



September 2020

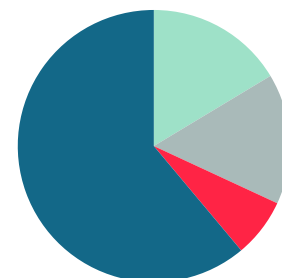
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2020 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	92	96	4.35%
Pending Listings	84	91	8.33%
New Listings	127	112	-11.81%
Median List Price	122,450	124,500	1.67%
Median Sale Price	118,000	122,750	4.03%
Median Percent of Selling Price to List Price	98.15%	100.00%	1.89%
Median Days on Market to Sale	25.50	10.00	-60.78%
End of Month Inventory	580	358	-38.28%
Months Supply of Inventory	6.97	4.38	-37.21%



■ Closed (16.38%)
■ Pending (15.53%)
■ Other OffMarket (7.00%)
■ Active (61.09%)

Absorption: Last 12 months, an Average of **82** Sales/Month
Active Inventory as of September 30, 2020 = **358**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **38.28%** to 358 existing homes available for sale. Over the last 12 months this area has had an average of 82 closed sales per month. This represents an unsold inventory index of **4.38** 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 **4.03%** in September 2020 to \$122,750 versus the previous year at \$118,000.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 15.50 days or **60.78%** in September 2020 compared to last year's same month at **25.50** DOM.

Sales Success for September 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 112 New Listings in September 2020, down **11.81%** from last year at 127. Furthermore, there were 96 Closed Listings this month versus last year at 92, a **4.35%** increase.

Closed versus Listed trends yielded a **85.7%** ratio, up from previous year's, September 2019, at **72.4%**, a **18.32%** 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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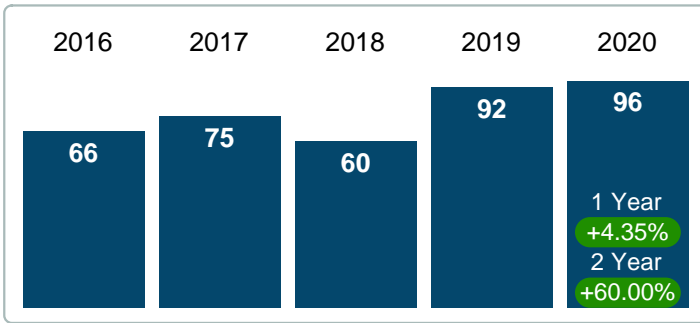
Area Delimited by County Of Washington



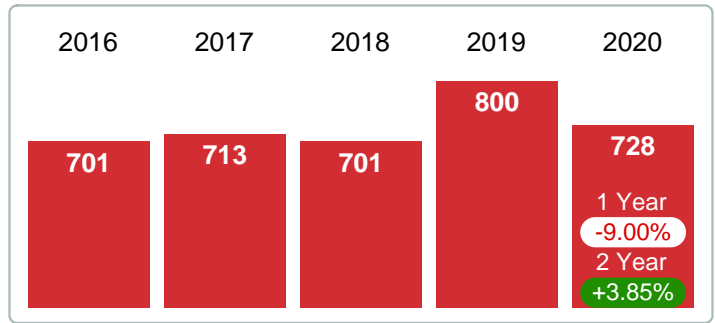
CLOSED LISTINGS

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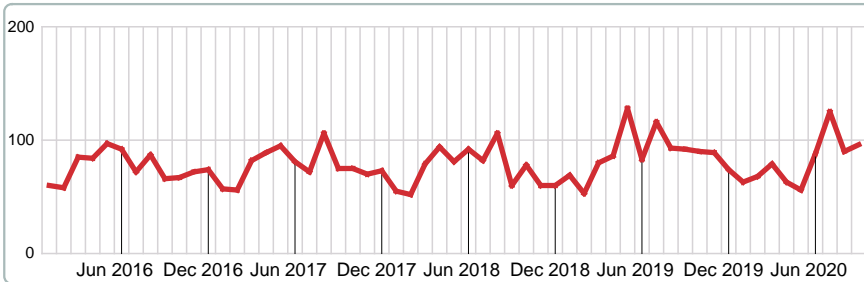
SEPTEMBER



YEAR TO DATE (YTD)

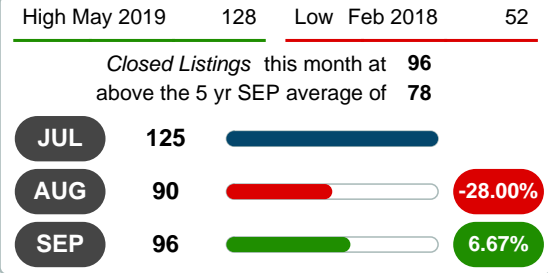


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 78



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	9	9.38%	24.0	6	3	0	0
\$40,001 - \$60,000	9	9.38%	48.0	6	3	0	0
\$60,001 - \$90,000	16	16.67%	4.0	7	8	1	0
\$90,001 - \$150,000	25	26.04%	11.0	3	16	6	0
\$150,001 - \$200,000	15	15.63%	5.0	1	7	7	0
\$200,001 - \$260,000	13	13.54%	12.0	2	4	7	0
\$260,001 and up	9	9.38%	64.0	1	1	5	2
Total Closed Units	96			26	42	26	2
Total Closed Volume	13,813,230	100%	10.0	2.36M	5.21M	5.55M	694.75K
Median Closed Price	\$122,750			\$65,250	\$117,450	\$192,000	\$347,373



