

December 2020

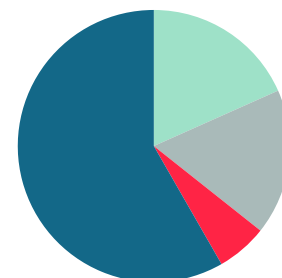
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2021 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	74	94	27.03%
Pending Listings	47	89	89.36%
New Listings	115	89	-22.61%
Median List Price	85,250	123,000	44.28%
Median Sale Price	82,425	122,500	48.62%
Median Percent of Selling Price to List Price	97.85%	100.00%	2.20%
Median Days on Market to Sale	27.00	7.00	-74.07%
End of Month Inventory	479	299	-37.58%
Months Supply of Inventory	5.46	3.55	-34.99%



■ Closed (18.32%)
■ Pending (17.35%)
■ Other OffMarket (6.04%)
■ Active (58.28%)

Absorption: Last 12 months, an Average of **84** Sales/Month
Active Inventory as of December 31, 2020 = **299**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **37.58%** to 299 existing homes available for sale. Over the last 12 months this area has had an average of 84 closed sales per month. This represents an unsold inventory index of **3.55** 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 **48.62%** in December 2020 to \$122,500 versus the previous year at \$82,425.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 20.00 days or **74.07%** in December 2020 compared to last year's same month at **27.00** DOM.

Sales Success for December 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 89 New Listings in December 2020, down **22.61%** from last year at 115. Furthermore, there were 94 Closed Listings this month versus last year at 74, a **27.03%** increase.

Closed versus Listed trends yielded a **105.6%** ratio, up from previous year's, December 2019, at **64.3%**, a **64.14%** 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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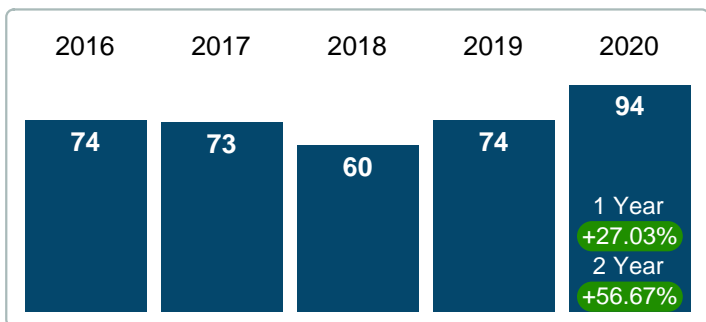
Area Delimited by County Of Washington



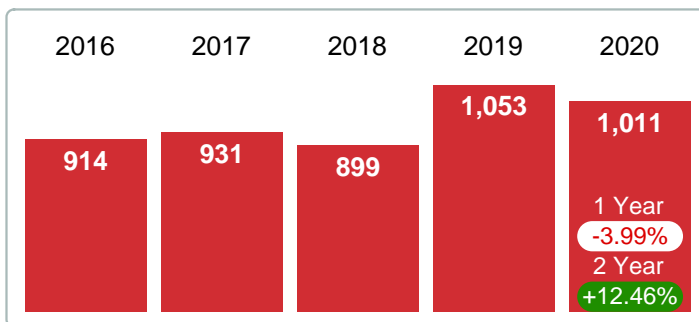
CLOSED LISTINGS

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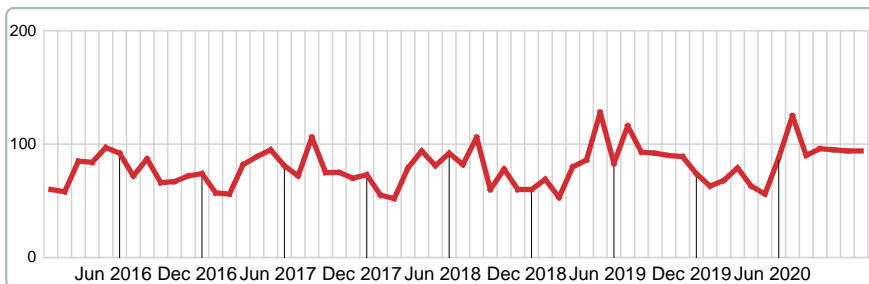
DECEMBER



YEAR TO DATE (YTD)

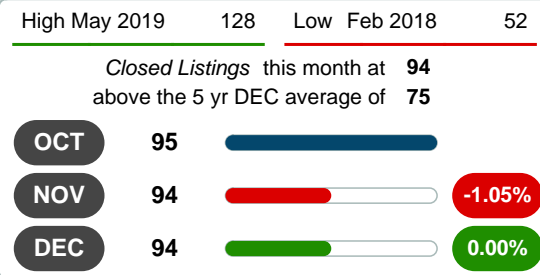


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 75



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	6	6.38%	20.5	5	1	0	0
\$40,001 - \$60,000	13	13.83%	1.0	7	5	1	0
\$60,001 - \$90,000	15	15.96%	1.0	5	9	1	0
\$90,001 - \$160,000	22	23.40%	11.0	1	17	4	0
\$160,001 - \$230,000	17	18.09%	8.0	1	3	9	4
\$230,001 - \$290,000	11	11.70%	8.0	1	2	7	1
\$290,001 and up	10	10.64%	13.0	1	2	6	1
Total Closed Units	94			21	39	28	6
Total Closed Volume	15,180,634	100%	7.0	2.01M	4.93M	6.61M	1.63M
Median Closed Price	\$122,500			\$52,695	\$107,500	\$226,750	\$226,000

