

May 2020



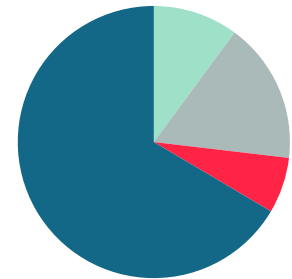
Area Delimited by County Of Washington



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%
Median List Price	125,000	125,000	0.00%
Median Sale Price	120,000	122,000	1.67%
Median Percent of Selling Price to List Price	97.83%	100.00%	2.22%
Median Days on Market to Sale	21.00	17.00	-19.05%
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.

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 **1.67%** in May 2020 to \$122,000 versus the previous year at \$120,000.

Median Days on Market Shortens

The median number of **17.00** days that homes spent on the market before selling decreased by 4.00 days or **19.05%** in May 2020 compared to last year's same month at **21.00** DOM.

Sales Success for May 2020 is Positive

Overall, with Median 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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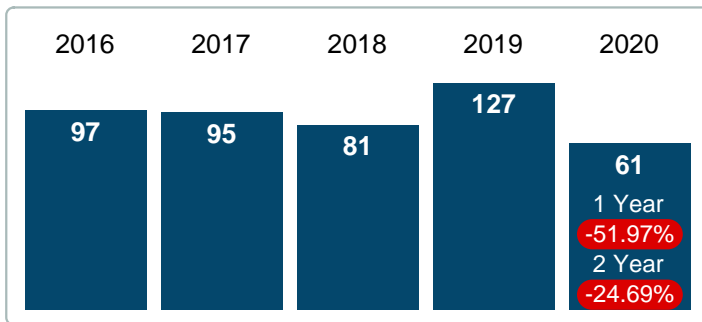
Area Delimited by County Of Washington



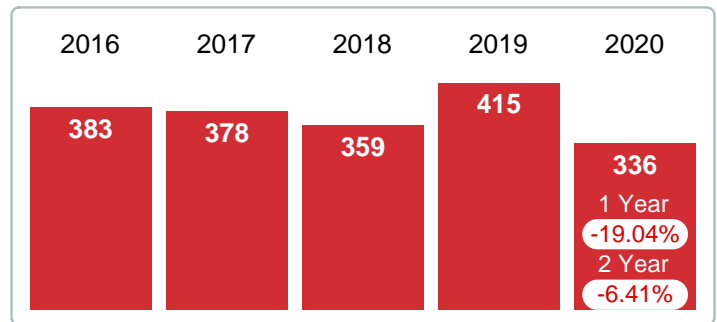
CLOSED LISTINGS

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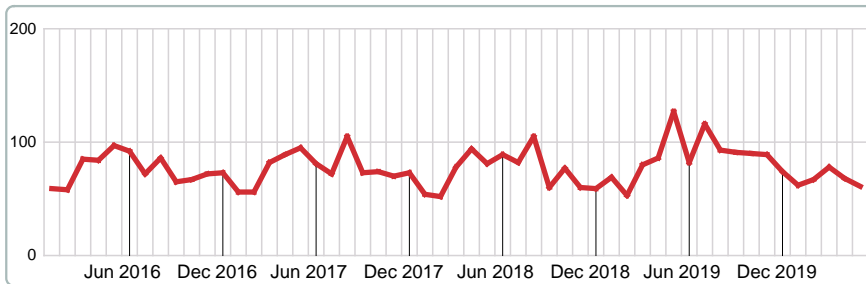
MAY



YEAR TO DATE (YTD)

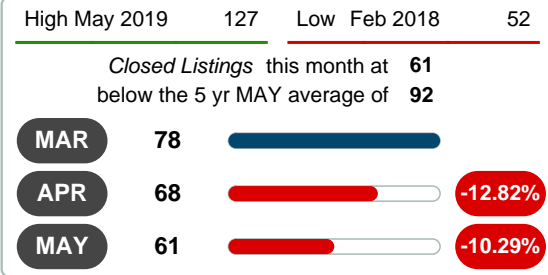


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 92



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	9.84%	29.5	3	3	0	0
\$30,001 - \$70,000	5	8.20%	34.0	1	3	1	0
\$70,001 - \$90,000	9	14.75%	13.0	2	4	3	0
\$90,001 - \$170,000	18	29.51%	11.5	4	9	3	2
\$170,001 - \$240,000	9	14.75%	10.0	2	1	6	0
\$240,001 - \$330,000	6	9.84%	4.0	0	1	5	0
\$330,001 and up	8	13.11%	29.0	1	1	3	3
Total Closed Units	61			13	22	21	5
Total Closed Volume	9,640,914	100%	17.0	1.51M	2.37M	4.45M	1.31M
Median Closed Price	\$122,000			\$110,000	\$93,450	\$220,000	\$331,760

