



# April 2018

Area Delimited by County Of Washington

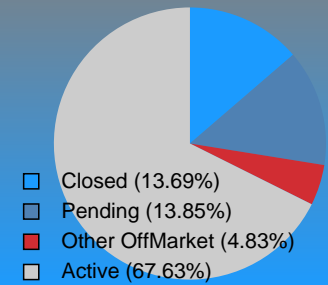


## MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2018 for MLS Technology Inc.

Compared Metrics	April		
	2017	2018	+/-%
Closed Listings	80	85	6.25%
Pending Listings	72	86	19.44%
New Listings	133	148	11.28%
Average List Price	169,079	147,120	-12.99%
Average Sale Price	161,831	140,950	-12.90%
Average Percent of List Price to Selling Price	96.48%	94.87%	-1.66%
Average Days on Market to Sale	69.19	51.22	-25.96%
End of Month Inventory	441	420	-4.76%
Months Supply of Inventory	6.46	6.12	-5.34%

### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **69** Sales/Month  
**Active Inventory** as of April 30, 2018 = **420**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2018 decreased **4.76%** to 420 existing homes available for sale. Over the last 12 months this area has had an average of 69 closed sales per month. This represents an unsold inventory index of **6.12** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **12.90%** in April 2018 to \$140,950 versus the previous year at \$161,831.

#### Average Days on Market Shortens

The average number of **51.22** days that homes spent on the market before selling decreased by 17.96 days or **25.96%** in April 2018 compared to last year's same month at **69.19** DOM.

#### Sales Success for April 2018 is Positive

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

There were 148 New Listings in April 2018, up **11.28%** from last year at 133. Furthermore, there were 85 Closed Listings this month versus last year at 80, a **6.25%** increase.

Closed versus Listed trends yielded a **57.4%** ratio, down from previous year's, April 2017, at **60.2%**, a **4.52%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

### 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.

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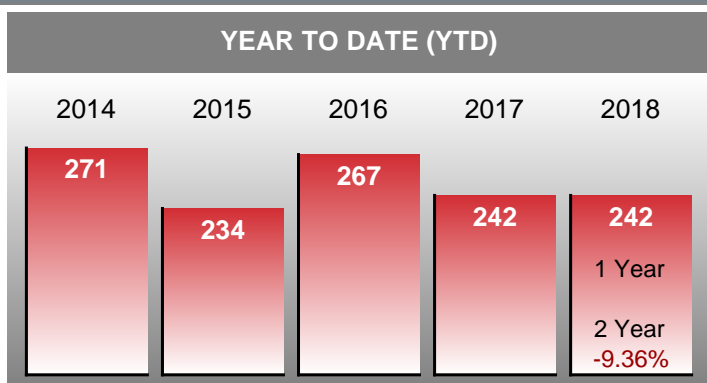
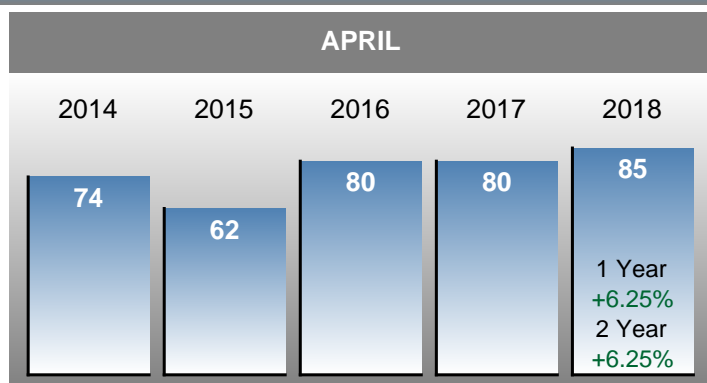
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## CLOSED LISTINGS

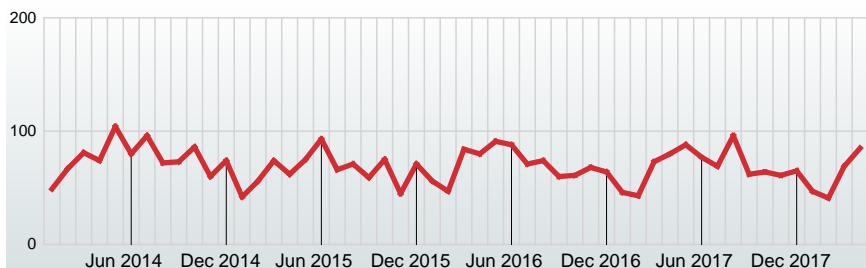
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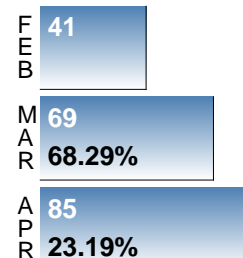
### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 76

3 MONTHS



**High**  
May 2014 = 104  
**Low**  
Feb 2018 = 41  
*Closed Listings*  
this month at **85**,  
above the 5 yr APR  
average of **76**