December 2020



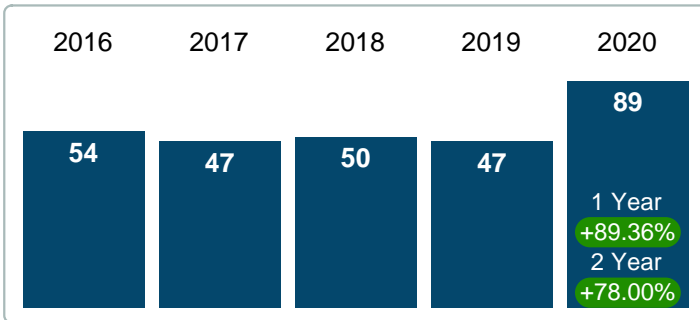
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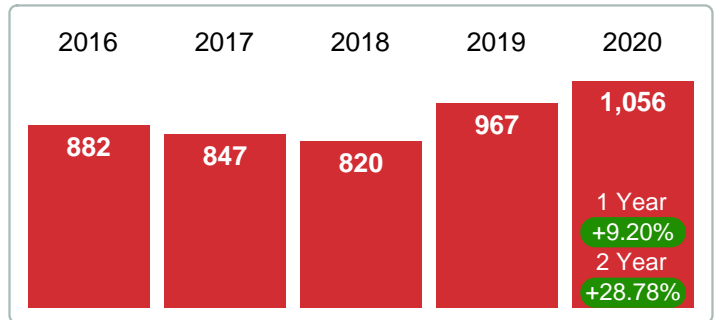
PENDING LISTINGS

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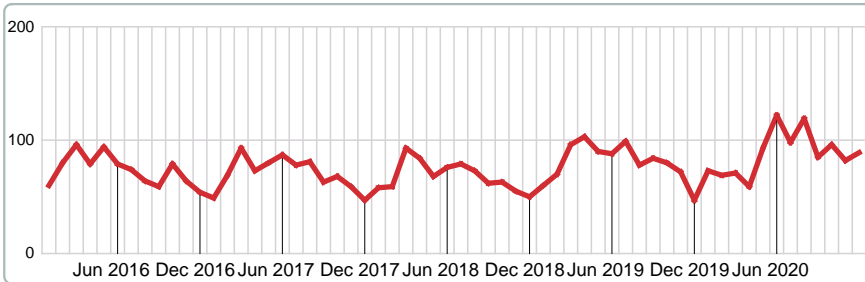
DECEMBER



YEAR TO DATE (YTD)

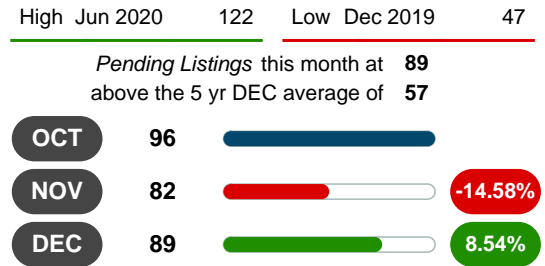


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 57



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	7.87%	21.0	6	1	0	0
\$40,001 - \$60,000	11	12.36%	1.0	6	5	0	0
\$60,001 - \$80,000	12	13.48%	14.5	3	8	1	0
\$80,001 - \$130,000	20	22.47%	7.0	4	12	4	0
\$130,001 - \$180,000	16	17.98%	12.5	3	9	3	1
\$180,001 - \$260,000	14	15.73%	15.5	4	5	4	1
\$260,001 and up	9	10.11%	26.0	2	1	5	1
Total Pending Units	89			28	41	17	3
Total Pending Volume	13,270,583	100%	13.0	3.18M	5.42M	3.98M	689.90K
Median Listing Price	\$126,000			\$70,273	\$114,900	\$189,900	\$235,000