May 2020



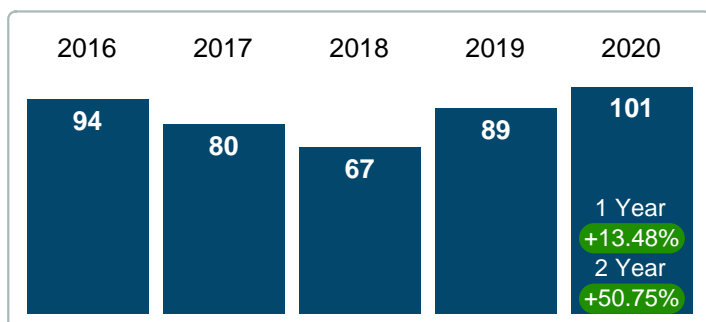
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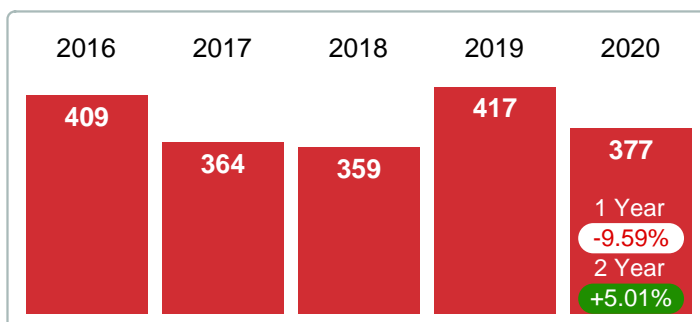
PENDING LISTINGS

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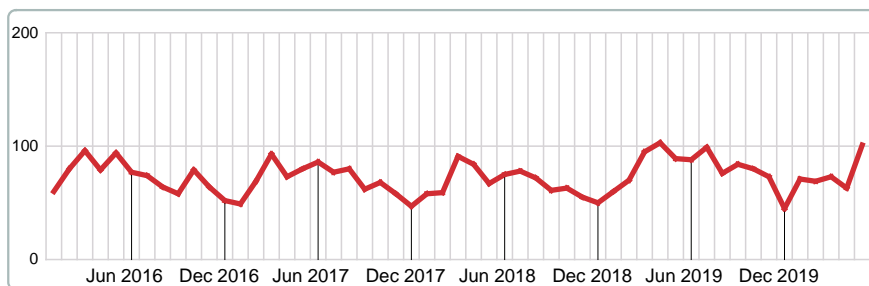
MAY



YEAR TO DATE (YTD)

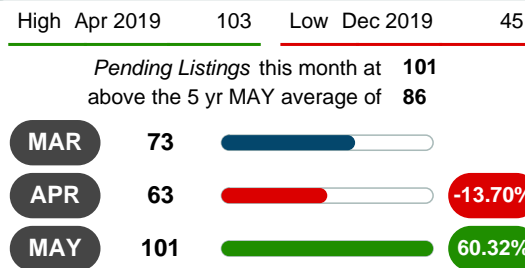


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 86



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	5.94%	72.0	4	2	0	0
\$30,001 - \$70,000	12	11.88%	59.5	5	6	1	0
\$70,001 - \$110,000	17	16.83%	8.0	1	13	3	0
\$110,001 - \$160,000	24	23.76%	16.5	2	20	1	1
\$160,001 - \$190,000	16	15.84%	11.5	1	6	9	0
\$190,001 - \$270,000	16	15.84%	7.5	4	4	7	1
\$270,001 and up	10	9.90%	45.5	0	1	6	3
Total Pending Units	101			17	52	27	5
Total Pending Volume	15,438,145	100%	16.0	1.75M	6.51M	5.85M	1.32M
Median Listing Price	\$145,000			\$66,500	\$120,800	\$189,900	\$299,900

