
\$225,001 - \$325,000	10	16.39%	272,080	0	325,000	276,967	0
\$325,001 and up	8	13.11%	384,413	499,000	375,000	350,500	383,267
Average List Price			164,942	128,038	109,343	218,671	279,860
Total Closed Units		100%	164,942	13	22	21	5
Total Closed Volume			10,061,450	1.66M	2.41M	4.59M	1.40M

May 2020



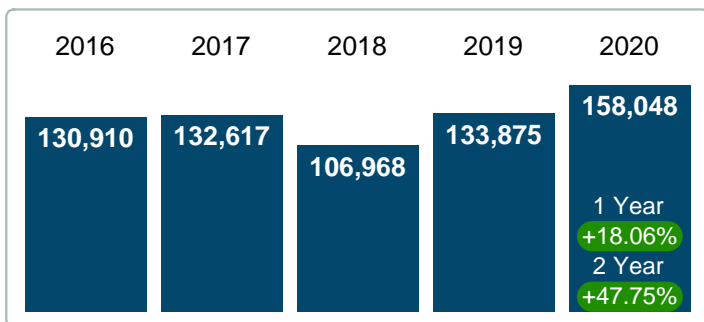
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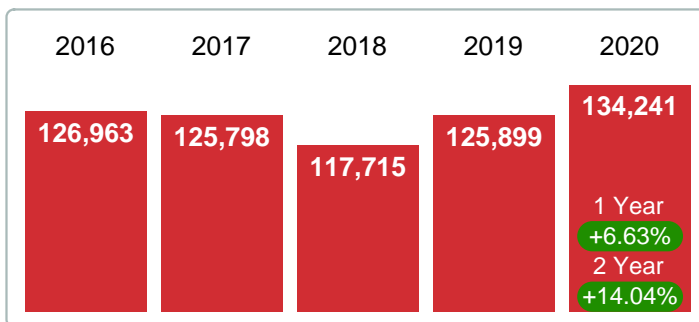
AVERAGE SOLD PRICE AT CLOSING

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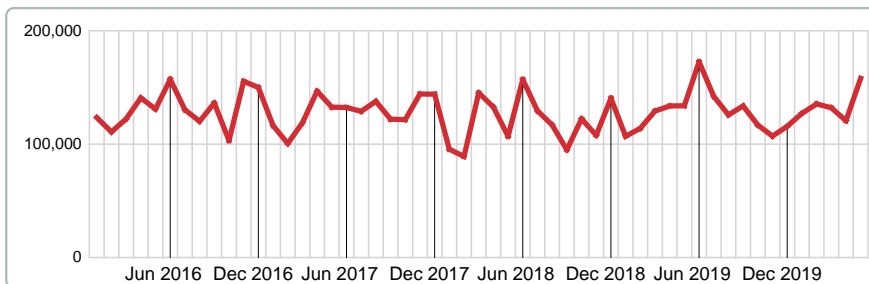
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 132,484

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

Average Sold Price at Closing this month at **158,048**
above the 5 yr MAY average of **132,484**

MAR	132,101	
APR	120,653	-8.67%
MAY	158,048	30.99%

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	9.84%	4,050	7,000	1,100	0	0
\$25,001 - \$75,000	11.48%	56,822	50,000	54,063	65,750	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$150,000	39.34%	108,044	109,833	102,891	111,450	122,500
\$150,001 - \$225,000	14.75%	203,561	203,000	163,284	219,897	0
\$225,001 - \$325,000	11.48%	277,071	0	325,000	269,083	0
\$325,001 and up	13.11%	356,783	375,000	365,000	348,333	356,420
Average Sold Price		158,048	116,231	107,633	211,797	262,852
Total Closed Units	100%	158,048	13	22	21	5
Total Closed Volume		9,640,914	1.51M	2.37M	4.45M	1.31M

May 2020



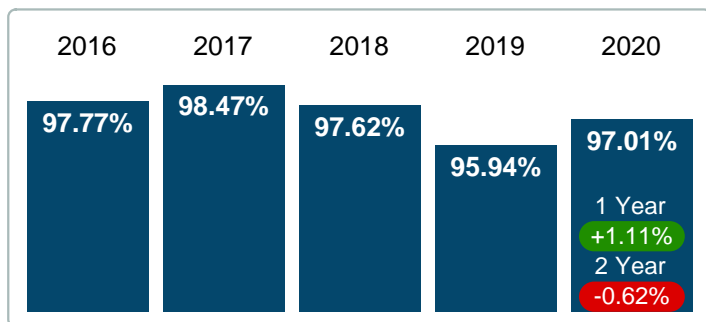
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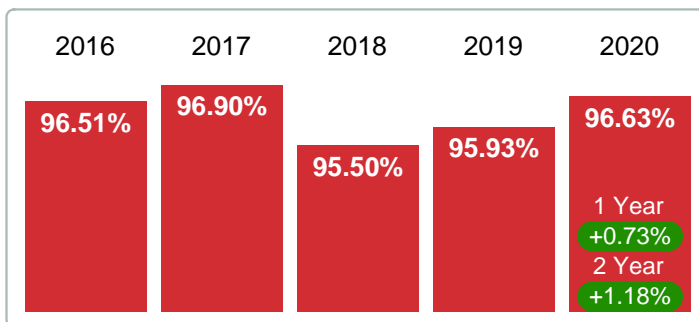
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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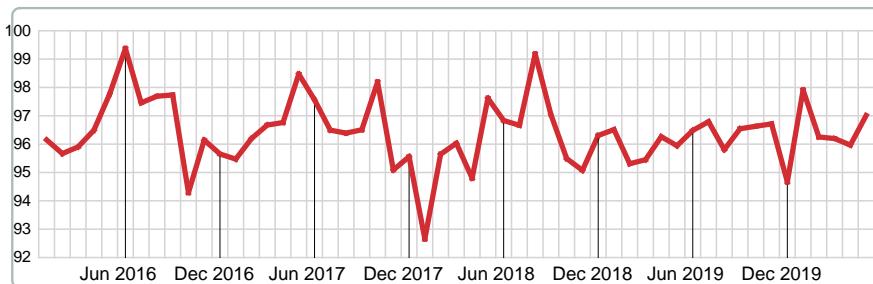
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