December 2020

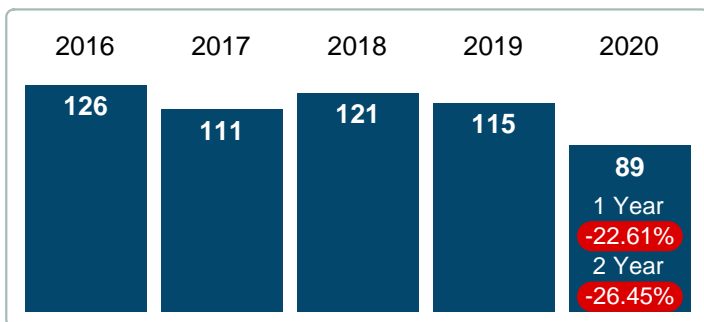
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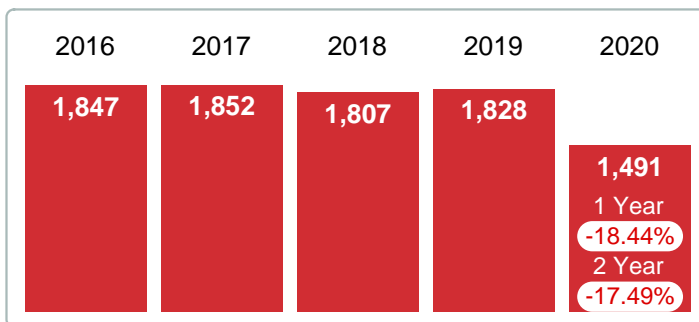
NEW LISTINGS

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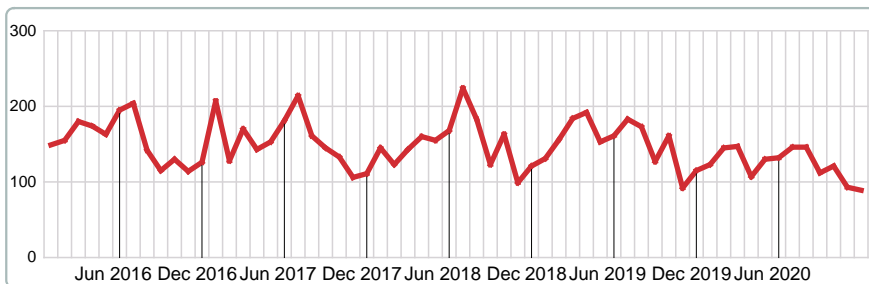
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

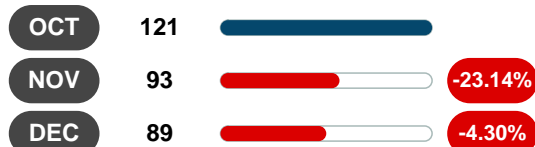


3 MONTHS

5 year DEC AVG = 112

High Jul 2018 224 Low Dec 2020 89

New Listings this month at **89**
below the 5 yr DEC average of **112**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	2	2.25%	1	1	0	0
\$10,001 - \$30,000	19	21.35%	18	0	1	0
\$30,001 - \$50,000	8	8.99%	7	1	0	0
\$50,001 - \$110,000	21	23.60%	10	11	0	0
\$110,001 - \$160,000	17	19.10%	4	9	4	0
\$160,001 - \$250,000	14	15.73%	1	5	6	2
\$250,001 and up	8	8.99%	2	3	3	0
Total New Listed Units	89		43	30	14	2
Total New Listed Volume	10,568,835	100%	2.78M	4.49M	2.86M	440.00K
Median New Listed Listing Price	\$82,500		\$44,900	\$114,900	\$178,700	\$220,000



December 2020

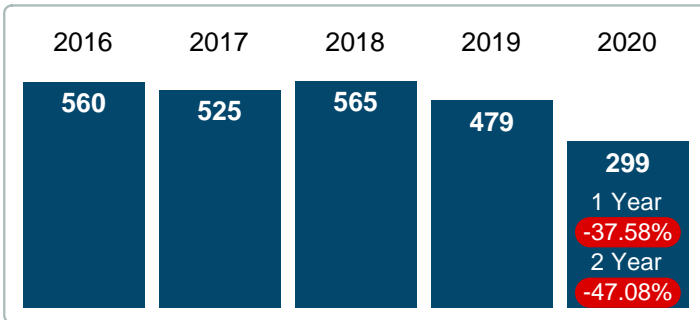
Area Delimited by County Of Washington



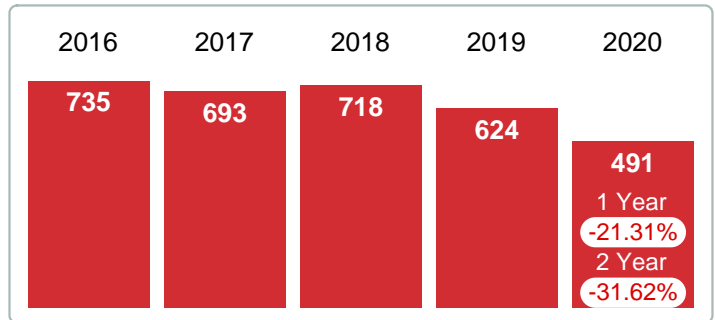
ACTIVE INVENTORY

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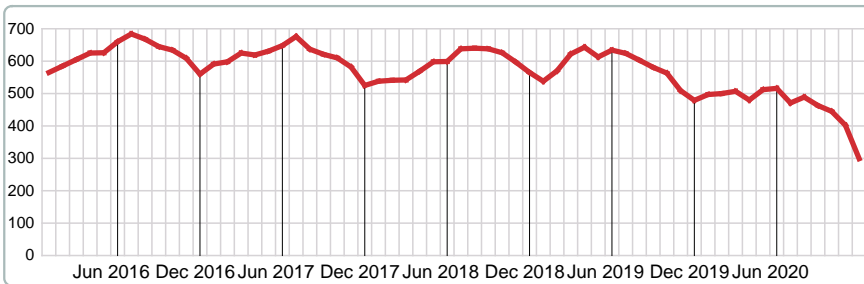
END OF DECEMBER