May 2020



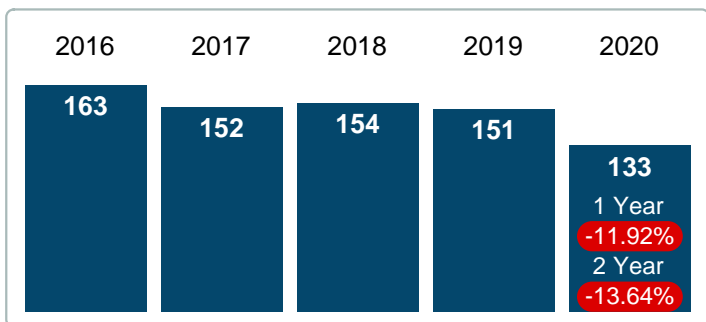
Area Delimited by County Of Washington



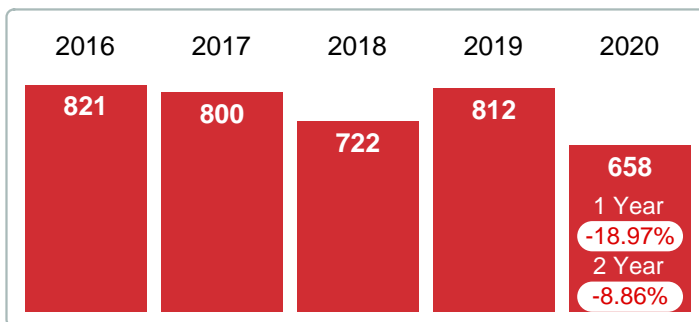
NEW LISTINGS

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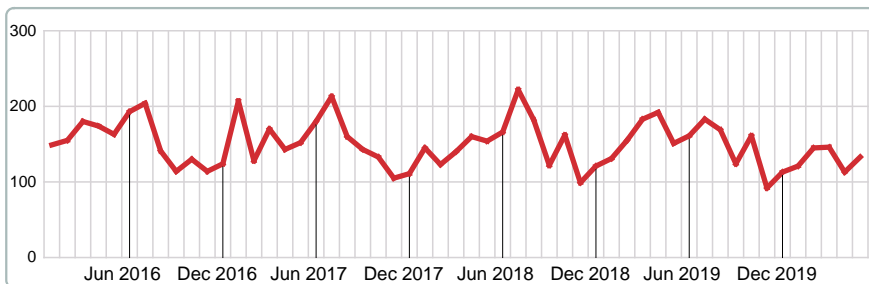
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

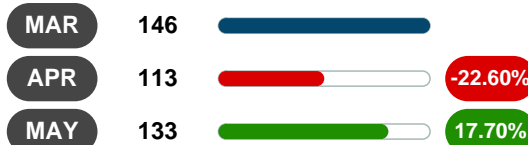


3 MONTHS

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
Median New Listed Listing Price	\$139,000		\$75,000	\$117,000	\$183,450	\$239,700

May 2020



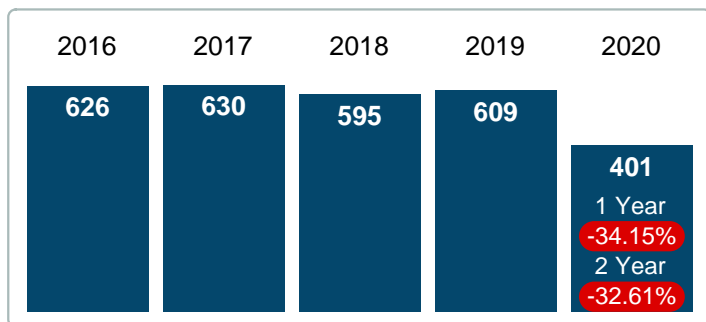
Area Delimited by County Of Washington



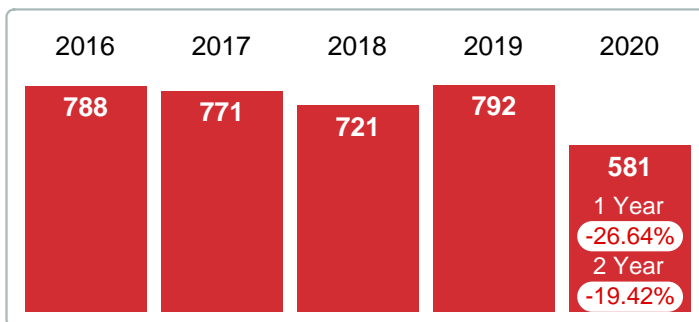
ACTIVE INVENTORY

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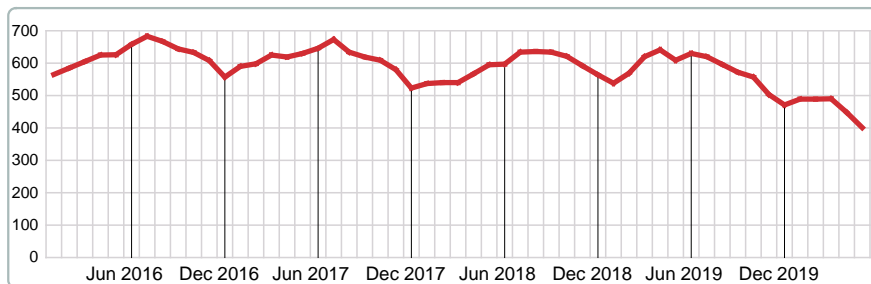
END OF MAY



