

January 2021

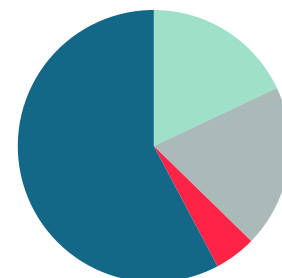
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	63	80	26.98%
Pending Listings	73	86	17.81%
New Listings	123	101	-17.89%
Average List Price	128,785	141,034	9.51%
Average Sale Price	126,172	135,189	7.15%
Average Percent of Selling Price to List Price	97.86%	96.19%	-1.70%
Average Days on Market to Sale	35.56	40.38	13.55%
End of Month Inventory	497	257	-48.29%
Months Supply of Inventory	5.70	2.85	-50.01%



■ Closed (17.98%)
■ Pending (19.33%)
■ Other OffMarket (4.94%)
■ Active (57.75%)

Absorption: Last 12 months, an Average of **90** Sales/Month
Active Inventory as of January 31, 2021 = **257**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2021 decreased **48.29%** to 257 existing homes available for sale. Over the last 12 months this area has had an average of 90 closed sales per month. This represents an unsold inventory index of **2.85** 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 **7.15%** in January 2021 to \$135,189 versus the previous year at \$126,172.

Average Days on Market Lengthens

The average number of **40.38** days that homes spent on the market before selling increased by 4.82 days or **13.55%** in January 2021 compared to last year's same month at **35.56** DOM.

Sales Success for January 2021 is Positive

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

There were 101 New Listings in January 2021, down **17.89%** from last year at 123. Furthermore, there were 80 Closed Listings this month versus last year at 63, a **26.98%** increase.

Closed versus Listed trends yielded a **79.2%** ratio, up from previous year's, January 2020, at **51.2%**, a **54.64%** 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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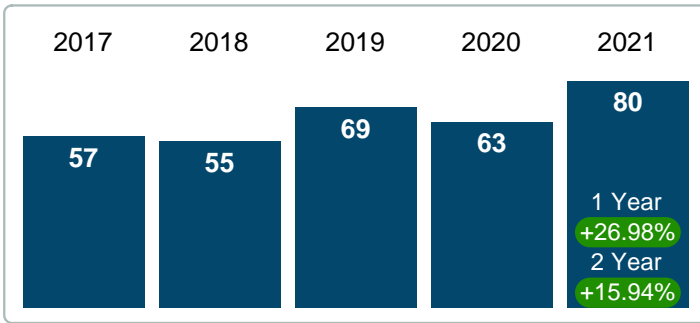
Area Delimited by County Of Washington



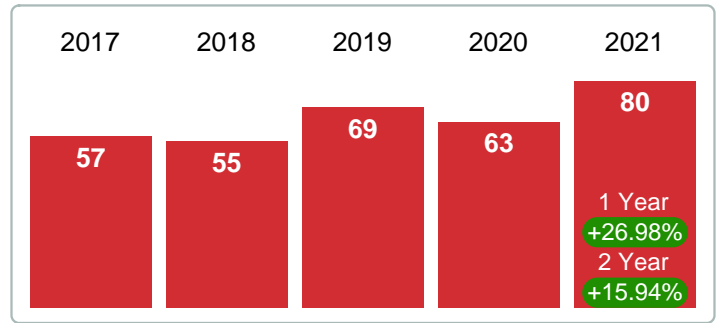
CLOSED LISTINGS

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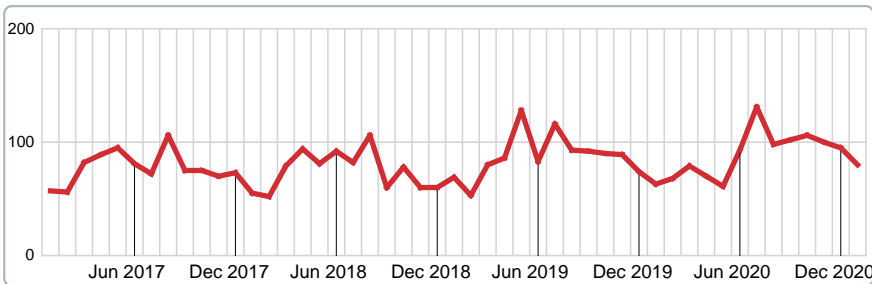
JANUARY



YEAR TO DATE (YTD)

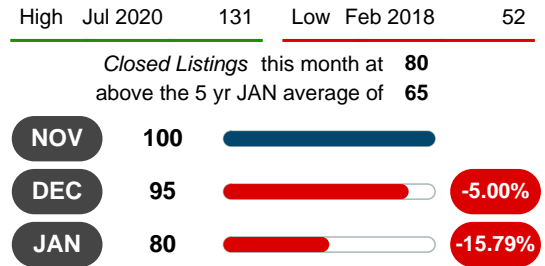


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 65



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	19	23.75%	50.0	13	6	0	0
\$50,001-\$80,000	10	12.50%	42.8	3	7	0	0
\$80,001-\$130,000	17	21.25%	30.3	5	11	1	0
\$130,001-\$200,000	16	20.00%	14.9	3	10	3	0
\$200,001-\$280,000	9	11.25%	65.8	2	4	2	1
\$280,001 and up	9	11.25%	56.2	1	4	4	0
Total Closed Units	80			27	42	10	1
Total Closed Volume	10,815,095	100%	40.4	2.44M	5.63M	2.47M	273.00K
Average Closed Price	\$135,189			\$90,421	\$134,119	\$246,773	\$273,000