ACTIVE DURING DECEMBER

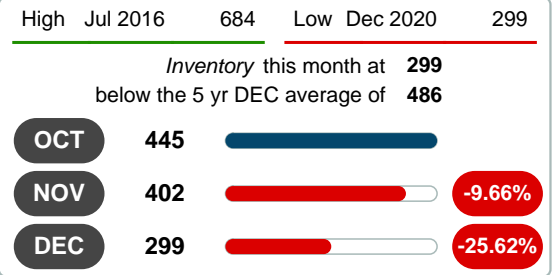


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 486



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%	26.0	0	0	0	0
\$1-\$20,000	68	22.74%	100.5	44	22	2	0
\$20,001-\$40,000	31	10.37%	149.0	28	1	2	0
\$40,001-\$90,000	87	29.10%	162.0	76	9	2	0
\$90,001-\$190,000	44	14.72%	60.5	23	14	7	0
\$190,001-\$390,000	36	12.04%	88.5	16	7	10	3
\$390,001 and up	33	11.04%	158.0	27	2	3	1
Total Active Inventory by Units				214	55	26	4
Total Active Inventory by Volume				31.39M	5.65M	5.98M	1.74M
Median Active Inventory Listing Price				\$60,000	\$74,000	\$186,700	\$378,950

December 2020



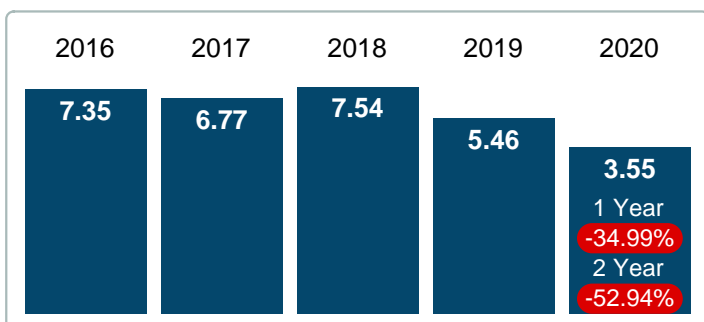
Area Delimited by County Of Washington



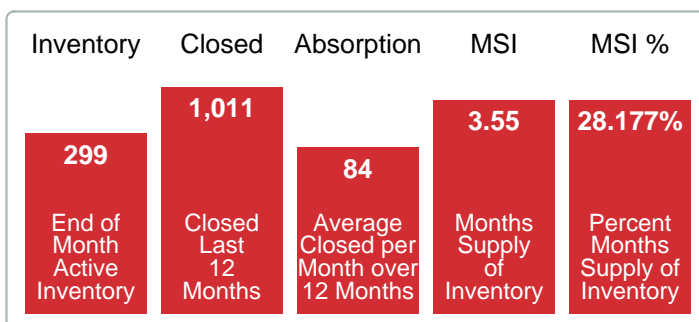
MONTHS SUPPLY of INVENTORY (MSI)

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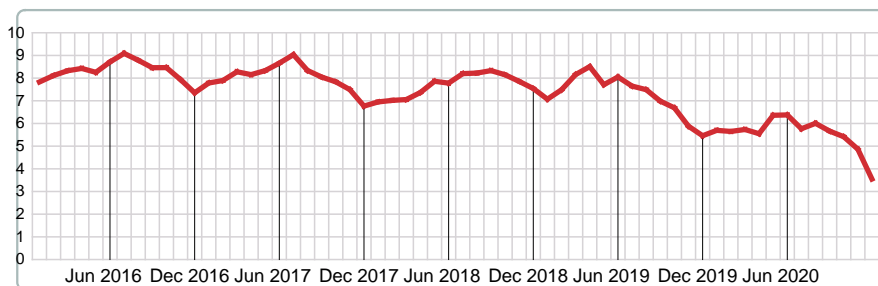
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