September 2020

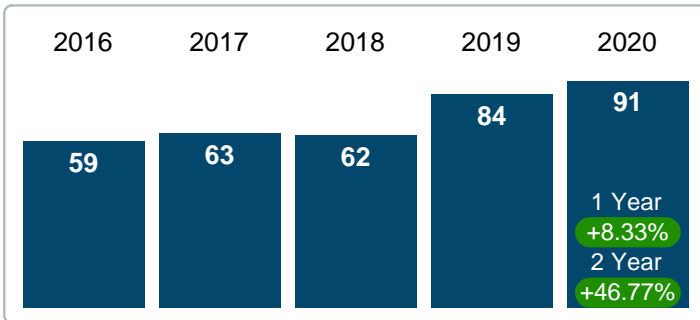
Area Delimited by County Of Washington



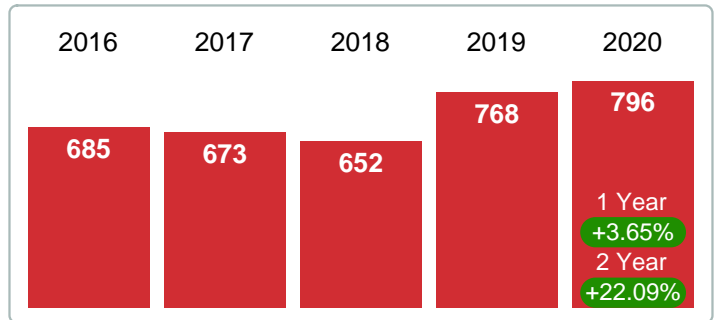
PENDING LISTINGS

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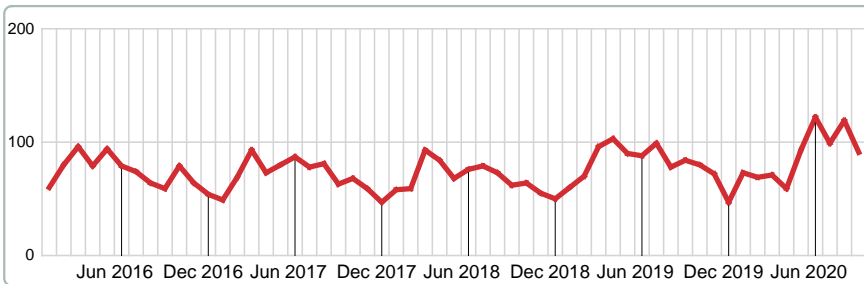
SEPTEMBER



YEAR TO DATE (YTD)

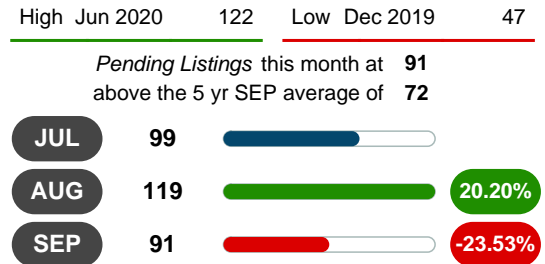


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 72



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	9.89%	49.0	7	1	1	0
\$30,001 - \$90,000	11	12.09%	37.0	5	5	1	0
\$90,001 - \$110,000	10	10.99%	8.5	4	4	2	0
\$110,001 - \$160,000	25	27.47%	7.0	3	17	5	0
\$160,001 - \$220,000	15	16.48%	19.0	3	5	5	2
\$220,001 - \$340,000	12	13.19%	13.0	1	5	4	2
\$340,001 and up	9	9.89%	21.0	2	2	5	0
Total Pending Units	91			25	39	23	4
Total Pending Volume	15,928,283	100%	19.0	3.29M	6.21M	5.51M	912.40K
Median Listing Price	\$137,000			\$94,500	\$134,500	\$190,000	\$214,450