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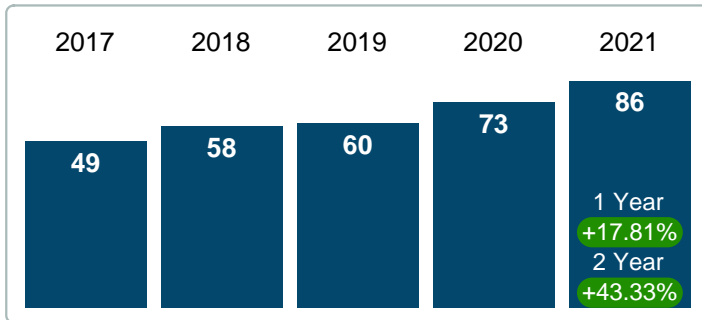
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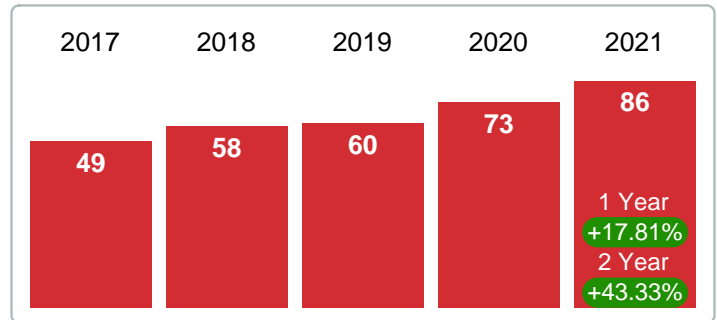
PENDING LISTINGS

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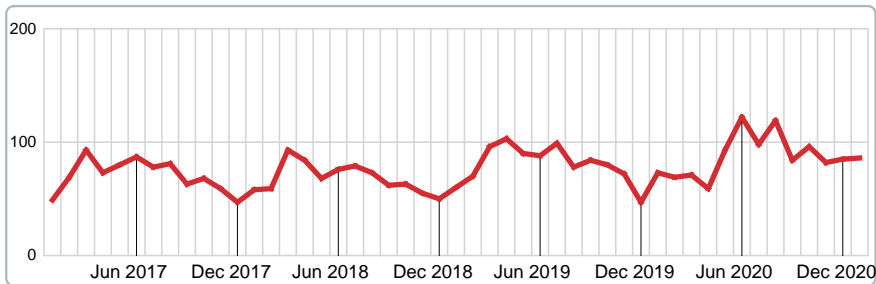
JANUARY



YEAR TO DATE (YTD)

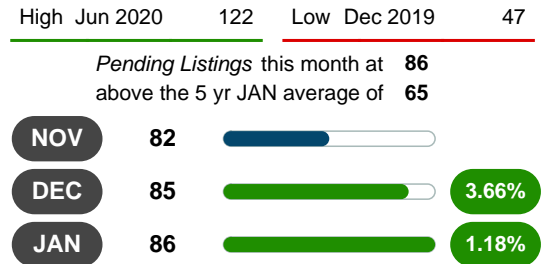


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 65



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	8	9.30%	47.3	3	4	1	0
\$40,001 - \$80,000	10	11.63%	44.5	5	5	0	0
\$80,001 - \$110,000	13	15.12%	20.9	2	11	0	0
\$110,001 - \$160,000	19	22.09%	30.7	2	15	2	0
\$160,001 - \$210,000	17	19.77%	17.8	0	7	9	1
\$210,001 - \$320,000	10	11.63%	20.4	1	1	8	0
\$320,001 and up	9	10.47%	105.8	4	3	1	1
Total Pending Units	86			17	46	21	2
Total Pending Volume	14,359,892	100%	26.9	3.40M	5.99M	4.38M	589.90K
Average Listing Price	\$130,938			\$199,915	\$130,151	\$208,785	\$294,950

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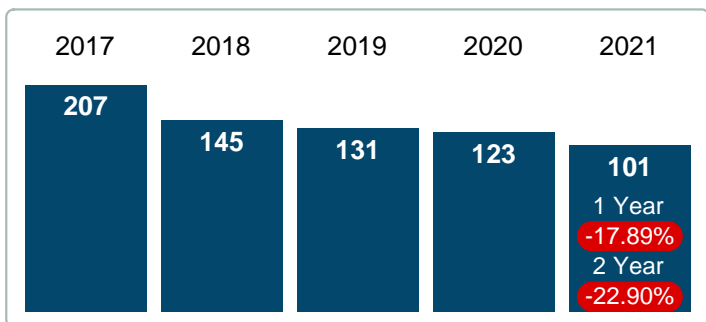
Area Delimited by County Of Washington