ACTIVE DURING MAY

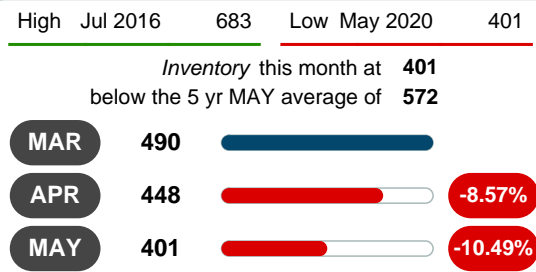


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 572



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	40	9.98%	172.0	31	6	3	0
\$20,001 - \$40,000	46	11.47%	115.0	43	2	1	0
\$40,001 - \$60,000	60	14.96%	104.0	52	8	0	0
\$60,001 - \$130,000	101	25.19%	94.0	62	33	6	0
\$130,001 - \$220,000	58	14.46%	39.5	16	22	19	1
\$220,001 - \$360,000	56	13.97%	73.5	16	8	25	7
\$360,001 and up	40	9.98%	89.5	27	1	10	2
Total Active Inventory by Units				401			
Total Active Inventory by Volume				66,738,593	100%	89.0	
Median Active Inventory Listing Price				\$85,000			
				247	80	64	10
				37.89M	10.05M	15.61M	3.18M
				\$60,000	\$109,950	\$233,750	\$321,950

May 2020



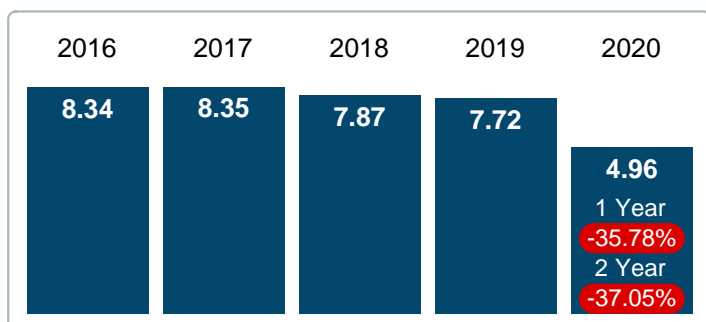
Area Delimited by County Of Washington



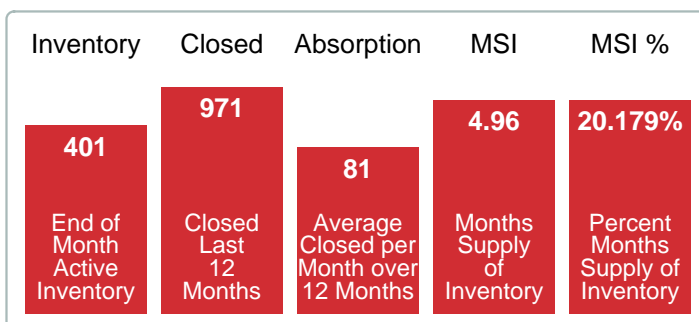
MONTHS SUPPLY of INVENTORY (MSI)

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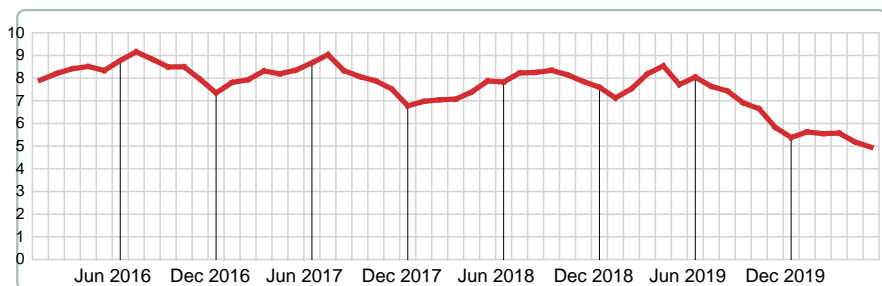
MSI FOR MAY