September 2020

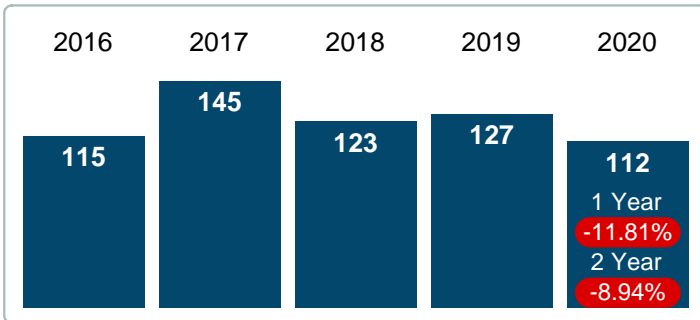
Area Delimited by County Of Washington



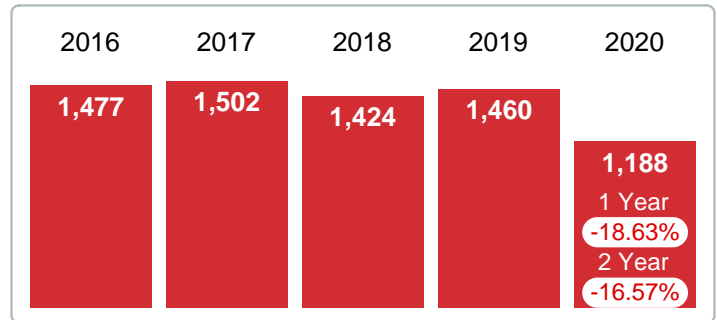
NEW LISTINGS

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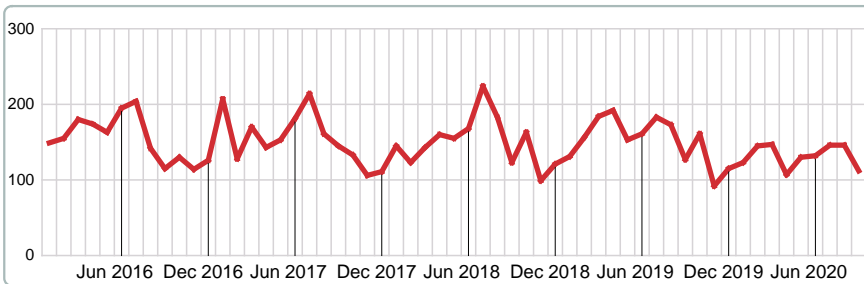
SEPTEMBER



YEAR TO DATE (YTD)

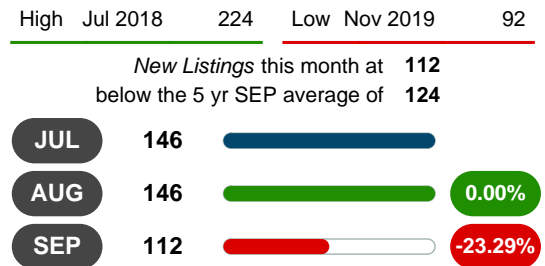


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 124



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	11	9.82%	7	3	1	0
\$30,001 - \$70,000	12	10.71%	7	4	1	0
\$70,001 - \$110,000	19	16.96%	8	7	4	0
\$110,001 - \$170,000	27	24.11%	4	18	5	0
\$170,001 - \$240,000	18	16.07%	2	9	7	0
\$240,001 - \$370,000	13	11.61%	3	4	4	2
\$370,001 and up	12	10.71%	5	1	5	1
Total New Listed Units	112		36	46	27	3
Total New Listed Volume	20,832,145	100%	5.82M	6.68M	7.36M	973.80K
Median New Listed Listing Price	\$132,500		\$87,750	\$131,200	\$190,000	\$299,900