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	8.24%	43.9	1	5	0	1
\$50,001 - \$60,000	4	4.71%	38.0	0	3	1	0
\$60,001 - \$90,000	20	23.53%	44.9	6	11	2	1
\$90,001 - \$140,000	20	23.53%	46.5	0	15	4	1
\$140,001 - \$200,000	13	15.29%	57.1	0	7	4	2
\$200,001 - \$240,000	11	12.94%	53.1	0	5	5	1
\$240,001 and up	10	11.76%	74.2	0	1	8	1
<b>Total Closed Units</b>	<b>85</b>			<b>7</b>	<b>47</b>	<b>24</b>	<b>7</b>
<b>Total Closed Volume</b>	<b>11,980,708</b>	<b>100%</b>	<b>51.2</b>	<b>477.90K</b>	<b>5.24M</b>	<b>5.23M</b>	<b>1.04M</b>
<b>Average Closed Price</b>	<b>\$140,950</b>			<b>\$68,271</b>	<b>\$111,436</b>	<b>\$217,742</b>	<b>\$148,500</b>

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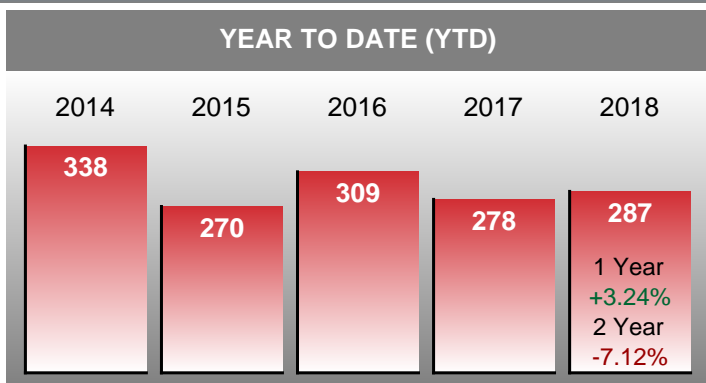
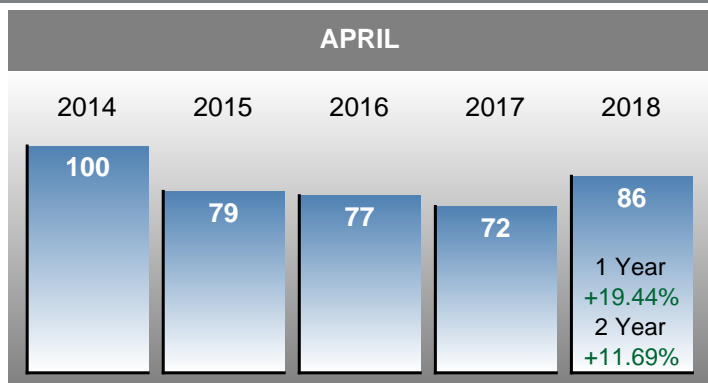
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## PENDING LISTINGS

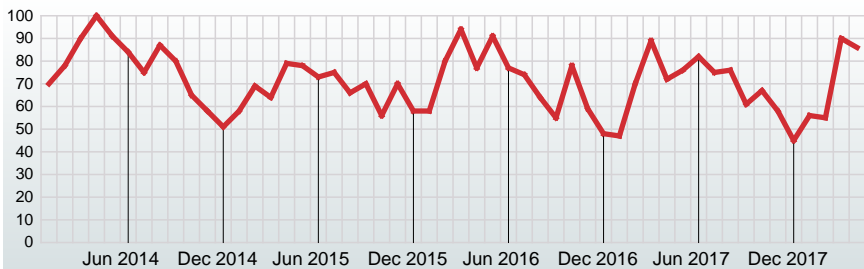
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 83

3 MONTHS



**High**  
Apr 2014 = 100  
**Low**  
Dec 2017 = 45  
*Pending Listings*  
this month at **86**,  
above the 5 yr APR  
average of **83**

FEB	55
MAR	90
APR	<b>86</b>
APR	<b>63.64%</b>
APR	<b>-4.44%</b>

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	8.14%	23.3	0	5	1	1
\$30,001 - \$50,000	10	11.63%	46.9	1	9	0	0
\$50,001 - \$90,000	12	13.95%	21.3	3	8	1	0
\$90,001 - \$120,000	21	24.42%	54.6	5	16	0	0
\$120,001 - \$170,000	16	18.60%	24.2	0	5	11	0
\$170,001 - \$240,000	11	12.79%	21.9	0	4	6	1
\$240,001 and up	9	10.47%	55.9	1	2	6	0
<b>Total Pending Units</b>	<b>86</b>			<b>10</b>	<b>49</b>	<b>25</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>10,876,495</b>	<b>100%</b>	<b>51.2</b>	<b>1.01M</b>	<b>4.76M</b>	<b>4.89M</b>	<b>214.00K</b>
<b>Average Listing Price</b>	<b>\$134,229</b>			<b>\$101,390</b>	<b>\$97,155</b>	<b>\$195,520</b>	<b>\$107,000</b>