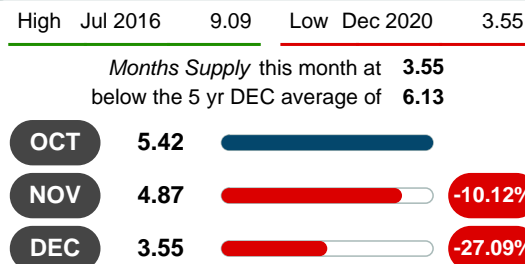


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 6.13



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	68	22.74%	14.57	18.21	10.56	24.00	0.00
\$20,001-\$40,000	31	10.37%	6.20	9.33	0.52	24.00	0.00
\$40,001-\$90,000	87	29.10%	4.41	10.48	0.81	1.41	0.00
\$90,001-\$190,000	44	14.72%	1.34	8.12	0.64	0.92	0.00
\$190,001-\$390,000	36	12.04%	1.86	11.29	1.50	0.88	1.57
\$390,001 and up	33	11.04%	12.77	108.00	4.00	2.57	1.50
Market Supply of Inventory (MSI)			3.55	12.47	1.31	1.20	1.20
Total Active Inventory by Units		100%	3.55	214	55	26	4



December 2020

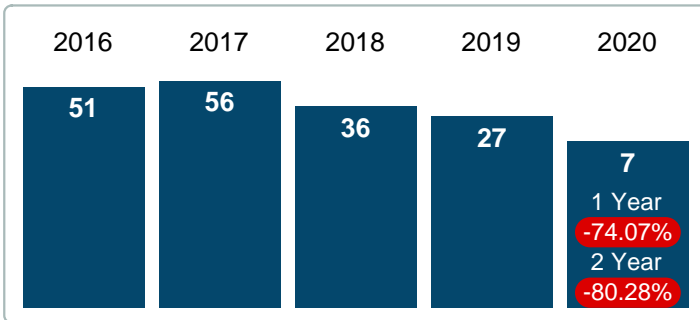
Area Delimited by County Of Washington



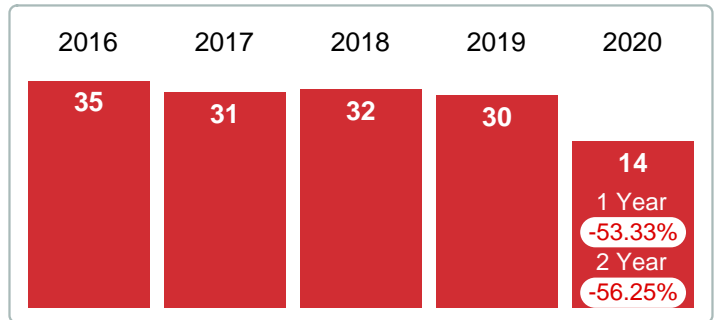
MEDIAN DAYS ON MARKET TO SALE

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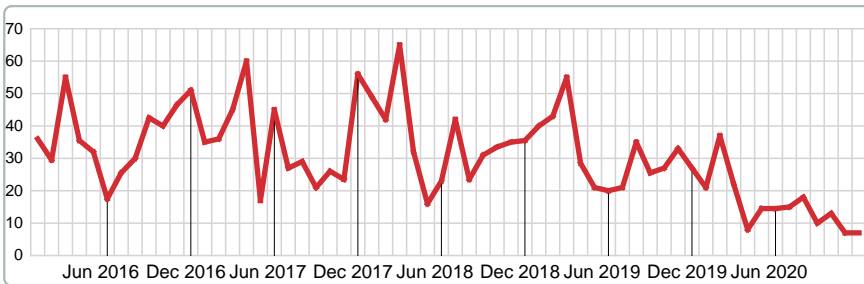
DECEMBER



YEAR TO DATE (YTD)

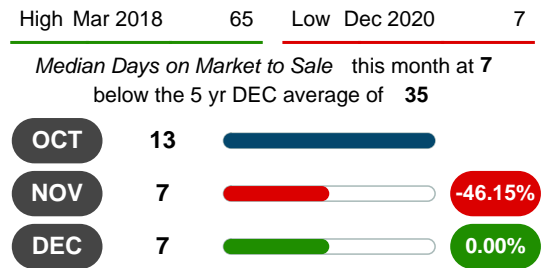


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 35



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	6.38%	21	22	19	0	0
\$40,001 - \$60,000	13.83%	1	1	1	82	0
\$60,001 - \$90,000	15.96%	1	1	1	23	0
\$90,001 - \$160,000	23.40%	11	52	5	29	0
\$160,001 - \$230,000	18.09%	8	8	1	8	39
\$230,001 - \$290,000	11.70%	8	42	1	8	12
\$290,001 and up	10.64%	13	31	30	6	5
Median Closed DOM		7	4	4	11	10
Total Closed Units	100%	94	21	39	28	6
Total Closed Volume		15,180,634	2.01M	4.93M	6.61M	1.63M