September 2020

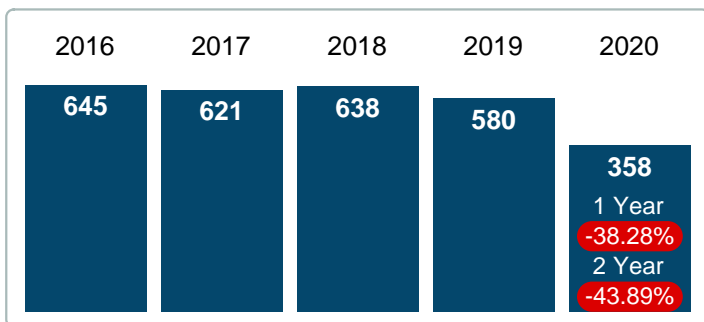
Area Delimited by County Of Washington



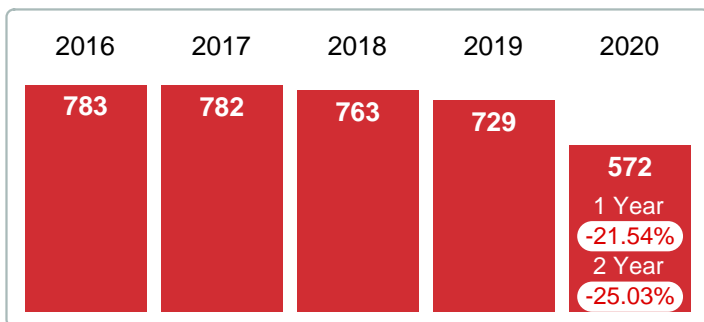
ACTIVE INVENTORY

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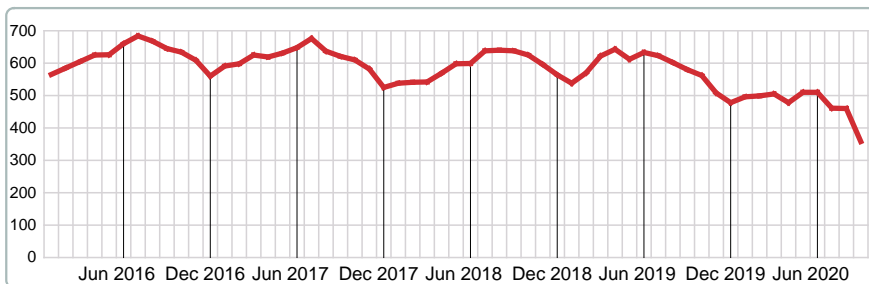
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

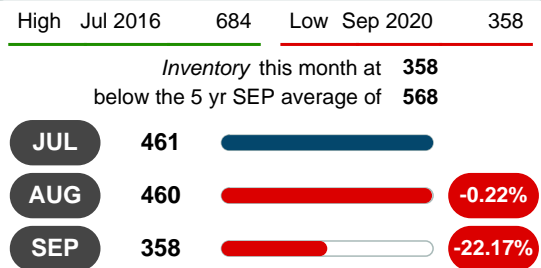


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 568



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	21.0	0	0	0	0
\$1-\$20,000	58	16.20%	104.5	42	14	2	0
\$20,001-\$50,000	69	19.27%	70.0	61	7	1	0
\$50,001-\$100,000	96	26.82%	91.0	72	18	6	0
\$100,001-\$190,000	54	15.08%	54.0	22	28	4	0
\$190,001-\$390,000	43	12.01%	62.0	13	9	16	5
\$390,001 and up	38	10.61%	81.5	26	2	6	4
Total Active Inventory by Units		358		236	78	35	9
Total Active Inventory by Volume		53,650,803	100%	32.01M	8.69M	9.40M	3.56M
Median Active Inventory Listing Price		\$73,250		\$60,000	\$99,950	\$210,500	\$374,900



September 2020

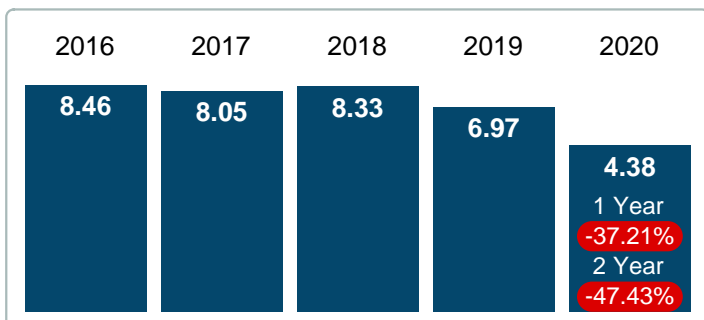
Area Delimited by County Of Washington



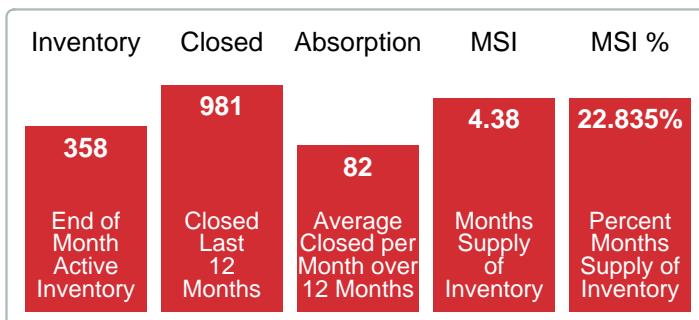
MONTHS SUPPLY of INVENTORY (MSI)

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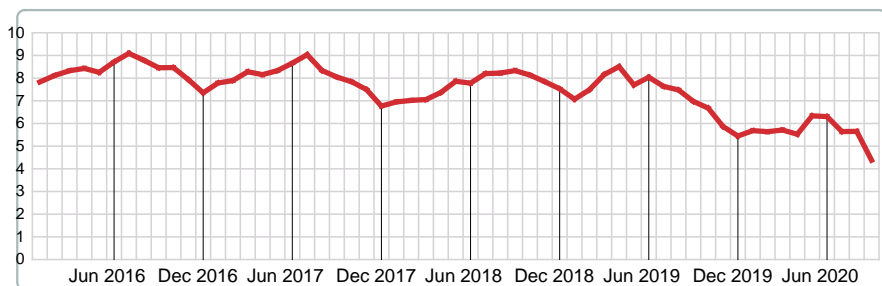
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