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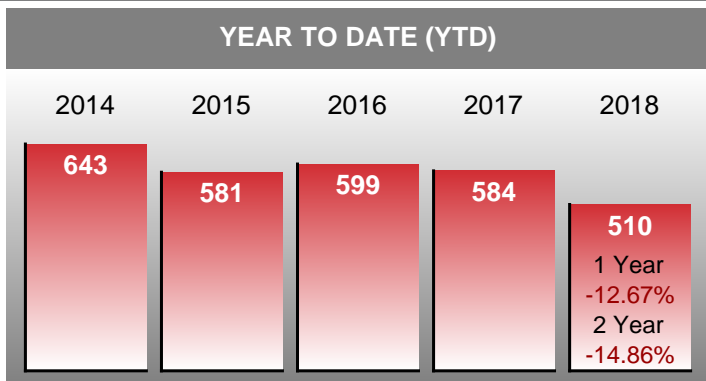
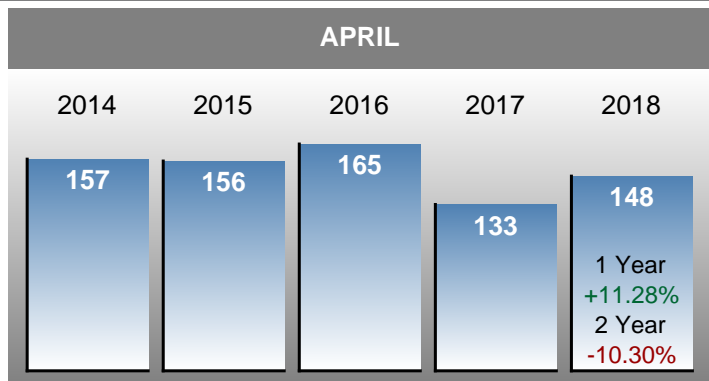
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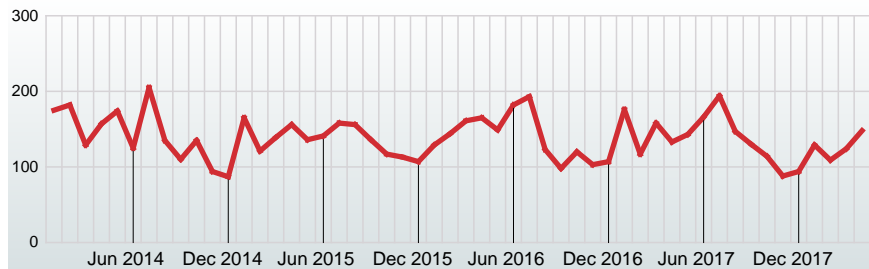
## NEW LISTINGS

Report produced on May 11, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 152      3 MONTHS



**High**  
Jul 2014 = 205  
**Low**  
Dec 2014 = 87  
*New Listings*  
this month at **148**,  
below the 5 yr APR  
average of **152**

FEB	109
MAR	124
APR	148
<b>13.76%</b>	
<b>19.35%</b>	

### 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	12	8.11%	6	5	1	0
\$30,001 - \$50,000	14	9.46%	8	6	0	0
\$50,001 - \$80,000	24	16.22%	12	10	2	0
\$80,001 - \$150,000	42	28.38%	6	28	8	0
\$150,001 - \$220,000	22	14.86%	2	6	14	0
\$220,001 - \$310,000	19	12.84%	0	6	13	0
\$310,001 and up	15	10.14%	4	1	5	5
<b>Total New Listed Units</b>	<b>148</b>		<b>38</b>	<b>62</b>	<b>43</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>23,044,130</b>	<b>100%</b>	<b>4.43M</b>	<b>7.18M</b>	<b>9.43M</b>	<b>2.00M</b>
<b>Average New Listed Listing Price</b>	<b>\$58,450</b>		<b>\$116,528</b>	<b>\$115,868</b>	<b>\$219,385</b>	<b>\$399,740</b>

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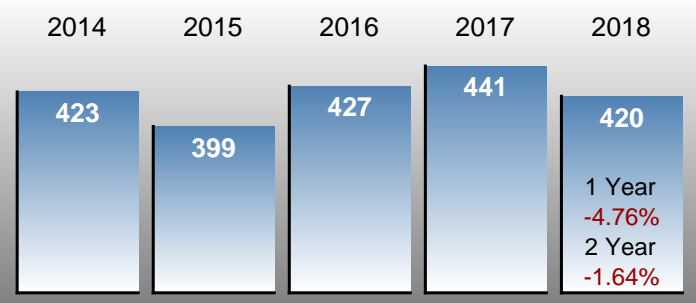
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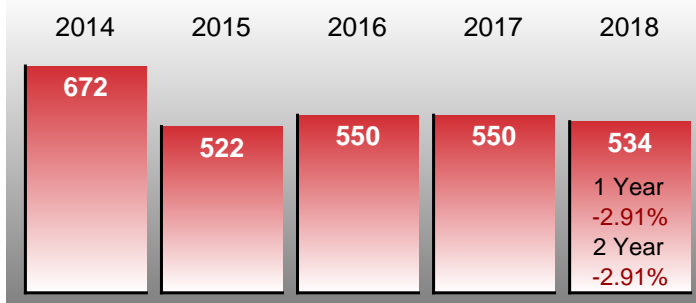
## ACTIVE INVENTORY

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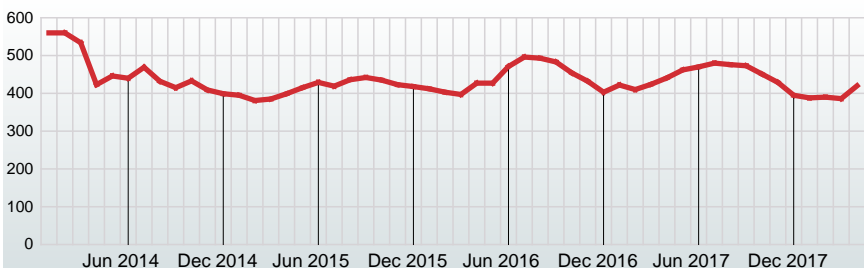
### END OF APRIL



### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 422

3 MONTHS

**High**  
Feb 2014 = 560  
**Low**  
Feb 2015 = 381  
*Inventory*  
this month at **420**,  
below the 5 yr APR  
average of **422**

FEB	390
MAR	386
APR	420
<b>-1.03%</b>	
<b>8.81%</b>	

### 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	47	11.19%	125.2	43	2	2	0
\$25,001-\$50,000	51	12.14%	151.0	37	13	1	0
\$50,001-\$125,000	146	34.76%	95.2	74	60	11	1
\$125,001-\$225,000	78	18.57%	59.1	14	30	34	0
\$225,001-\$325,000	53	12.62%	64.4	3	17	26	7
\$325,001 and up	45	10.71%	81.1	15	6	19	5
<b>Total Active Inventory by Units</b>	<b>420</b>			<b>186</b>	<b>128</b>	<b>93</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>68,559,213</b>	<b>100%</b>	<b>93.2</b>	<b>21.94M</b>	<b>18.93M</b>	<b>23.61M</b>	<b>4.08M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$163,236</b>			<b>\$117,942</b>	<b>\$147,914</b>	<b>\$253,872</b>	<b>\$313,777</b>

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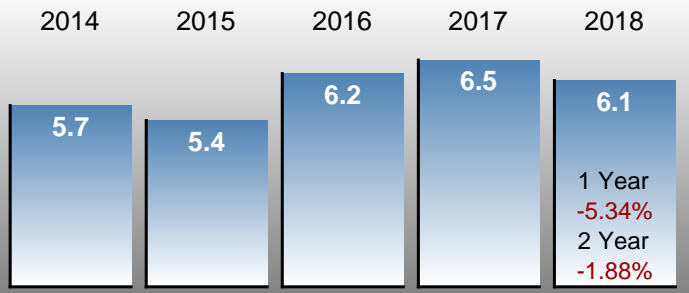
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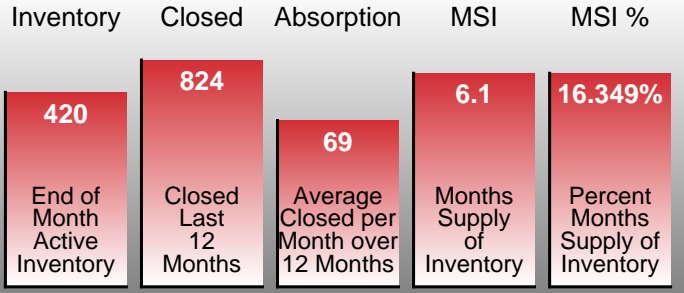
## MONTHS SUPPLY of INVENTORY (MSI)

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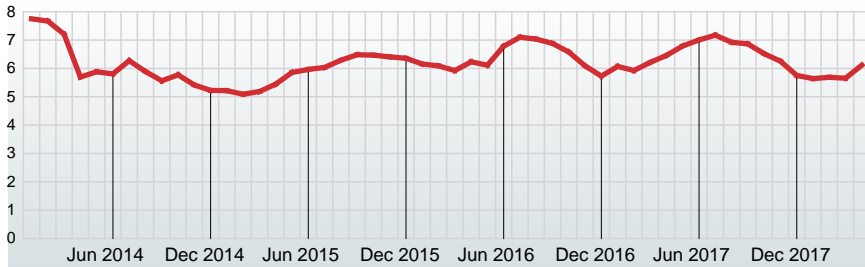
### MSI FOR APRIL



### INDICATORS FOR APRIL 2018



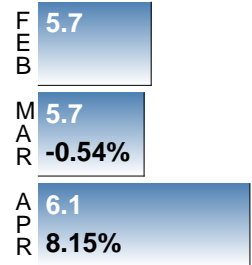
### 5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 6.0

3 MONTHS

**High**  
Jan 2014 = 7.8  
**Low**  
Feb 2015 = 5.1  
*Months Supply*  
this month at **6.1**,  
equal to 5 yr APR  
average of **6.0**



### 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	41	9.76%	19.7	35.1	2.4	12.0	0.0
\$20,001 \$40,000	35	8.33%	6.4	12.0	1.9	2.0	0.0
\$40,001 \$60,000	56	13.33%	11.0	24.0	4.6	12.0	0.0
\$60,001 \$140,000	130	30.95%	4.3	12.0	3.2	2.5	2.4
\$140,001 \$220,000	58	13.81%	3.8	18.9	2.3	4.9	0.0
\$220,001 \$340,000	59	14.05%	7.9	36.0	9.8	5.6	17.1
\$340,001 and up	41	9.76%	13.3	90.0	10.3	9.4	4.8
Market Supply of Inventory (MSI)	6.1	100%	6.1	18.1	3.5	5.0	4.9
Total Active Inventory by Units	420			186	128	93	13

