

# April 2021

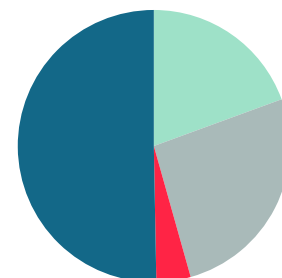
Area Delimited by County Of Washington



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	April 2021	+/-%
Closed Listings	70	100	42.86%
Pending Listings	59	135	128.81%
New Listings	113	163	44.25%
Average List Price	122,874	161,449	31.39%
Average Sale Price	120,025	159,701	33.06%
Average Percent of Selling Price to List Price	96.02%	97.94%	2.01%
Average Days on Market to Sale	31.67	19.45	-38.59%
End of Month Inventory	481	259	-46.15%
Months Supply of Inventory	5.52	2.77	-49.89%



■ Closed (19.42%)  
■ Pending (26.21%)  
■ Other OffMarket (4.08%)  
■ Active (50.29%)

**Absorption:** Last 12 months, an Average of **94** Sales/Month  
**Active Inventory** as of April 30, 2021 = **259**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2021 decreased **46.15%** to 259 existing homes available for sale. Over the last 12 months this area has had an average of 94 closed sales per month. This represents an unsold inventory index of **2.77** 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 **33.06%** in April 2021 to \$159,701 versus the previous year at \$120,025.

#### Average Days on Market Shortens

The average number of **19.45** days that homes spent on the market before selling decreased by 12.22 days or **38.59%** in April 2021 compared to last year's same month at **31.67** DOM.

#### Sales Success for April 2021 is Positive

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

There were 163 New Listings in April 2021, up **44.25%** from last year at 113. Furthermore, there were 100 Closed Listings this month versus last year at 70, a **42.86%** increase.

Closed versus Listed trends yielded a **61.3%** ratio, down from previous year's, April 2020, at **61.9%**, a **0.96%** 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>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</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.

#### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

# April 2021



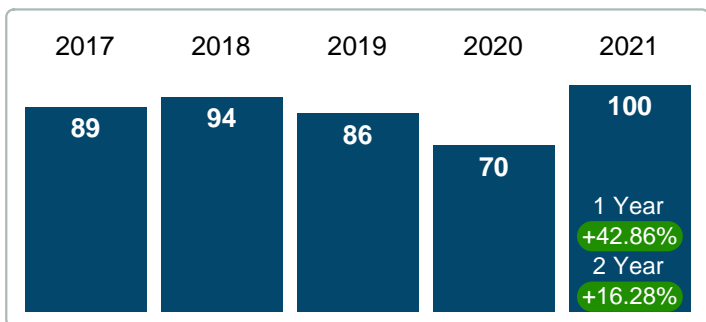
Area Delimited by County Of Washington



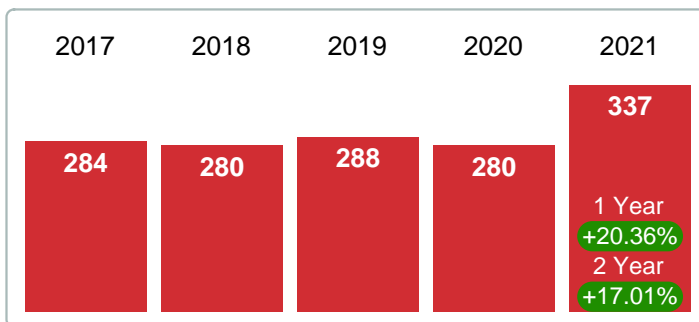
## CLOSED LISTINGS

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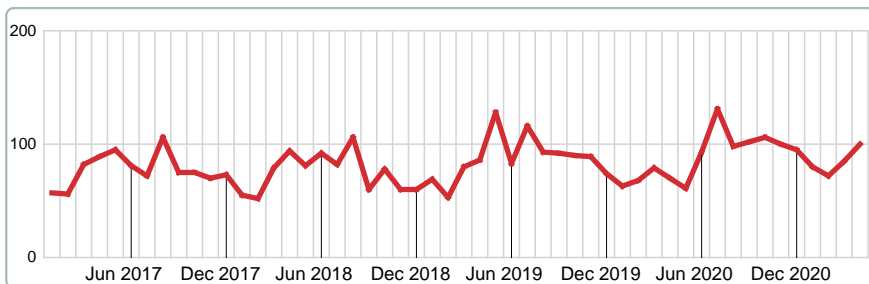
### APRIL