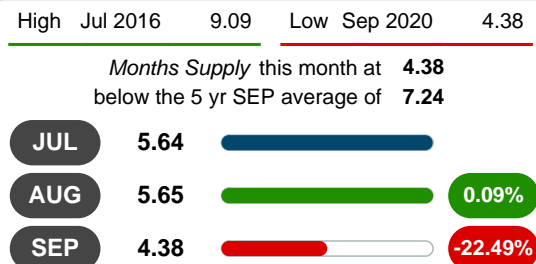


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 7.24



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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$20,000	58	16.20%	7.57	12.00	3.82	4.80	0.00
\$20,001-\$50,000	69	19.27%	8.54	12.84	2.27	4.00	0.00
\$50,001-\$100,000	96	26.82%	5.12	14.64	1.51	3.43	0.00
\$100,001-\$190,000	54	15.08%	1.92	9.10	1.51	0.60	0.00
\$190,001-\$390,000	43	12.01%	2.53	10.40	2.20	1.60	3.00
\$390,001 and up	38	10.61%	17.54	104.00	4.00	6.55	8.00
Market Supply of Inventory (MSI)			4.38	13.81	1.87	1.75	3.09
Total Active Inventory by Units		100%	4.38	236	78	35	9



September 2020

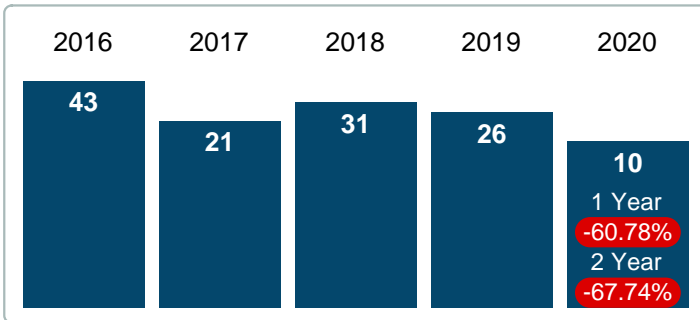
Area Delimited by County Of Washington



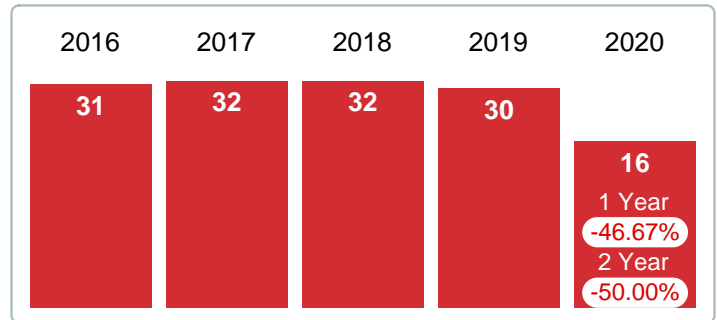
MEDIAN DAYS ON MARKET TO SALE

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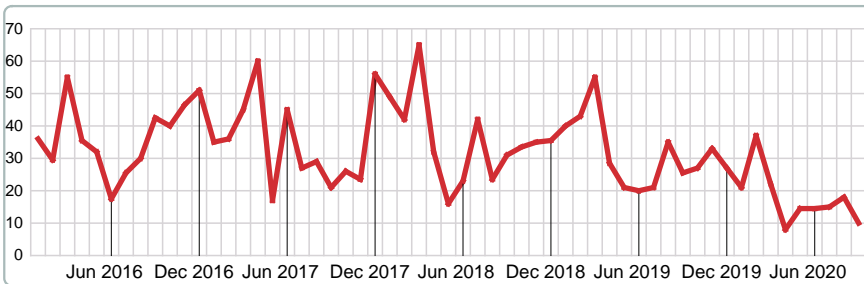
SEPTEMBER



YEAR TO DATE (YTD)

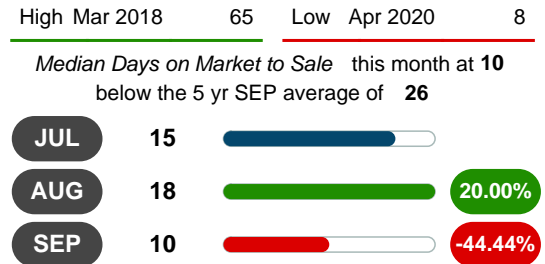


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP 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
\$40,000 and less	9.38%	24	14	37	0	0
\$40,001 - \$60,000	9.38%	48	26	146	0	0
\$60,001 - \$90,000	16.67%	4	11	3	2	0
\$90,001 - \$150,000	26.04%	11	6	11	15	0
\$150,001 - \$200,000	15.63%	5	31	5	4	0
\$200,001 - \$260,000	13.54%	12	1	67	12	0
\$260,001 and up	9.38%	64	75	6	64	58
Median Closed DOM		10	9	9	11	58
Total Closed Units	100%	96	26	42	26	2
Total Closed Volume		13,813,230	2.36M	5.21M	5.55M	694.75K