INDICATORS FOR MAY 2020

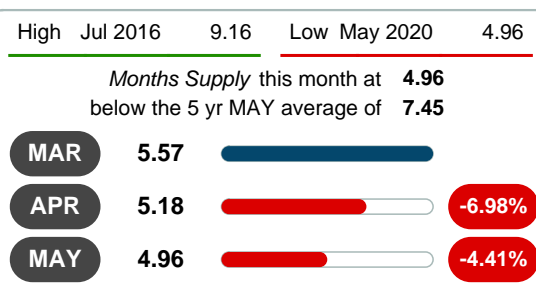


5 YEAR MARKET ACTIVITY TRENDS



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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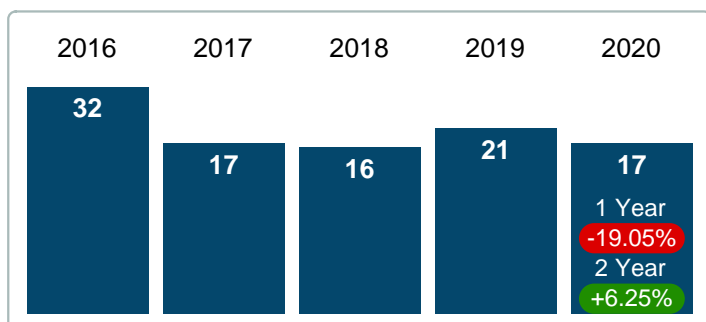
Area Delimited by County Of Washington



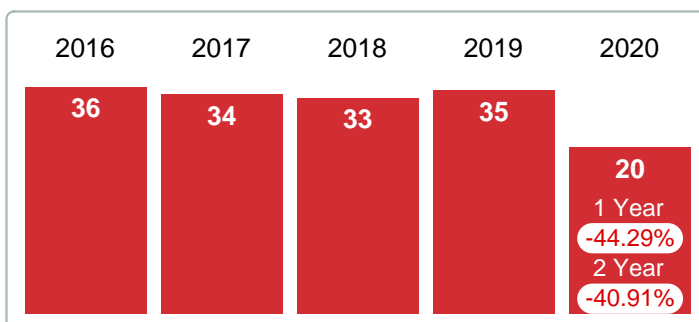
MEDIAN DAYS ON MARKET TO SALE

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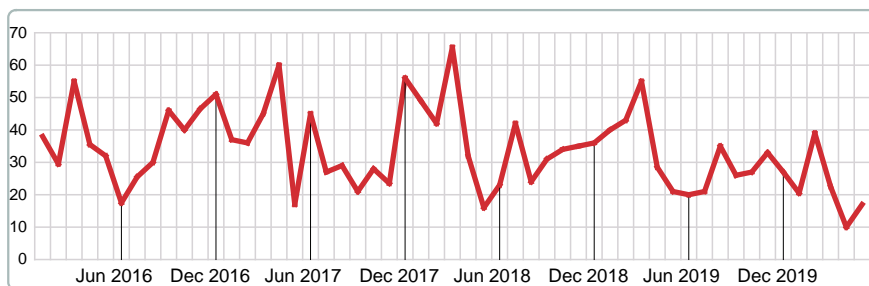
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 21

High Mar 2018 66 Low Apr 2020 10

Median Days on Market to Sale this month at 17 below the 5 yr MAY average of 21



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	9.84%	30	18	37	0	0
\$30,001 - \$70,000	8.20%	34	1	34	42	0
\$70,001 - \$90,000	14.75%	13	29	4	30	0
\$90,001 - \$170,000	29.51%	12	20	26	2	65
\$170,001 - \$240,000	14.75%	10	57	10	15	0
\$240,001 - \$330,000	9.84%	4	0	1	5	0
\$330,001 and up	13.11%	29	1	17	23	113
Median Closed DOM		17	15	17	5	113
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