December 2020

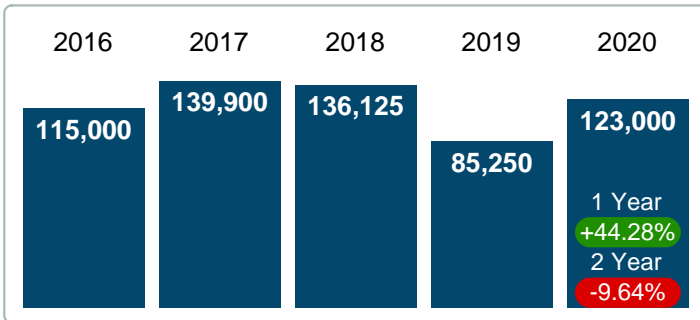
Area Delimited by County Of Washington



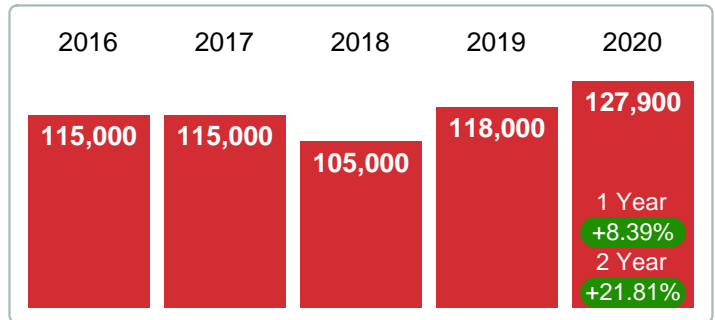
MEDIAN LIST PRICE AT CLOSING

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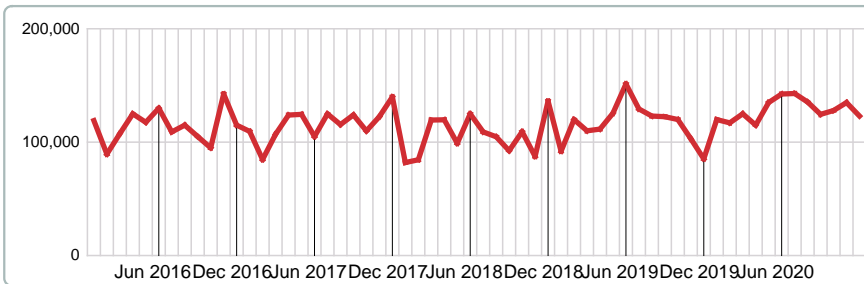
DECEMBER



YEAR TO DATE (YTD)

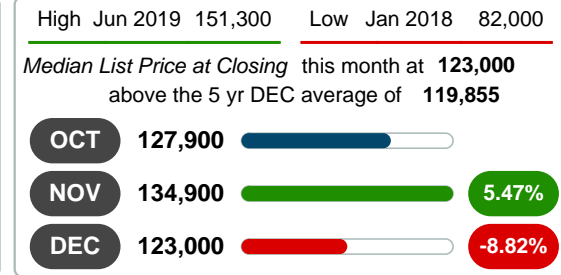


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 119,855



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	6.38%	27,913	27,325	35,000	0	0
\$40,001 - \$60,000	12.77%	50,000	49,450	50,000	54,850	0
\$60,001 - \$90,000	18.09%	75,000	66,750	75,750	75,000	0
\$90,001 - \$160,000	22.34%	119,900	107,900	120,200	120,250	0
\$160,001 - \$230,000	18.09%	193,500	0	179,000	195,000	199,000
\$230,001 - \$290,000	9.57%	255,500	251,750	245,950	268,000	239,450
\$290,001 and up	12.77%	357,000	889,600	497,450	322,450	589,000
Median List Price		123,000	52,695	111,500	226,950	234,500
Total Closed Units		94	21	39	28	6
Total Closed Volume		15,797,634	2.35M	5.06M	6.72M	1.68M