### YEAR TO DATE (YTD)

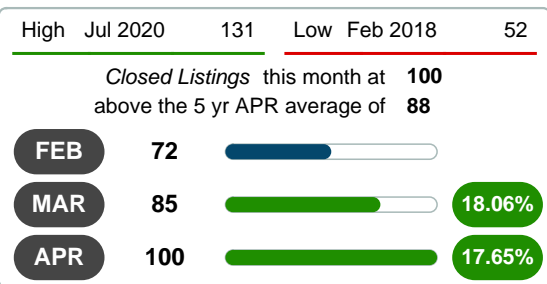


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 88



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings 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-\$50,000	17	17.00%	21.8	12	5	0	0
\$50,001-\$100,000	18	18.00%	32.6	7	9	2	0
\$100,001-\$175,000	26	26.00%	8.6	4	19	3	0
\$175,001-\$225,000	15	15.00%	13.7	1	7	7	0
\$225,001-\$275,000	8	8.00%	9.1	0	3	5	0
\$275,001 and up	16	16.00%	30.3	3	4	7	2
<b>Total Closed Units</b>	<b>100</b>			<b>27</b>	<b>47</b>	<b>24</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>15,970,059</b>	<b>100%</b>	<b>19.5</b>	<b>2.45M</b>	<b>7.03M</b>	<b>5.67M</b>	<b>821.00K</b>
<b>Average Closed Price</b>	<b>\$159,701</b>			<b>\$90,720</b>	<b>\$149,516</b>	<b>\$236,348</b>	<b>\$410,500</b>

# April 2021



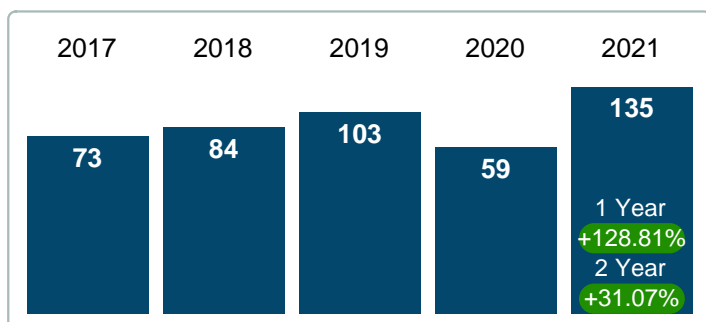
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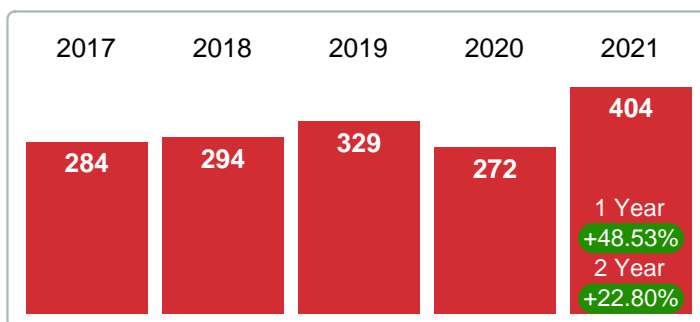
## PENDING LISTINGS

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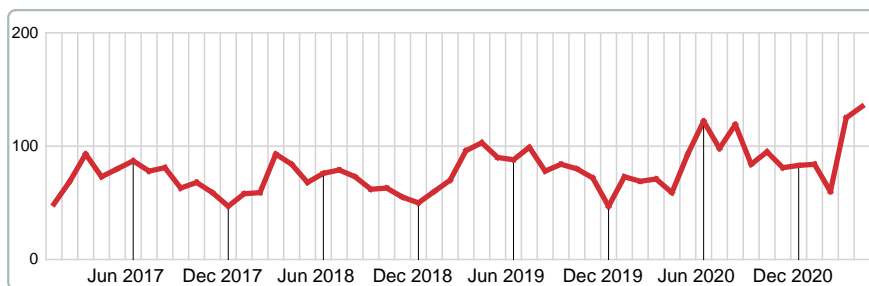
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

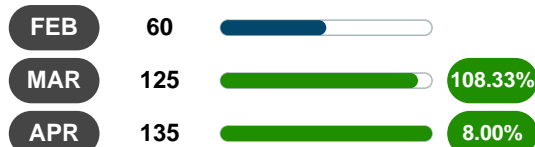


### 3 MONTHS

5 year APR AVG = 91

High Apr 2021 135 Low Dec 2019 47

Pending Listings this month at 135  
above the 5 yr APR average of 91



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9	6.67%	59.3	6	3	0	0
\$40,001 - \$60,000	13	9.63%	92.8	12	0	1	0
\$60,001 - \$110,000	25	18.52%	23.9	10	15	0	0
\$110,001 - \$180,000	35	25.93%	20.3	6	26	3	0
\$180,001 - \$250,000	24	17.78%	17.7	2	12	10	0
\$250,001 - \$340,000	16	11.85%	14.2	1	4	10	1
\$340,001 and up	13	9.63%	48.3	4	2	5	2
<b>Total Pending Units</b>	<b>135</b>			<b>41</b>	<b>62</b>	<b>29</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>24,908,912</b>	<b>100%</b>	<b>21.6</b>	<b>5.22M</b>	<b>9.92M</b>	<b>8.29M</b>	<b>1.47M</b>
<b>Average Listing Price</b>	<b>\$131,960</b>			<b>\$127,411</b>	<b>\$160,046</b>	<b>\$285,803</b>	<b>\$491,300</b>