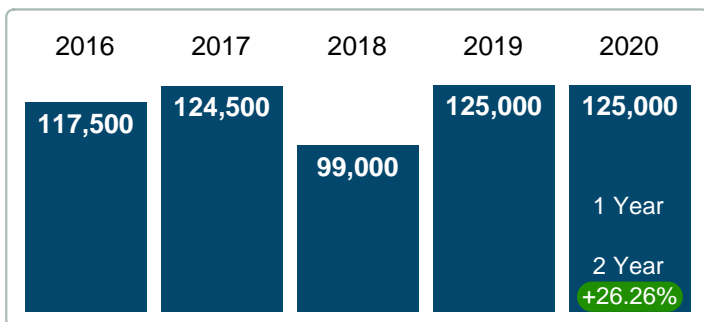
Area Delimited by County Of Washington



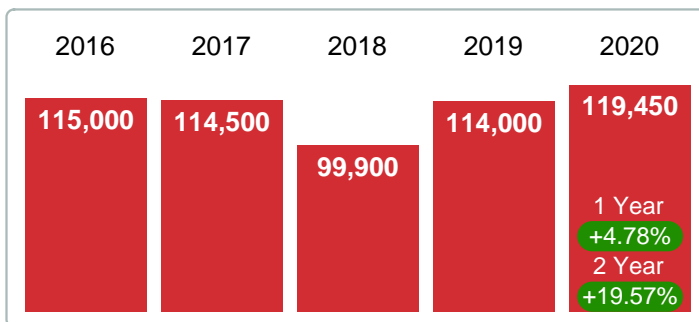
MEDIAN LIST PRICE AT CLOSING

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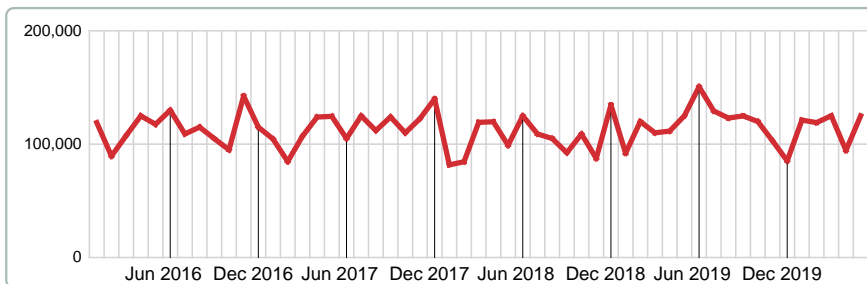
MAY



YEAR TO DATE (YTD)

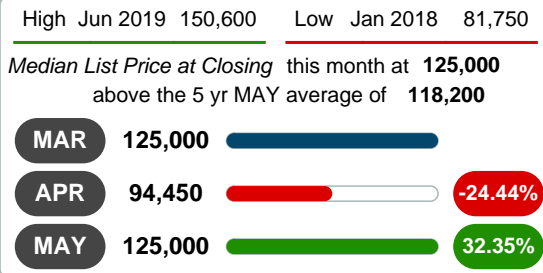


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 118,200



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	6	9.84%	1,100	550	1,100	0	0
\$30,001 - \$70,000	5	8.20%	50,000	50,000	47,000	64,900	0
\$70,001 - \$90,000	9	14.75%	81,000	84,000	83,000	75,250	0
\$90,001 - \$170,000	18	29.51%	120,950	130,000	118,000	126,450	124,750
\$170,001 - \$240,000	6	9.84%	219,000	199,000	176,500	222,500	0
\$240,001 - \$330,000	9	14.75%	255,000	250,000	325,000	255,000	0
\$330,001 and up	8	13.11%	355,000	499,000	375,000	349,000	350,000
Median List Price			125,000	85,000	92,200	235,000	349,900
Total Closed Units		100%	125,000	13	22	21	5
Total Closed Volume			10,061,450	1.66M	2.41M	4.59M	1.40M