September 2020



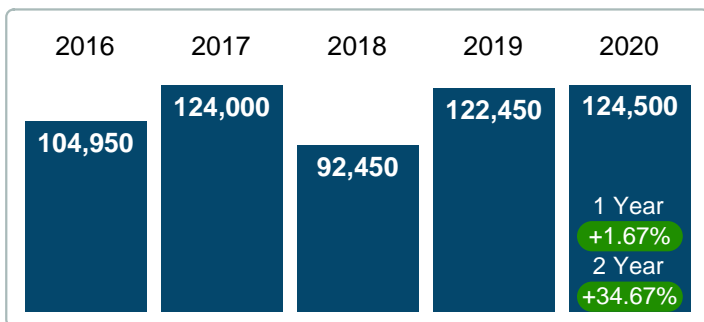
Area Delimited by County Of Washington



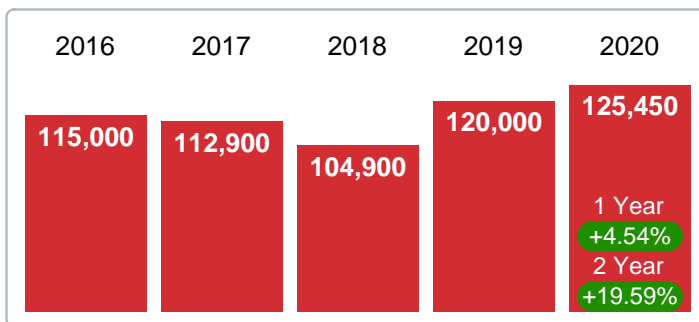
MEDIAN LIST PRICE AT CLOSING

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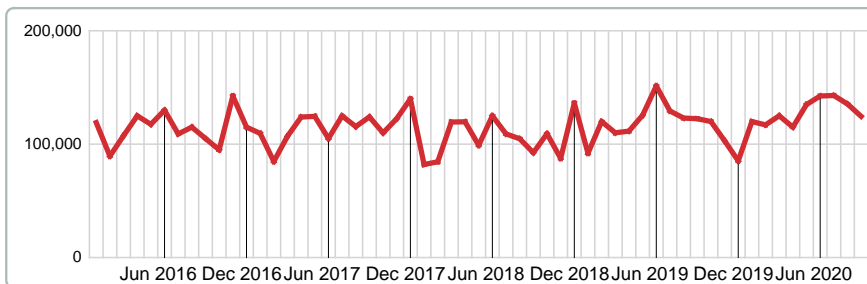
SEPTEMBER



YEAR TO DATE (YTD)

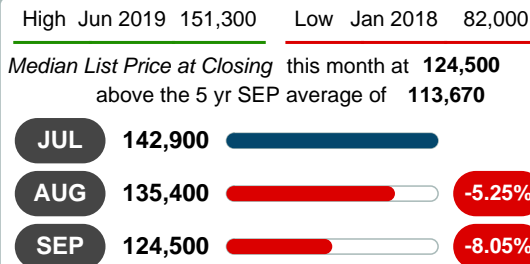


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 113,670



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	8	8.33%	32,000	32,000	32,000	0	0
\$40,001 - \$60,000	9	9.38%	47,000	45,000	49,900	0	0
\$60,001 - \$90,000	14	14.58%	75,000	71,500	79,500	75,000	0
\$90,001 - \$150,000	27	28.13%	121,550	120,000	120,725	123,000	0
\$150,001 - \$200,000	17	17.71%	179,900	185,000	182,450	174,950	0
\$200,001 - \$260,000	12	12.50%	222,500	210,000	222,000	239,000	0
\$260,001 and up	9	9.38%	375,000	359,900	399,000	375,000	344,450
Median List Price			124,500	66,450	117,450	189,950	344,450
Total Closed Units		100%	124,500	26	42	26	2
Total Closed Volume			14,157,589	2.52M	5.28M	5.67M	688.90K