# April 2021



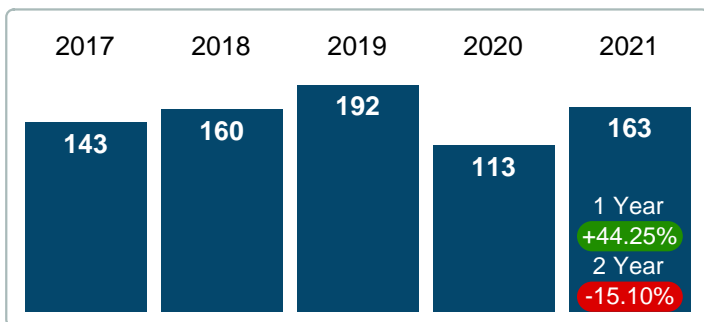
Area Delimited by County Of Washington



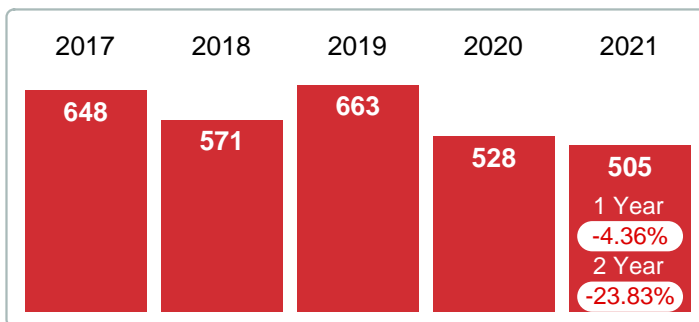
## NEW LISTINGS

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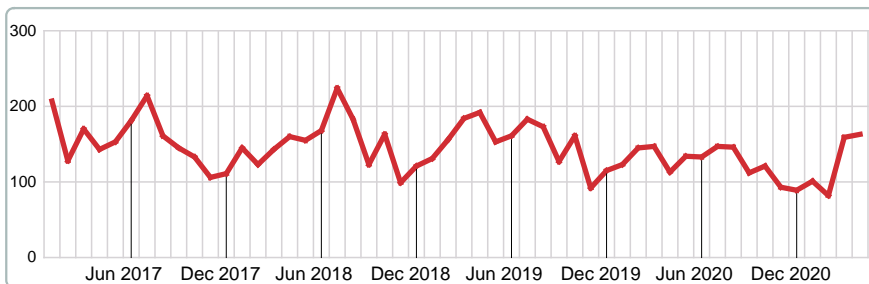
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

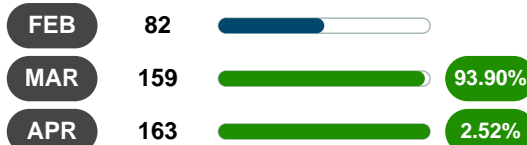


### 3 MONTHS

5 year APR AVG = 154

High Jul 2018 224 Low Feb 2021 82

New Listings this month at **163**  
above the 5 yr APR average of **154**



### 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	10	6.13%	7	3	0	0
\$30,001 - \$60,000	20	12.27%	16	3	1	0
\$60,001 - \$80,000	27	16.56%	16	10	0	1
\$80,001 - \$170,000	43	26.38%	13	27	3	0
\$170,001 - \$250,000	28	17.18%	2	15	11	0
\$250,001 - \$340,000	16	9.82%	2	5	8	1
\$340,001 and up	19	11.66%	6	2	8	3
<b>Total New Listed Units</b>	<b>163</b>		<b>62</b>	<b>65</b>	<b>31</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>31,655,745</b>	<b>100%</b>	<b>10.53M</b>	<b>10.51M</b>	<b>8.92M</b>	<b>1.69M</b>
<b>Average New Listed Listing Price</b>	<b>\$103,479</b>		<b>\$169,872</b>	<b>\$161,766</b>	<b>\$287,839</b>	<b>\$337,180</b>

# April 2021



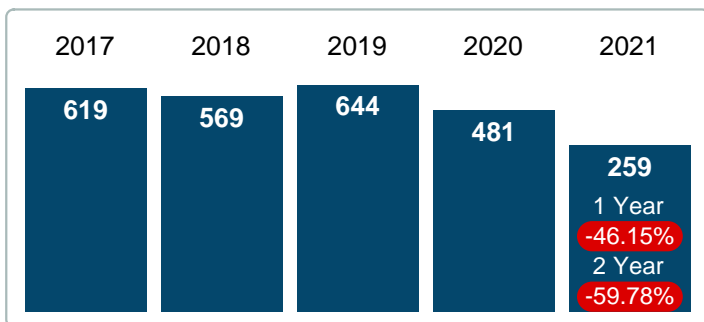
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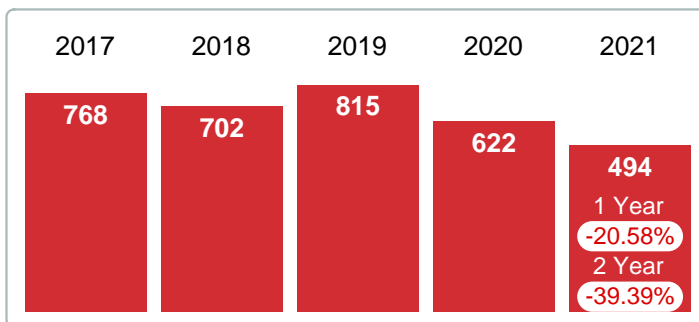
## ACTIVE INVENTORY