May 2020



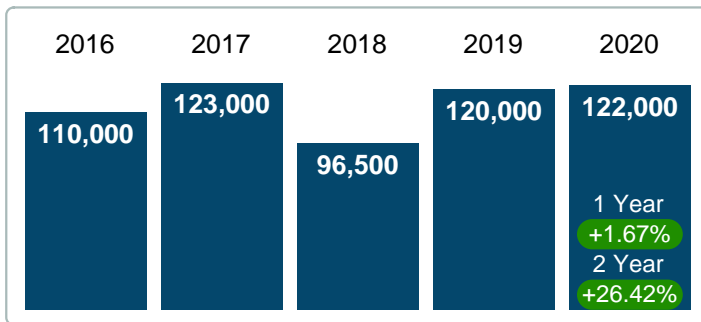
Area Delimited by County Of Washington



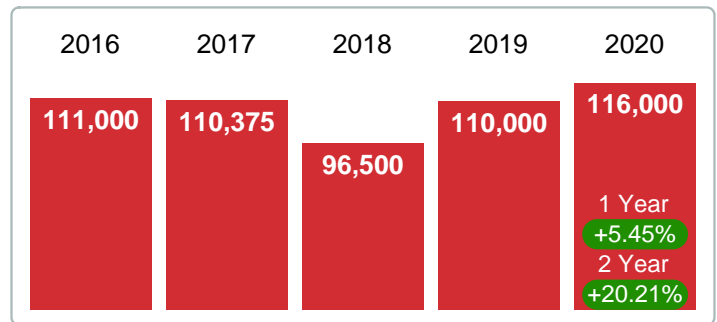
MEDIAN SOLD PRICE AT CLOSING

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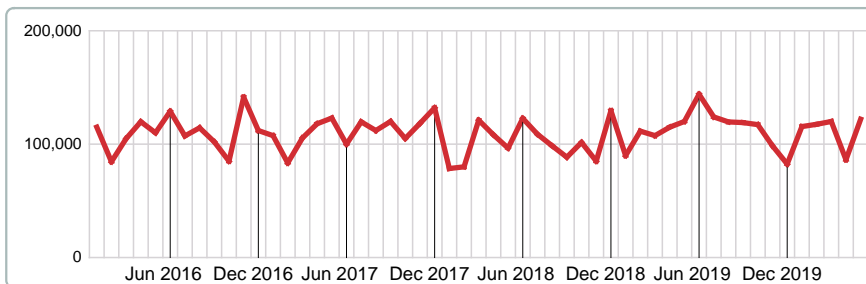
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 114,300

High Jun 2019 144,000 Low Jan 2018 78,500

Median Sold Price at Closing this month at **122,000** above the 5 yr MAY average of **114,300**



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	6	9.84%	1,100	550	1,100	0	0
\$30,001 - \$70,000	5	8.20%	50,000	50,000	47,001	58,000	0
\$70,001 - \$90,000	9	14.75%	79,000	82,500	81,000	77,000	0
\$90,001 - \$170,000	18	29.51%	119,750	117,250	120,000	143,250	122,500
\$170,001 - \$240,000	9	14.75%	218,000	203,000	171,568	220,000	0
\$240,001 - \$330,000	6	9.84%	282,000	0	325,000	255,000	0
\$330,001 and up	8	13.11%	355,500	375,000	365,000	351,000	337,500
Median Sold Price			122,000	110,000	93,450	220,000	331,760
Total Closed Units		100%	122,000	13	22	21	5
Total Closed Volume			9,640,914	1.51M	2.37M	4.45M	1.31M

May 2020



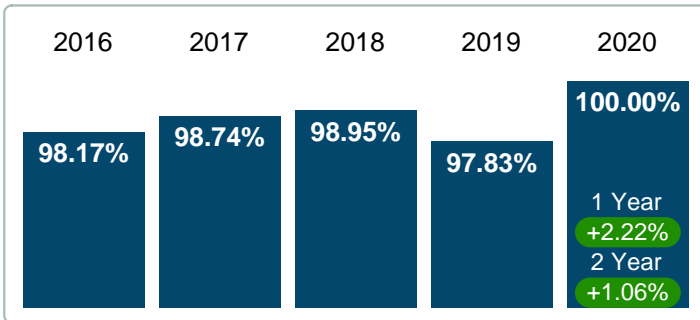
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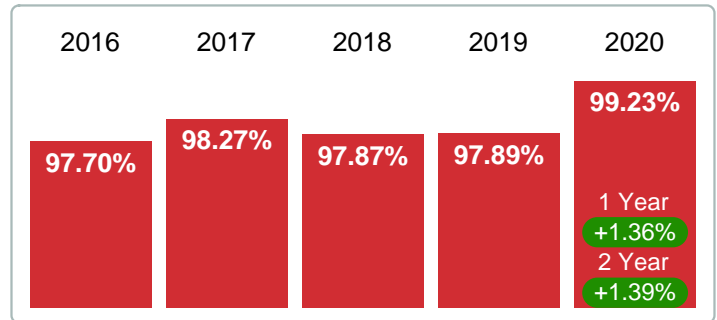
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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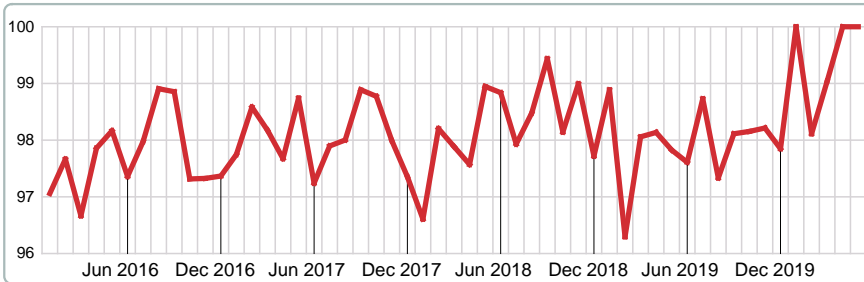
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