December 2020

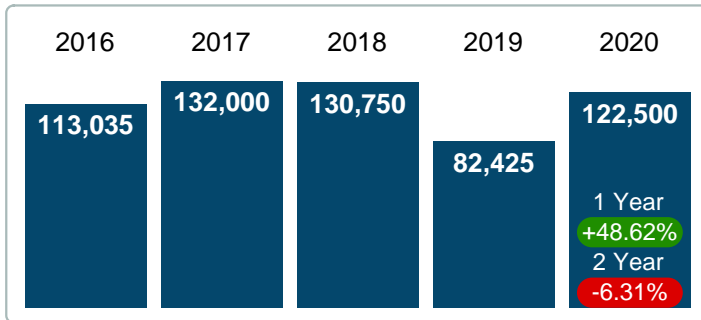
Area Delimited by County Of Washington



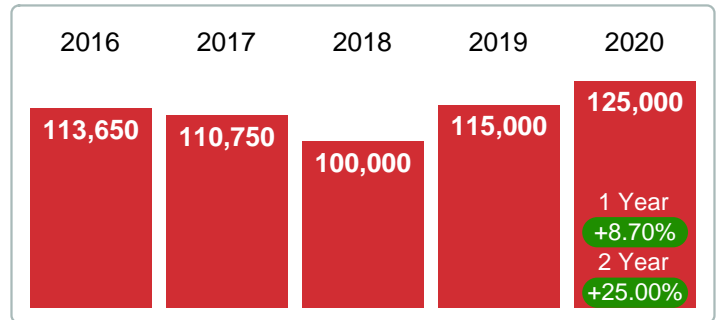
MEDIAN SOLD PRICE AT CLOSING

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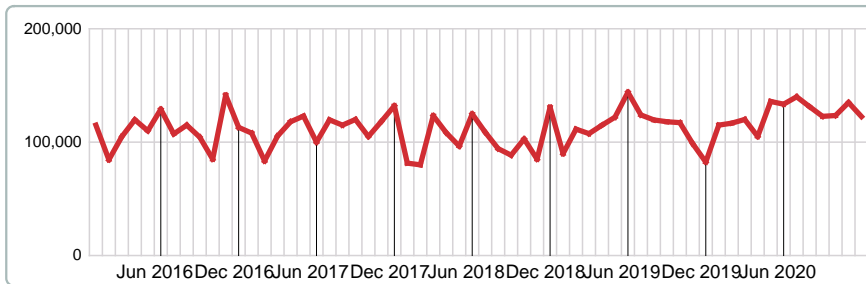
DECEMBER



YEAR TO DATE (YTD)

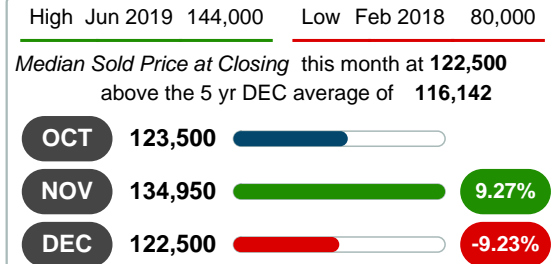


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 116,142



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	6.38%	25,788	24,250	35,000	0	0
\$40,001 - \$60,000	13.83%	50,000	50,000	50,000	50,000	0
\$60,001 - \$90,000	15.96%	70,000	63,200	70,000	79,500	0
\$90,001 - \$160,000	23.40%	117,500	101,000	122,000	116,000	0
\$160,001 - \$230,000	18.09%	184,500	180,300	165,000	191,500	202,450
\$230,001 - \$290,000	11.70%	259,000	240,000	245,950	268,000	239,000
\$290,001 and up	10.64%	456,250	667,200	456,250	334,500	589,000
Median Sold Price		122,500	52,695	107,500	226,750	226,000
Total Closed Units		94	21	39	28	6
Total Closed Volume		15,180,634	2.01M	4.93M	6.61M	1.63M

December 2020

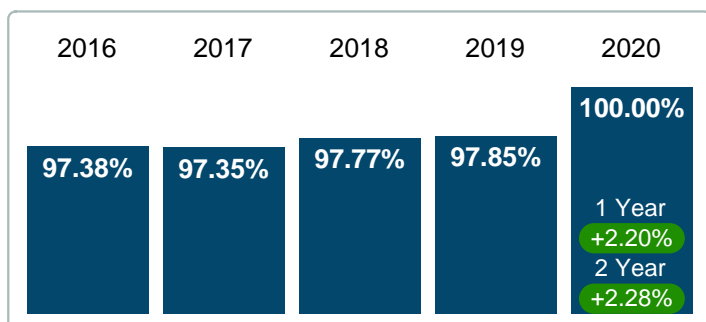
Area Delimited by County Of Washington



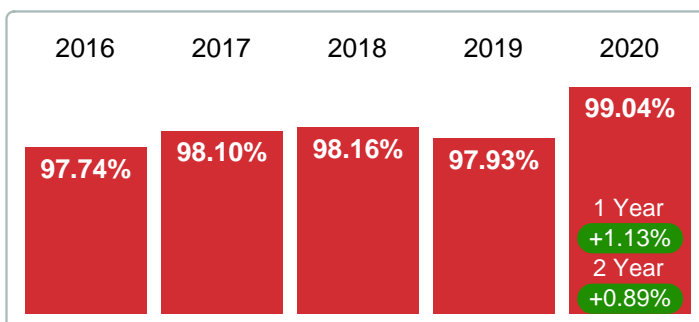
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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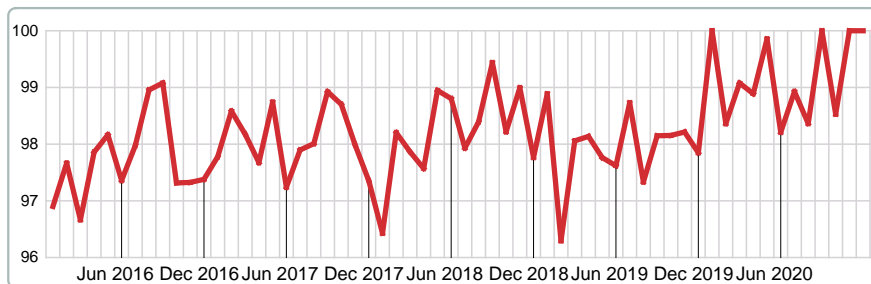
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