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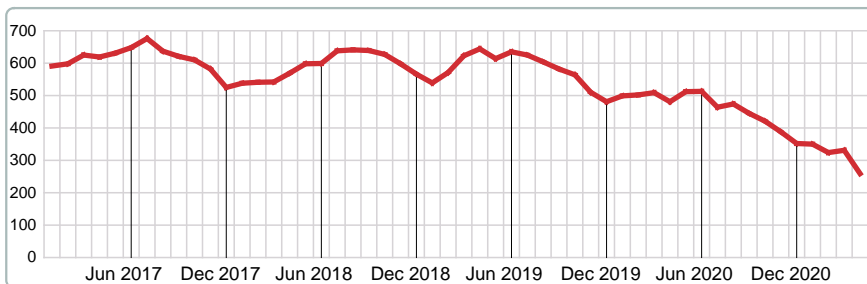
### END OF APRIL



### ACTIVE DURING APRIL

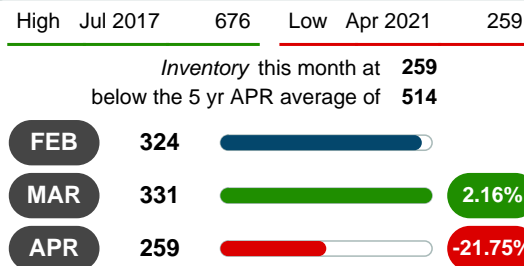


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 514



### 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	26	10.04%	112.4	25	1	0	0
\$25,001-\$50,000	39	15.06%	167.6	36	2	1	0
\$50,001-\$125,000	96	37.07%	107.0	79	15	1	1
\$125,001-\$225,000	40	15.44%	96.6	26	12	2	0
\$225,001-\$425,000	30	11.58%	77.3	17	3	9	1
\$425,001 and up	28	10.81%	110.1	15	3	6	4
Total Active Inventory by Units			259	198	36	19	6
Total Active Inventory by Volume			47,632,155	31.53M	6.64M	6.79M	2.67M
Average Active Inventory Listing Price			\$183,908	\$159,256	\$184,569	\$357,136	\$444,900

# April 2021



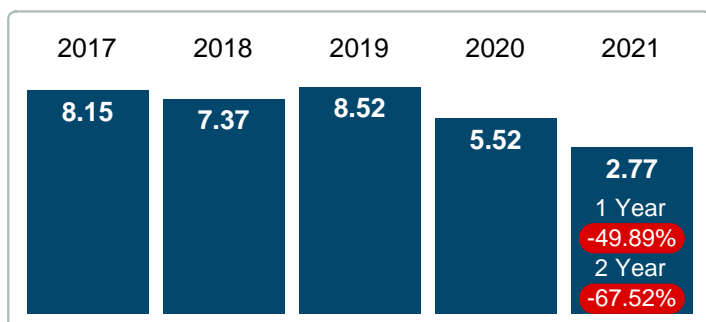
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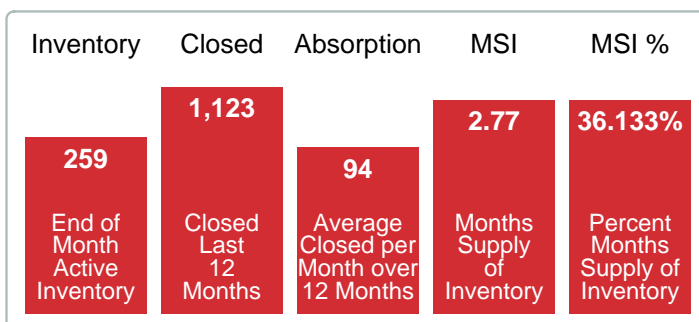
## MONTHS SUPPLY of INVENTORY (MSI)

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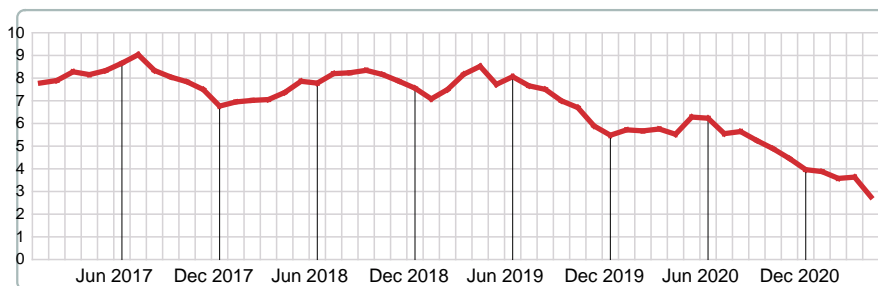
### MSI FOR APRIL