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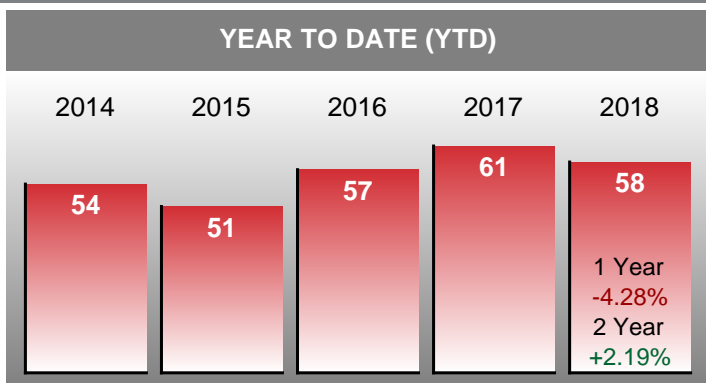
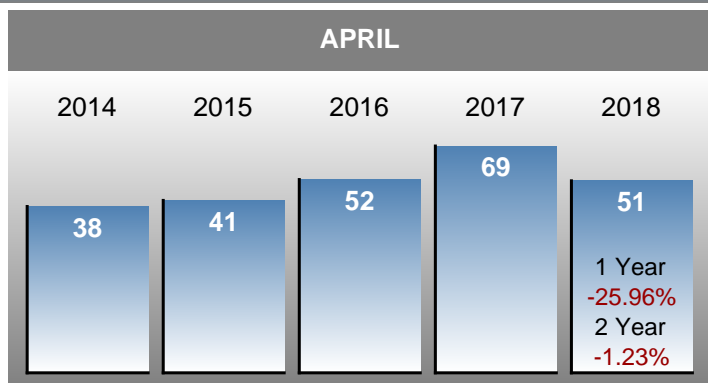
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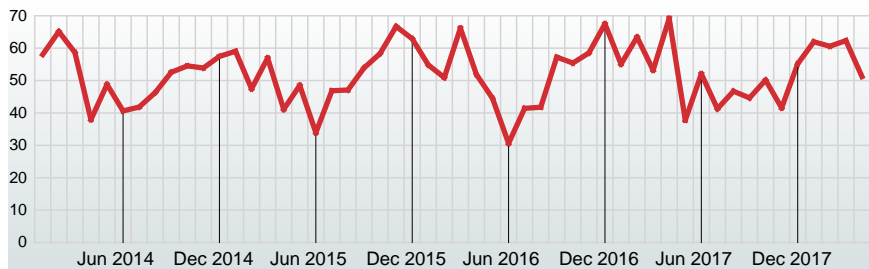


## AVERAGE DAYS ON MARKET TO SALE

Report produced on May 11, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr APR AVG = 50**

**3 MONTHS**

**High**  
Apr 2017 = 69  
**Low**  
Jun 2016 = 31

*Average Days on Market*  
this month at **51**,  
above the 5 yr APR  
average of **50**

FEB	61
MAR	62
APR	51
<b>2.89%</b>	
<b>-17.82%</b>	

### 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
\$50,000 and less	7	8.24%	43.9	27.0	35.8	0.0	101.0
\$50,001 - \$60,000	4	4.71%	38.0	0.0	38.0	38.0	0.0
\$60,001 - \$90,000	20	23.53%	44.9	50.7	42.2	48.5	32.0
\$90,001 - \$140,000	20	23.53%	46.5	0.0	42.9	70.3	6.0
\$140,001 - \$200,000	13	15.29%	57.1	0.0	76.4	46.3	11.0
\$200,001 - \$240,000	11	12.94%	53.1	0.0	35.0	56.8	125.0
\$240,001 and up	10	11.76%	74.2	0.0	7.0	91.3	5.0
<b>Average Closed DOM</b>			51.2	47.3	45.0	67.3	41.6
<b>Total Closed Units</b>		100%	85	7	47	24	7
<b>Total Closed Volume</b>			11,980,708	477.90K	5.24M	5.23M	1.04M

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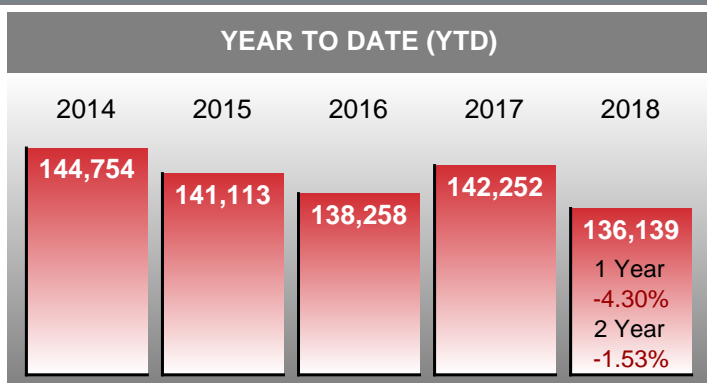
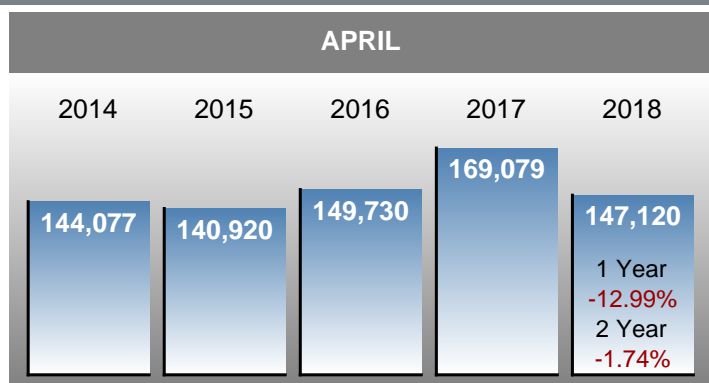
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## AVERAGE LIST PRICE AT CLOSING