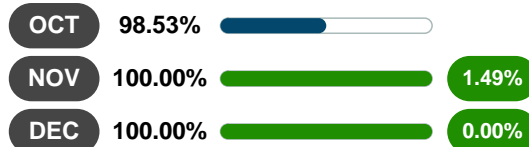


3 MONTHS

5 year DEC AVG = 98.07%

High Dec 2020 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr DEC average of **98.07%**



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	6	6.38%	87.15%	92.31%	77.95%	0.00%	0.00%
\$40,001 - \$60,000	13	13.83%	100.00%	100.00%	100.00%	91.16%	0.00%
\$60,001 - \$90,000	15	15.96%	100.00%	100.00%	100.00%	106.00%	0.00%
\$90,001 - \$160,000	22	23.40%	100.00%	93.61%	100.00%	98.47%	0.00%
\$160,001 - \$230,000	17	18.09%	98.70%	70.57%	97.63%	100.00%	96.24%
\$230,001 - \$290,000	11	11.70%	100.00%	96.77%	100.00%	100.00%	100.00%
\$290,001 and up	10	10.64%	97.47%	75.00%	93.03%	98.16%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	99.66%	99.35%
Total Closed Units		94	100%	21	39	28	6
Total Closed Volume		15,180,634		2.01M	4.93M	6.61M	1.63M

December 2020

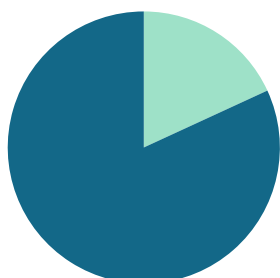
Area Delimited by County Of Washington



MARKET SUMMARY

Report produced on Jan 11, 2021 for MLS Technology Inc.

INVENTORY

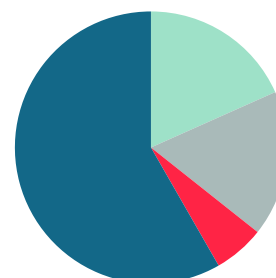


Inventory
 New Listings
89 = 18.13%
 Start Inventory
402
 Total Inventory Units
491
 Volume
\$73,474,517

Market Activity

Closed Sales
94 = 18.32%
 Pending Sales
89 = 17.35%
 Other Off Market
31 = 6.04%
 Active Inventory
299 = 58.28%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	74	94	27.03%	1,053	1,011	-3.99%
Pending Sales	47	89	89.36%	967	1,056	9.20%
New Listings	115	89	-22.61%	1,828	1,491	-18.44%
Median List Price	85,250	123,000	44.28%	118,000	127,900	8.39%
Median Sale Price	82,425	122,500	48.62%	115,000	125,000	8.70%
Median Percent of Selling Price to List Price	97.85%	100.00%	2.20%	97.93%	99.04%	1.13%
Median Days on Market to Sale	27.00	7.00	-74.07%	30.00	14.00	-53.33%
Monthly Inventory	479	299	-37.58%	479	299	-37.58%
Months Supply of Inventory	5.46	3.55	-34.99%	5.46	3.55	-34.99%

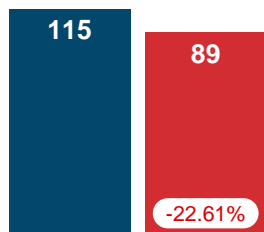
Absorption: Last 12 months, an Average of **84** Sales/Month

Inventory on December 31, 2020 = **299** 2019 2020

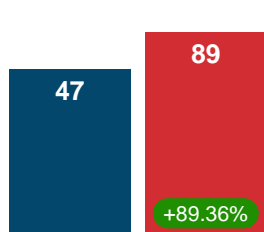
DECEMBER MARKET

MEDIAN PRICES

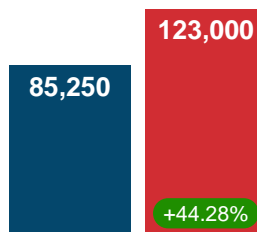
New Listings



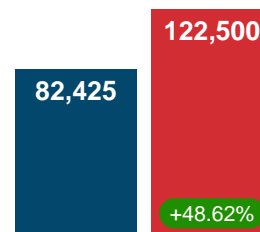
Pending Listings



List Price



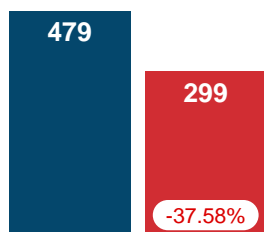
Sale Price



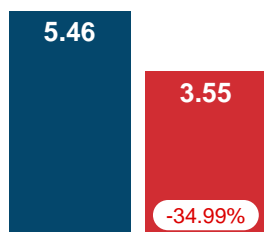
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

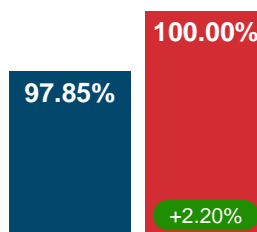
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