### INDICATORS FOR APRIL 2021

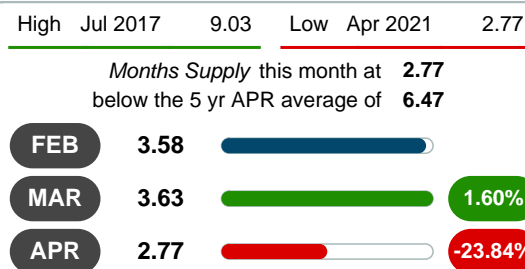


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 6.47



### 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	24	9.27%	2.74	5.11	0.26	0.00	0.00
\$20,001 - \$40,000	20	7.72%	4.07	6.49	0.00	0.00	0.00
\$40,001 - \$60,000	38	14.67%	4.90	6.74	2.00	2.00	0.00
\$60,001 - \$130,000	85	32.82%	3.08	12.35	0.63	0.38	12.00
\$130,001 - \$220,000	33	12.74%	1.25	9.91	0.84	0.22	0.00
\$220,001 - \$440,000	33	12.74%	2.03	9.82	0.84	1.09	1.20
\$440,001 and up	26	10.04%	13.00	36.00	9.00	5.45	9.00
Market Supply of Inventory (MSI)			2.77	8.90	0.79	0.82	2.06
Total Active Inventory by Units		100%	2.77	198	36	19	6

# April 2021



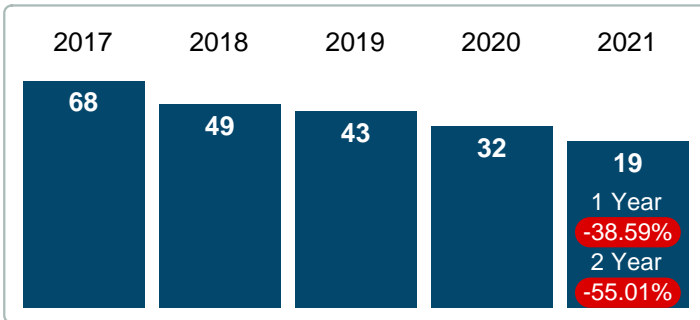
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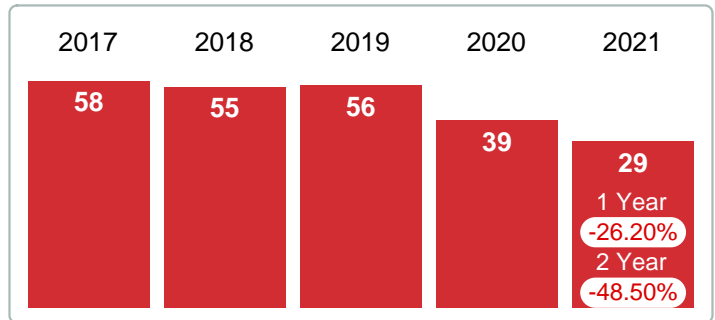
## AVERAGE DAYS ON MARKET TO SALE

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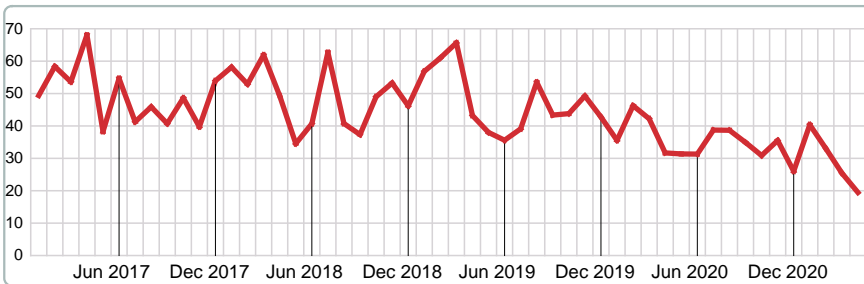
### APRIL



### YEAR TO DATE (YTD)

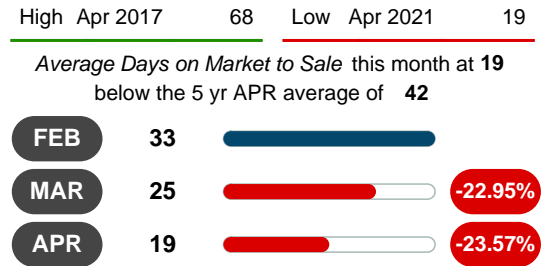


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 42



### 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$50,000	17	17.00%	22	28	8	0	0
\$50,001-\$100,000	18	18.00%	33	58	6	62	0
\$100,001-\$175,000	26	26.00%	9	7	8	11	0
\$175,001-\$225,000	15	15.00%	14	7	20	8	0
\$225,001-\$275,000	8	8.00%	9	0	3	13	0
\$275,001 and up	16	16.00%	30	109	10	15	8
Average Closed DOM	19			41	9	16	8
Total Closed Units	100	100%	19	27	47	24	2
Total Closed Volume	15,970,059			2.45M	7.03M	5.67M	821.00K