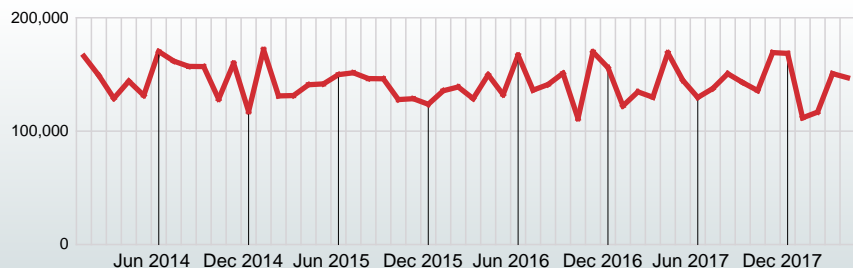
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 150,185

3 MONTHS



**High**  
Jan 2015 = 171,894  
**Low**  
Oct 2016 = 111,092  
*Average List Price*  
this month at **147,120**,  
below the 5 yr APR  
average of **150,185**

FEB	116,789
MAR	150,729
APR	29.06%
APR	147,120
APR	-2.39%

### 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
\$50,000 and less	7	8.24%	29,986	19,900	35,180	0	14,100
\$50,001 - \$60,000	4	4.71%	57,425	0	56,600	76,000	0
\$60,001 - \$90,000	18	21.18%	76,083	82,650	79,182	99,000	62,000
\$90,001 - \$140,000	22	25.88%	116,568	0	112,640	120,350	120,000
\$140,001 - \$200,000	14	16.47%	171,957	0	167,114	180,950	156,950
\$200,001 - \$240,000	10	11.76%	228,720	0	222,740	227,700	234,900
\$240,001 and up	10	11.76%	343,700	0	265,900	356,513	319,000
<b>Average List Price</b>			147,120	73,686	116,079	227,908	151,986
<b>Total Closed Units</b>		100%	147,120	7	47	24	7
<b>Total Closed Volume</b>			12,505,199	515.80K	5.46M	5.47M	1.06M

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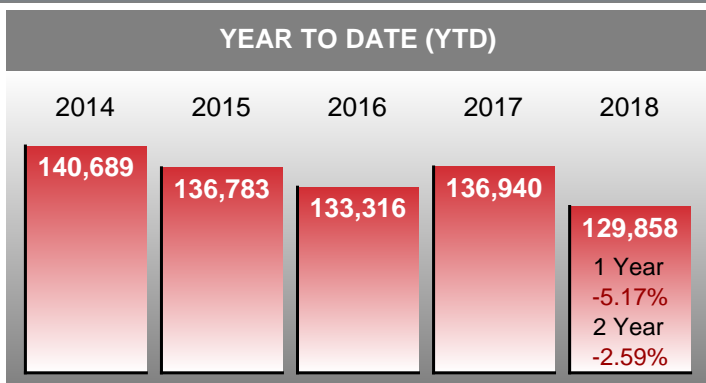
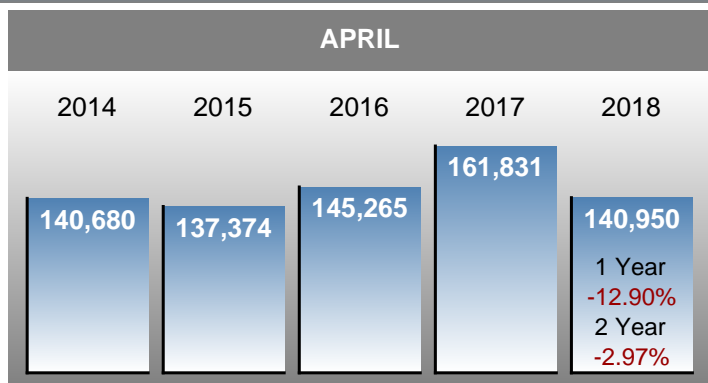
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## AVERAGE SOLD PRICE AT CLOSING

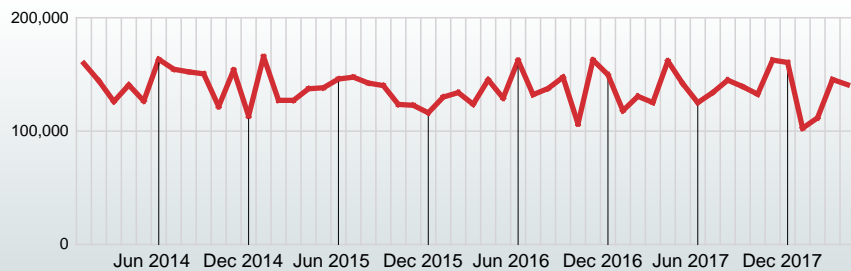
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 145,220

3 MONTHS



**High**  
Jan 2015 = 165,666  
**Low**  
Jan 2018 = 102,591  
*Average Sold Price*  
this month at **140,950**,  
below the 5 yr APR  
average of **145,220**