September 2020

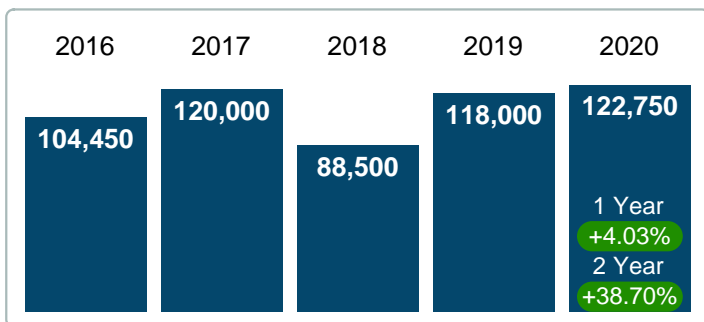
Area Delimited by County Of Washington



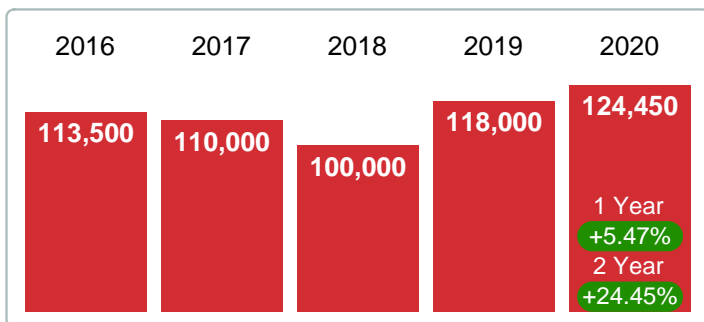
MEDIAN SOLD PRICE AT CLOSING

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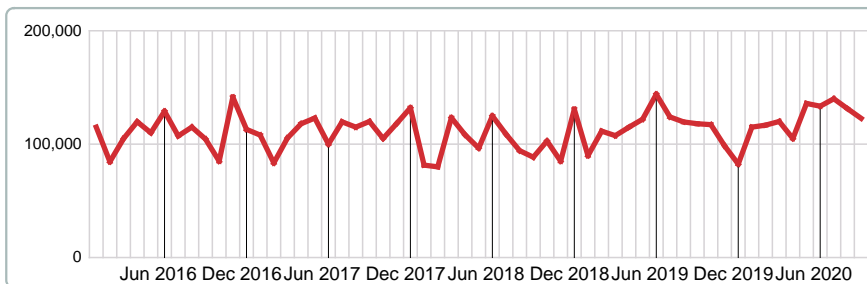
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 110,740

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

Median Sold Price at Closing this month at **122,750** above the 5 yr SEP average of **110,740**



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	9	9.38%	32,000	33,500	30,000	0	0
\$40,001 - \$60,000	9	9.38%	47,000	52,000	46,500	0	0
\$60,001 - \$90,000	16	16.67%	80,250	81,000	82,700	73,000	0
\$90,001 - \$150,000	25	26.04%	120,500	112,000	120,700	123,500	0
\$150,001 - \$200,000	15	15.63%	177,500	165,000	179,900	177,500	0
\$200,001 - \$260,000	13	13.54%	220,000	222,500	216,250	240,000	0
\$260,001 and up	9	9.38%	350,000	350,000	389,000	340,000	347,373
Median Sold Price			122,750	65,250	117,450	192,000	347,373
Total Closed Units		100%	96	26	42	26	2
Total Closed Volume			13,813,230	2.36M	5.21M	5.55M	694.75K

September 2020



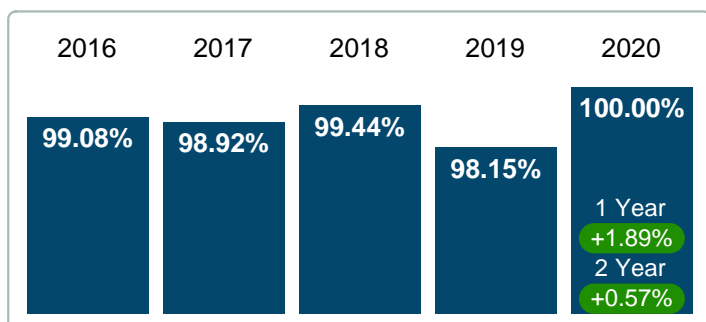
Area Delimited by County Of Washington



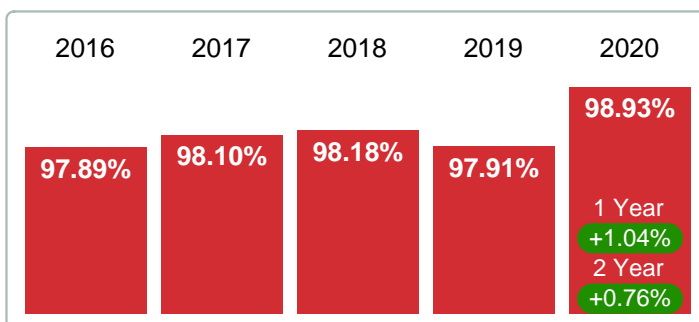
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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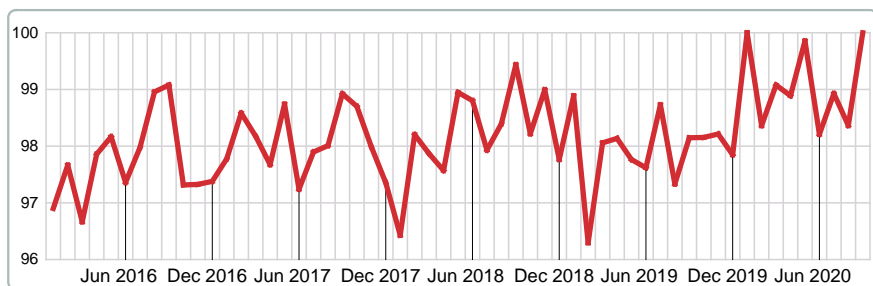
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