# April 2021



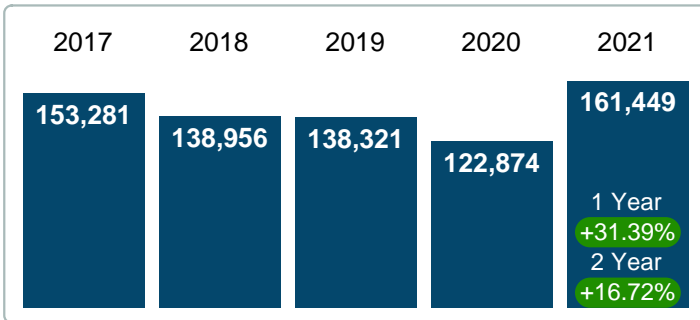
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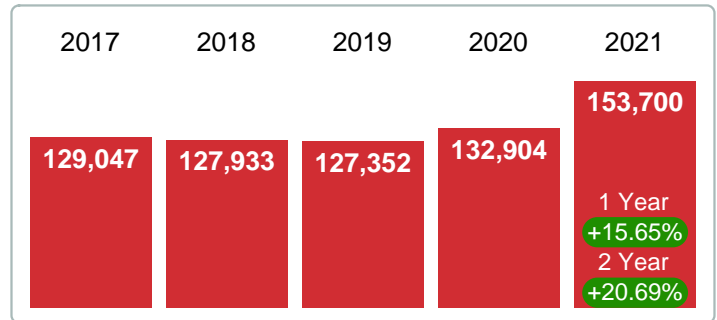
## AVERAGE LIST PRICE AT CLOSING

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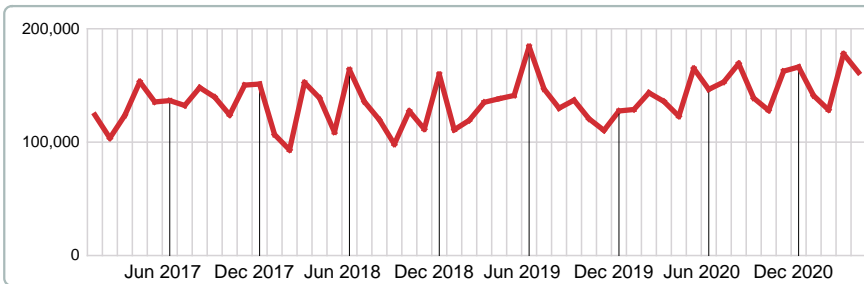
### APRIL



### YEAR TO DATE (YTD)

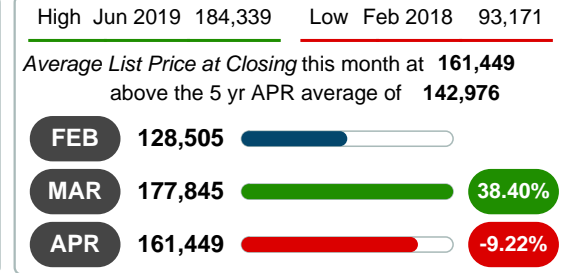


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 142,976



### 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$50,000	15	15.00%	20,595	26,006	23,171	0	0
\$50,001-\$100,000	20	20.00%	77,455	75,643	87,589	59,650	0
\$100,001-\$175,000	25	25.00%	140,556	124,975	146,421	134,333	0
\$175,001-\$225,000	15	15.00%	195,613	210,000	195,486	201,400	0
\$225,001-\$275,000	9	9.00%	247,300	0	246,667	250,740	0
\$275,001 and up	16	16.00%	350,819	327,050	325,037	358,843	409,950
Average List Price			161,449	93,801	150,951	237,404	409,950
Total Closed Units		100%	161,449	27	47	24	2
Total Closed Volume			16,144,919	2.53M	7.09M	5.70M	819.90K



# April 2021



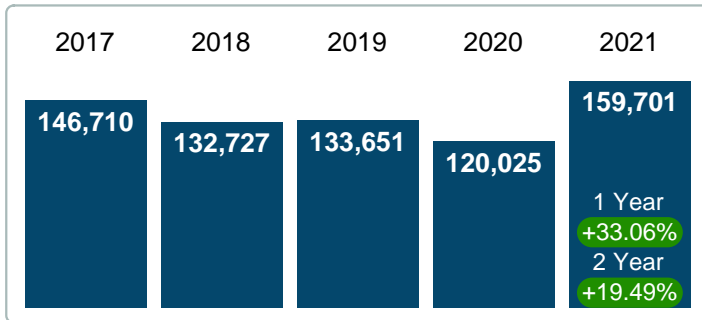
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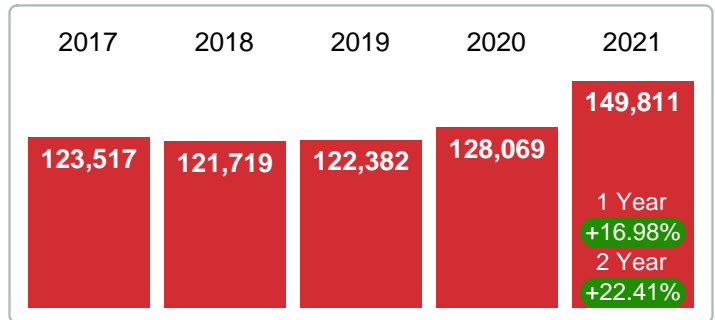
## AVERAGE SOLD PRICE AT CLOSING