FEB	111,755
MAR	145,526
APR	30.22%
APR	140,950
APR	-3.15%

### 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
\$50,000 and less	7	8.24%	24,936	20,500	28,610	0	11,000
\$50,001 - \$60,000	4	4.71%	56,549	0	57,065	55,000	0
\$60,001 - \$90,000	20	23.53%	71,886	76,233	69,938	68,750	73,500
\$90,001 - \$140,000	20	23.53%	111,743	0	110,530	116,725	110,000
\$140,001 - \$200,000	13	15.29%	167,269	0	165,357	177,750	153,000
\$200,001 - \$240,000	11	12.94%	219,773	0	216,700	221,000	229,000
\$240,001 and up	10	11.76%	331,540	0	255,000	343,800	310,000
<b>Average Sold Price</b>			140,950	68,271	111,436	217,742	148,500
<b>Total Closed Units</b>		100%	140,950	7	47	24	7
<b>Total Closed Volume</b>			11,980,708	477.90K	5.24M	5.23M	1.04M

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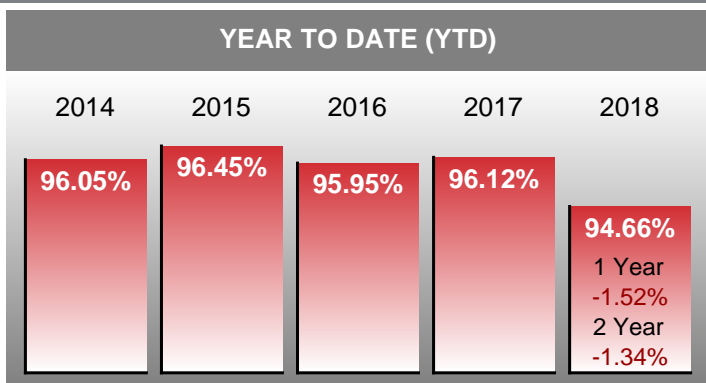
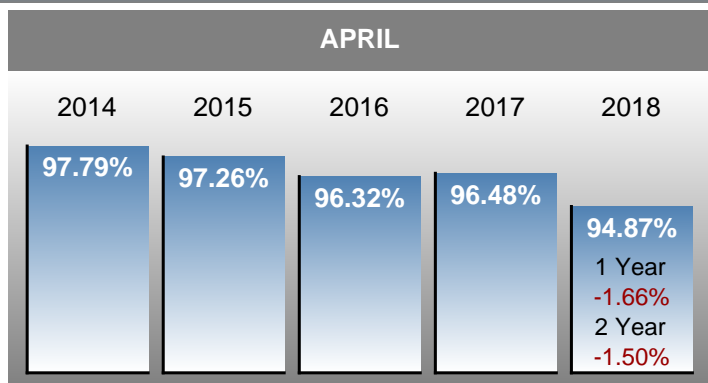
# April 2018

Area Delimited by County Of Washington



## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

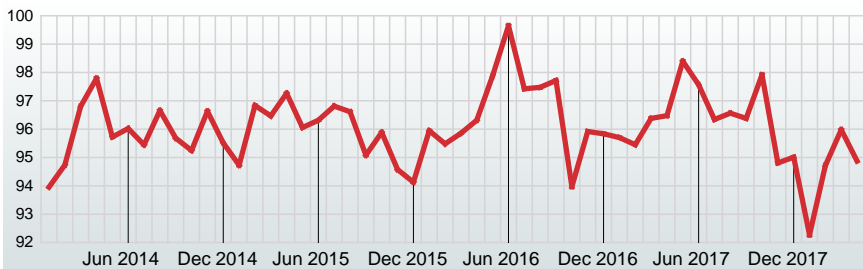
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 96.54%

3 MONTHS



**High**  
Jun 2016 = 99.65%

**Low**  
Jan 2018 = 92.27%

Average Sold/List Ratio this month at **94.87%**, below the 5 yr APR average of **96.54%**

FEB	94.72%
MAR	95.98%
APR	94.87%
APR	-1.15%

### 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
\$50,000 and less	7	8.24%	83.68%	103.02%	80.95%	0.00%	78.01%
\$50,001 - \$60,000	4	4.71%	93.84%	0.00%	100.99%	72.37%	0.00%
\$60,001 - \$90,000	20	23.53%	91.37%	92.56%	91.27%	74.76%	118.55%
\$90,001 - \$140,000	20	23.53%	97.78%	0.00%	98.44%	96.82%	91.67%
\$140,001 - \$200,000	13	15.29%	98.59%	0.00%	99.00%	98.36%	97.60%
\$200,001 - \$240,000	11	12.94%	97.30%	0.00%	97.49%	97.07%	97.49%
\$240,001 and up	10	11.76%	96.83%	0.00%	95.90%	96.90%	97.18%
Average Sold/List Ratio		94.90%		94.05%	94.99%	94.30%	96.87%
Total Closed Units	85	100%	94.90%	7	47	24	7
Total Closed Volume	11,980,708			477.90K	5.24M	5.23M	1.04M