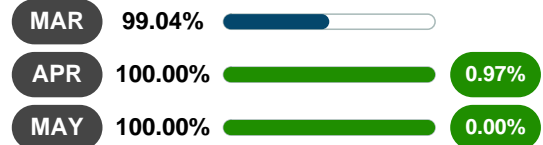


3 MONTHS

5 year MAY AVG = 98.74%

High May 2020 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAY average of **98.74%**



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	6	9.84%	100.00%	100.00%	100.00%	0.00%	0.00%	
\$30,001 - \$70,000	5	8.20%	89.37%	100.00%	88.70%	89.37%	0.00%	
\$70,001 - \$90,000	9	14.75%	100.00%	102.69%	96.67%	100.00%	0.00%	
\$90,001 - \$170,000	18	29.51%	100.00%	98.30%	100.00%	96.46%	97.74%	
\$170,001 - \$240,000	9	14.75%	97.21%	91.50%	97.21%	97.98%	0.00%	
\$240,001 - \$330,000	6	9.84%	99.85%	0.00%	100.00%	99.71%	0.00%	
\$330,001 and up	8	13.11%	96.88%	75.15%	97.33%	100.00%	94.82%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	99.71%	95.48%	
Total Closed Units		61	100%	100.00%	13	22	21	5
Total Closed Volume		9,640,914			1.51M	2.37M	4.45M	1.31M

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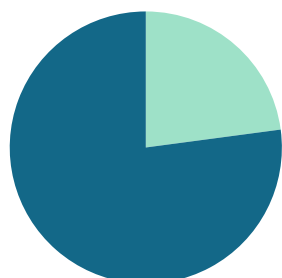
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

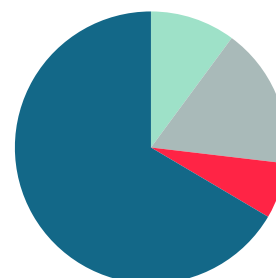


Inventory
 New Listings
133 = 22.89%
 Start Inventory
448
 Total Inventory Units
581
 Volume
\$94,634,238

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%
Median List Price	125,000	125,000	0.00%	114,000	119,450	4.78%
Median Sale Price	120,000	122,000	1.67%	110,000	116,000	5.45%
Median Percent of Selling Price to List Price	97.83%	100.00%	2.22%	97.89%	99.23%	1.36%
Median Days on Market to Sale	21.00	17.00	-19.05%	35.00	19.50	-44.29%
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

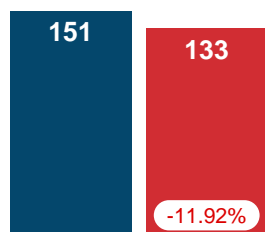
Inventory on May 31, 2020 = **401**

2019 **2020**

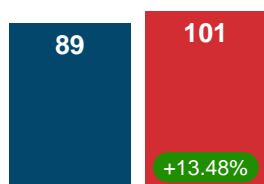
MAY MARKET

MEDIAN PRICES

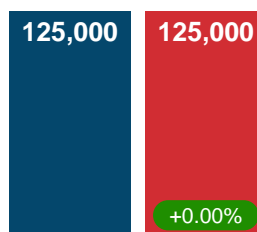
New Listings



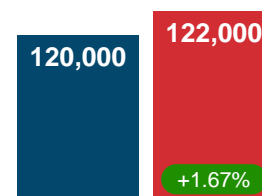
Pending Listings



List Price



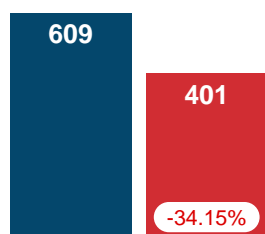
Sale Price



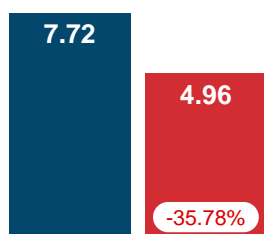
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

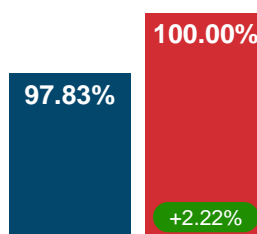
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