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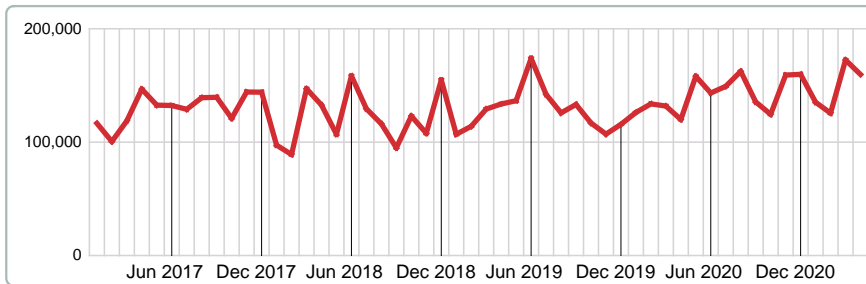
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

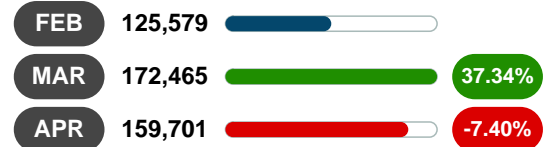


### 3 MONTHS

5 year APR AVG = 138,563

High Jun 2019 173,881 Low Feb 2018 89,105

Average Sold Price at Closing this month at **159,701**  
above the 5 yr APR average of **138,563**



### 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$50,000	17	17.00%	20,753	22,029	17,691	0	0
\$50,001-\$100,000	18	18.00%	78,531	74,743	85,367	61,025	0
\$100,001-\$175,000	26	26.00%	142,900	124,250	147,311	139,833	0
\$175,001-\$225,000	15	15.00%	198,220	210,000	194,486	200,271	0
\$225,001-\$275,000	8	8.00%	250,988	0	248,333	252,580	0
\$275,001 and up	16	16.00%	344,195	318,300	316,303	352,286	410,500
Average Sold Price			159,701	90,720	149,516	236,348	410,500
Total Closed Units		100%	159,701	27	47	24	2
Total Closed Volume			15,970,059	2.45M	7.03M	5.67M	821.00K

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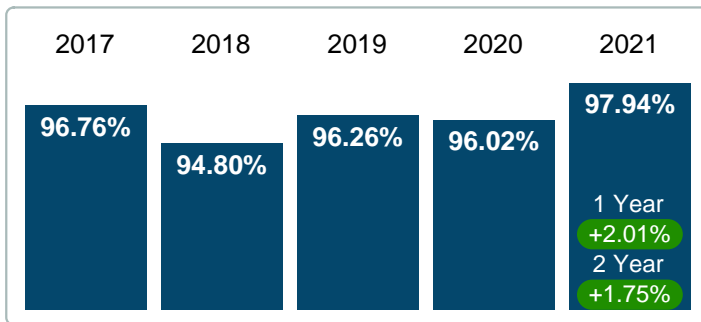
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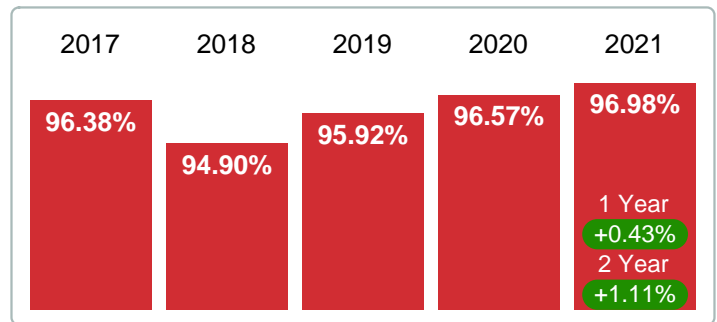
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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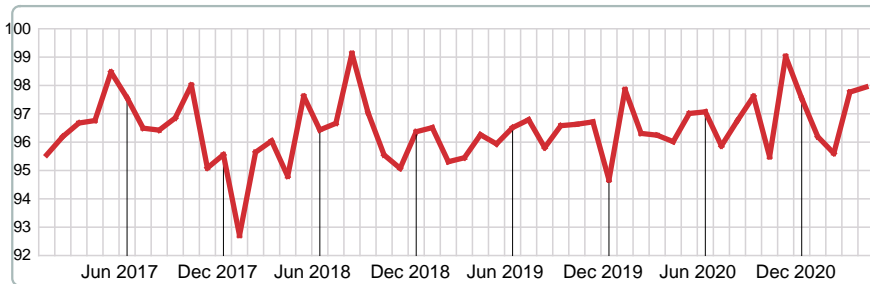
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