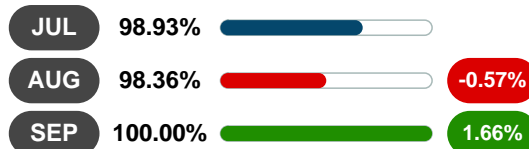


3 MONTHS

5 year SEP AVG = 99.12%

High Sep 2020 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr SEP average of **99.12%**



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	9	9.38%	97.74%	98.87%	93.75%	0.00%	0.00%
\$40,001 \$60,000	9	9.38%	96.67%	96.75%	89.09%	0.00%	0.00%
\$60,001 \$90,000	16	16.67%	100.00%	97.78%	100.00%	97.33%	0.00%
\$90,001 \$150,000	25	26.04%	100.00%	97.62%	100.00%	98.24%	0.00%
\$150,001 \$200,000	15	15.63%	100.00%	91.67%	100.00%	100.00%	0.00%
\$200,001 \$260,000	13	13.54%	100.00%	108.51%	97.51%	100.00%	0.00%
\$260,001 and up	9	9.38%	97.25%	97.25%	97.49%	97.14%	100.08%
Median Sold/List Ratio		100.00%		97.68%	100.00%	100.00%	100.08%
Total Closed Units		96	100%	26	42	26	2
Total Closed Volume		13,813,230		2.36M	5.21M	5.55M	694.75K

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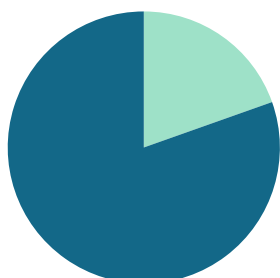
Area Delimited by County Of Washington



MARKET SUMMARY

Report produced on Oct 12, 2020 for MLS Technology Inc.

INVENTORY

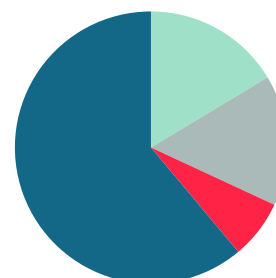


Inventory
 New Listings
112 = 19.58%
 Start Inventory
460
 Total Inventory Units
572
 Volume
\$88,584,605

Market Activity

Closed Sales
96 = 16.38%
 Pending Sales
91 = 15.53%
 Other Off Market
41 = 7.00%
 Active Inventory
358 = 61.09%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	92	96	4.35%	800	728	-9.00%
Pending Sales	84	91	8.33%	768	796	3.65%
New Listings	127	112	-11.81%	1,460	1,188	-18.63%
Median List Price	122,450	124,500	1.67%	120,000	125,450	4.54%
Median Sale Price	118,000	122,750	4.03%	118,000	124,450	5.47%
Median Percent of Selling Price to List Price	98.15%	100.00%	1.89%	97.91%	98.93%	1.04%
Median Days on Market to Sale	25.50	10.00	-60.78%	30.00	16.00	-46.67%
Monthly Inventory	580	358	-38.28%	580	358	-38.28%
Months Supply of Inventory	6.97	4.38	-37.21%	6.97	4.38	-37.21%

Absorption: Last 12 months, an Average of **82** Sales/Month

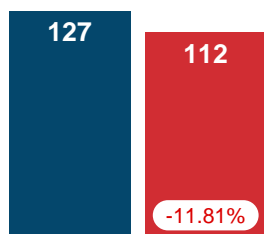
Inventory on September 30, 2020 = **358**

2019 **2020**

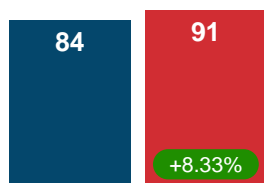
SEPTEMBER MARKET

MEDIAN PRICES

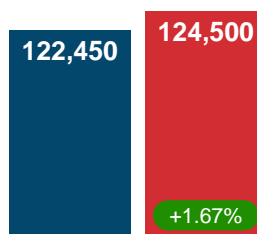
New Listings



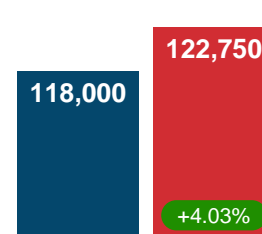
Pending Listings



List Price



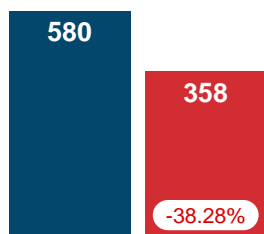
Sale Price



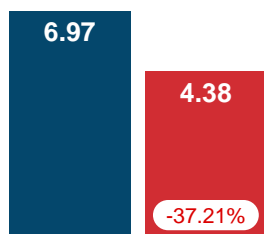
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

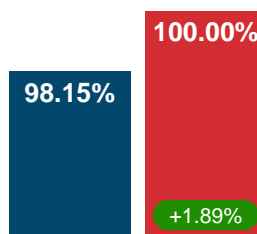
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