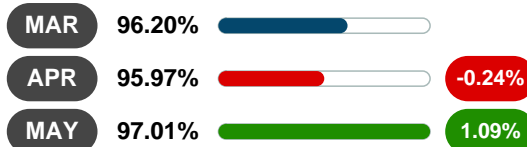


3 MONTHS

5 year MAY AVG = 97.36%

High Jun 2016 99.37% Low Jan 2018 92.66%

Average Sold/List Ratio this month at **97.01%** equal to 5 yr MAY average of **97.36%**



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	6	9.84%	98.00%	100.00%	96.00%	0.00%	0.00%
\$25,001 - \$75,000	7	11.48%	93.03%	100.00%	90.46%	94.68%	0.00%
\$75,001 - \$75,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$150,000	24	39.34%	99.37%	103.89%	99.81%	93.61%	97.74%
\$150,001 - \$225,000	9	14.75%	95.64%	91.50%	98.60%	96.11%	0.00%
\$225,001 - \$325,000	7	11.48%	97.46%	0.00%	100.00%	97.03%	0.00%
\$325,001 and up	8	13.11%	93.84%	75.15%	97.33%	99.36%	93.38%
Average Sold/List Ratio		97.00%		98.57%	97.38%	96.11%	95.13%
Total Closed Units	61	100%	97.00%	13	22	21	5
Total Closed Volume	9,640,914			1.51M	2.37M	4.45M	1.31M

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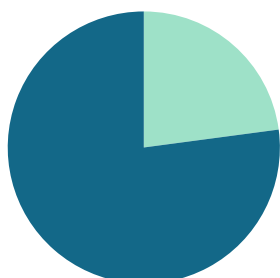
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

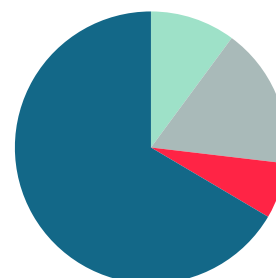


Inventory
 New Listings
133 = 22.89%
 Start Inventory
448
 Total Inventory Units
581
 Volume
\$94,634,238

Market Activity

Closed Sales
61 = 10.12%
 Pending Sales
101 = 16.75%
 Other Off Market
40 = 6.63%
 Active Inventory
401 = 66.50%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	127	61	-51.97%	415	336	-19.04%
Pending Sales	89	101	13.48%	417	377	-9.59%
New Listings	151	133	-11.92%	812	658	-18.97%
Average List Price	138,371	164,942	19.20%	130,724	139,498	6.71%
Average Sale Price	133,875	158,048	18.06%	125,899	134,241	6.63%
Average Percent of Selling Price to List Price	95.94%	97.01%	1.11%	95.93%	96.63%	0.73%
Average Days on Market to Sale	38.29	31.36	-18.10%	50.57	37.89	-25.08%
Monthly Inventory	609	401	-34.15%	609	401	-34.15%
Months Supply of Inventory	7.72	4.96	-35.78%	7.72	4.96	-35.78%

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

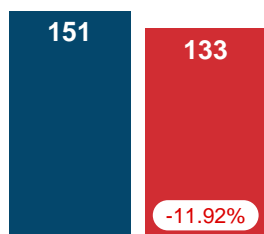
Inventory on May 31, 2020 = **401**

2019 **2020**

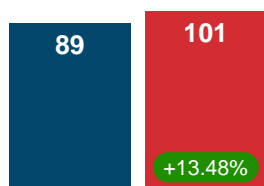
MAY MARKET

AVERAGE PRICES

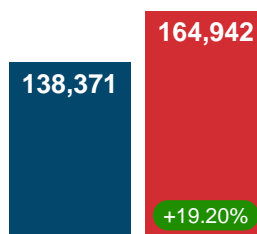
New Listings



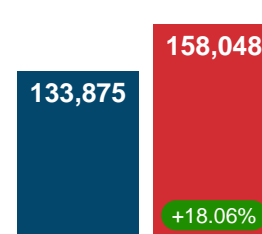
Pending Listings



List Price



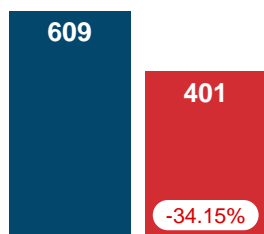
Sale Price



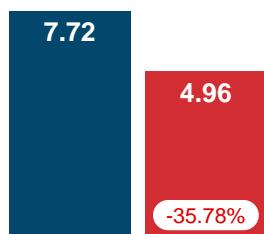
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

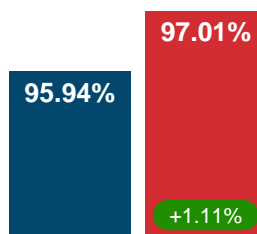
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