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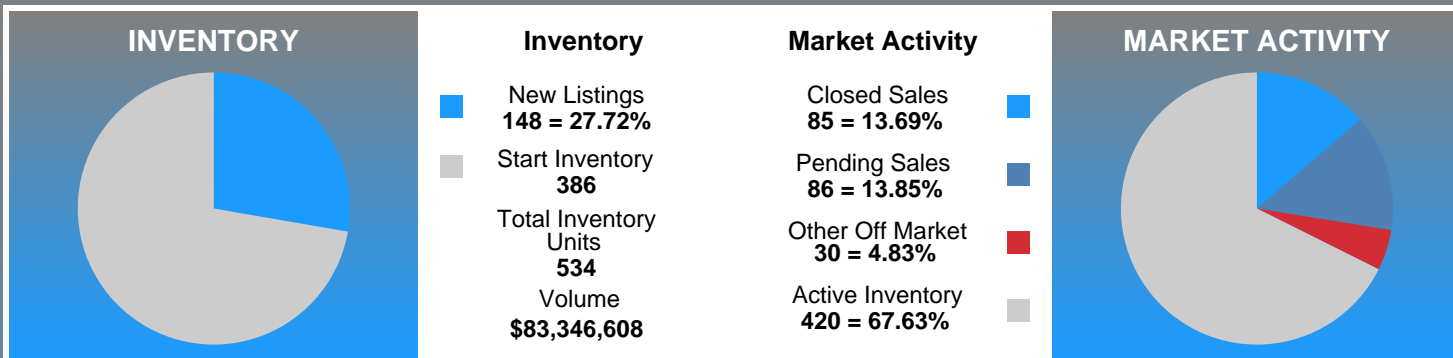
# April 2018

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## MARKET SUMMARY

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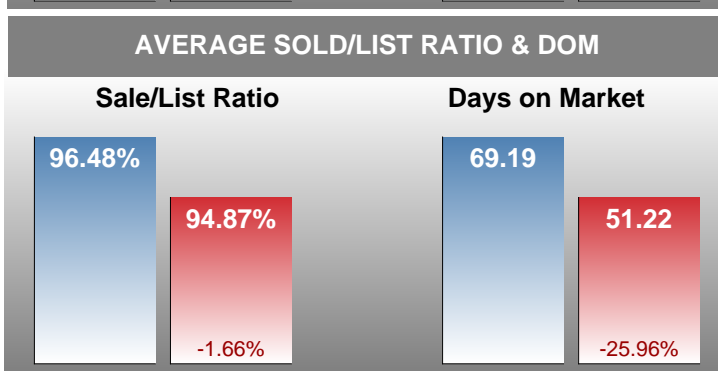
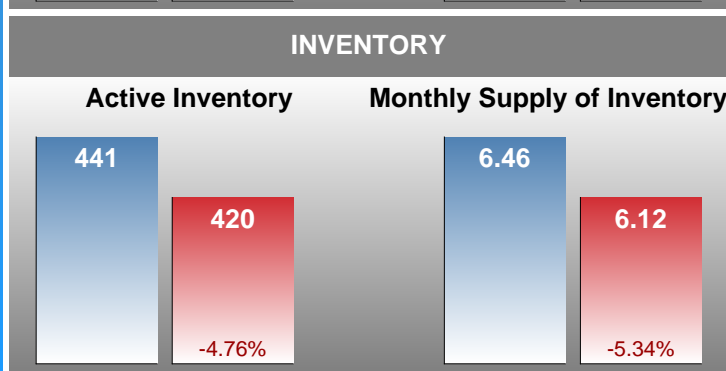
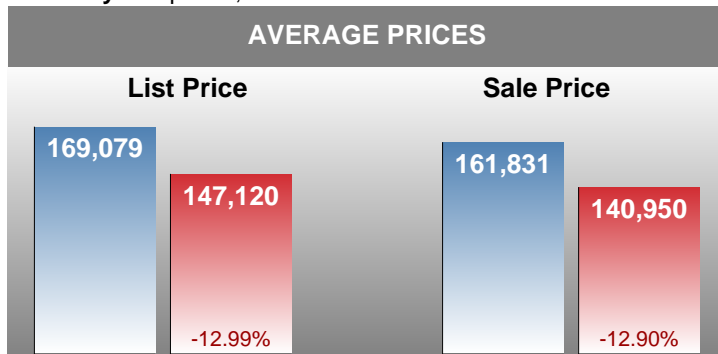
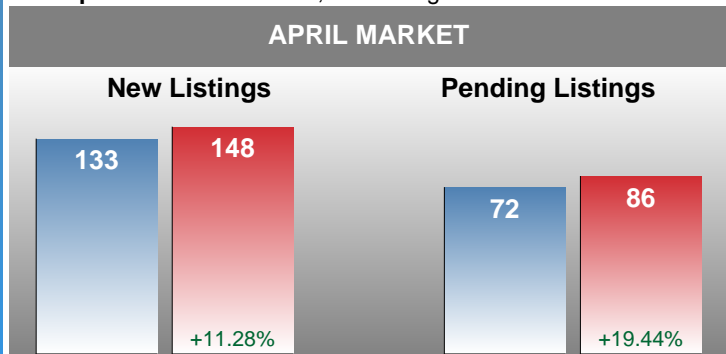


Compared Metrics	April			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	80	85	6.25%	242	242	0.00%
Pending Sales	72	86	19.44%	278	287	3.24%
New Listings	133	148	11.28%	584	510	-12.67%
Average List Price	169,079	147,120	-12.99%	142,252	136,139	-4.30%
Average Sale Price	161,831	140,950	-12.90%	136,940	129,858	-5.17%
Average Percent of Selling Price to List Price	96.48%	94.87%	-1.66%	96.12%	94.66%	-1.52%
Average Days on Market to Sale	69.19	51.22	-25.96%	60.66	58.06	-4.28%
Monthly Inventory	441	420	-4.76%	441	420	-4.76%
Months Supply of Inventory	6.46	6.12	-5.34%	6.46	6.12	-5.34%

**Absorption:** Last 12 months, an Average of **69** Sales/Month

**Inventory** on April 30, 2018 = **420**

2017 2018



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Email: support@mlstechnology.com