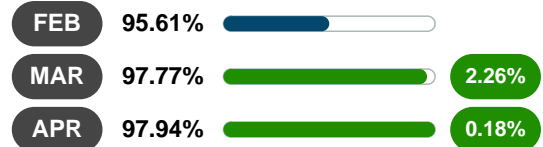


### 3 MONTHS

5 year APR AVG = 96.36%

High Aug 2018 99.13% Low Jan 2018 92.71%

Average Sold/List Ratio this month at **97.94%**  
above the 5 yr APR average of **96.36%**



### 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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$50,000	17	17.00%	89.14%	89.81%	87.54%	0.00%	0.00%
\$50,001-\$100,000	18	18.00%	98.88%	99.64%	97.53%	102.30%	0.00%
\$100,001-\$175,000	26	26.00%	101.07%	99.34%	100.76%	105.33%	0.00%
\$175,001-\$225,000	15	15.00%	99.64%	100.00%	99.63%	99.59%	0.00%
\$225,001-\$275,000	8	8.00%	100.76%	0.00%	100.68%	100.81%	0.00%
\$275,001 and up	16	16.00%	98.17%	97.39%	97.53%	98.31%	100.11%
Average Sold/List Ratio		97.90%		94.99%	98.29%	100.42%	100.11%
Total Closed Units		100	100%	27	47	24	2
Total Closed Volume		15,970,059		2.45M	7.03M	5.67M	821.00K

# April 2021

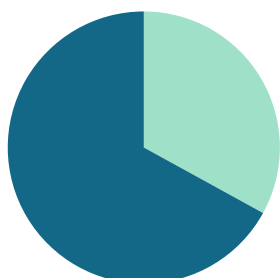
Area Delimited by County Of Washington



## MARKET SUMMARY

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

### INVENTORY

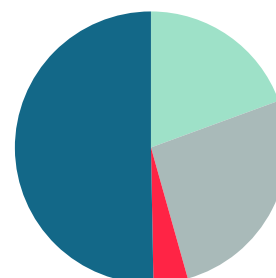


**Inventory**  
 New Listings  
**163 = 33.00%**  
 Start Inventory  
**331**  
 Total Inventory Units  
**494**  
 Volume  
**\$95,434,044**

### Market Activity

Closed Sales  
**100 = 19.42%**  
 Pending Sales  
**135 = 26.21%**  
 Other Off Market  
**21 = 4.08%**  
 Active Inventory  
**259 = 50.29%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	70	100	42.86%	280	337	20.36%
Pending Sales	59	135	128.81%	272	404	48.53%
New Listings	113	163	44.25%	528	505	-4.36%
Average List Price	122,874	161,449	31.39%	132,904	153,700	15.65%
Average Sale Price	120,025	159,701	33.06%	128,069	149,811	16.98%
Average Percent of Selling Price to List Price	96.02%	97.94%	2.01%	96.57%	96.98%	0.43%
Average Days on Market to Sale	31.67	19.45	-38.59%	39.06	28.83	-26.20%
Monthly Inventory	481	259	-46.15%	481	259	-46.15%
Months Supply of Inventory	5.52	2.77	-49.89%	5.52	2.77	-49.89%

**Absorption:** Last 12 months, an Average of **94** Sales/Month

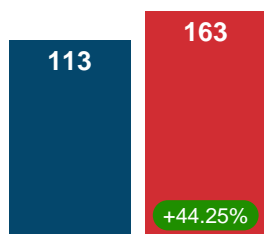
**Inventory** on April 30, 2021 = **259**

**2020** **2021**

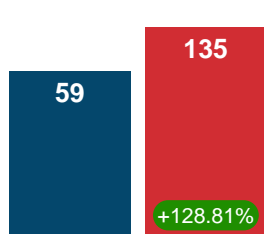
### APRIL MARKET

### AVERAGE PRICES

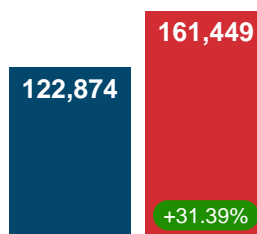
#### New Listings



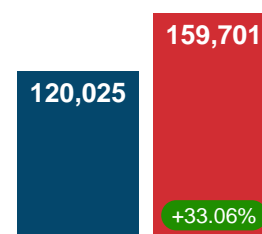
#### Pending Listings



#### List Price



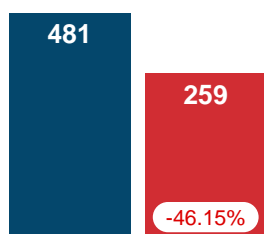
#### Sale Price



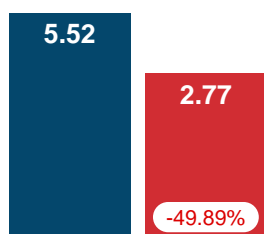
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

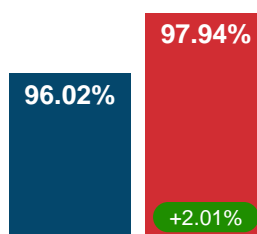
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