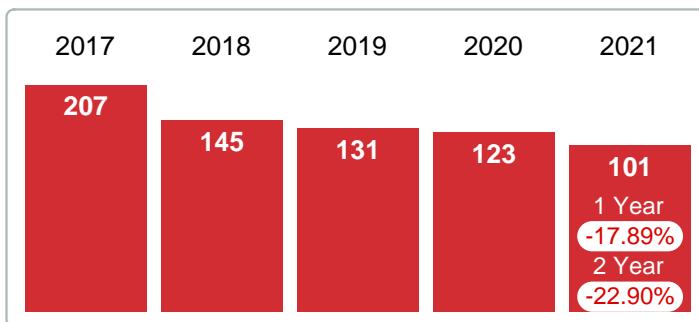
NEW LISTINGS

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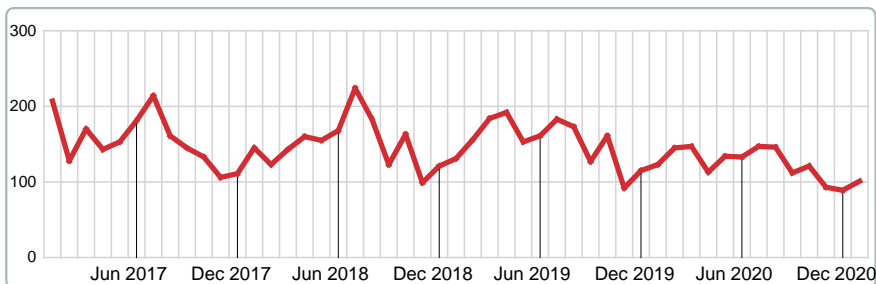
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 141

High Jul 2018 224 Low Dec 2020 89

New Listings this month at 101
below the 5 yr JAN average of 141



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	11	10.89%	6	4	1	0
\$40,001 - \$80,000	11	10.89%	7	3	1	0
\$80,001 - \$100,000	15	14.85%	6	8	1	0
\$100,001 - \$170,000	26	25.74%	8	17	1	0
\$170,001 - \$190,000	14	13.86%	2	3	9	0
\$190,001 - \$290,000	13	12.87%	3	3	7	0
\$290,001 and up	11	10.89%	6	3	2	0
Total New Listed Units	101		38	41	22	0
Total New Listed Volume	15,102,482	100%	5.41M	5.43M	4.27M	0.00B
Average New Listed Listing Price	\$70,739		\$142,296	\$132,382	\$193,981	\$0

January 2021



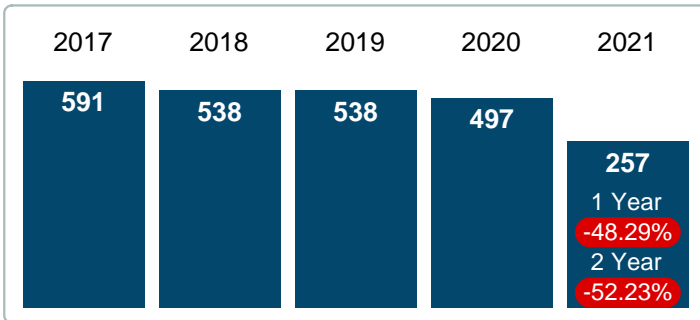
Area Delimited by County Of Washington



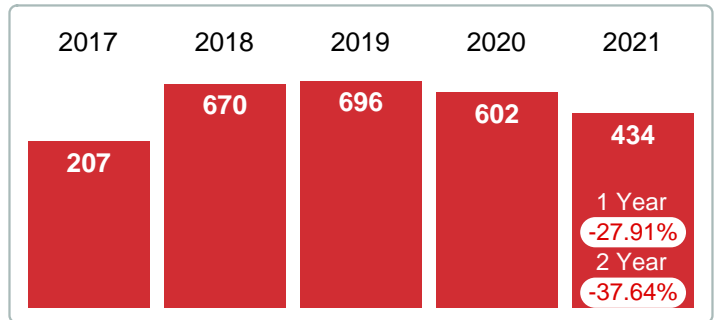
ACTIVE INVENTORY

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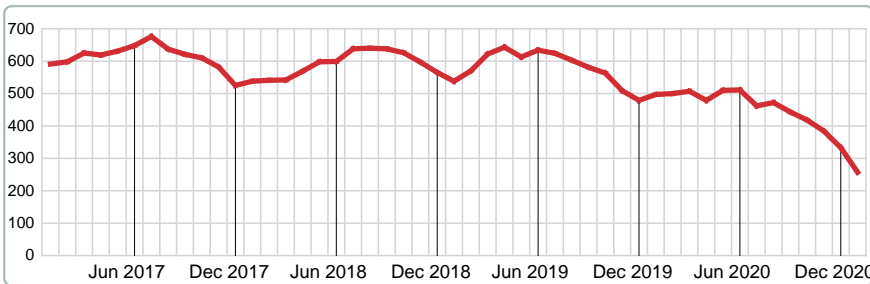
END OF JANUARY



ACTIVE DURING JANUARY

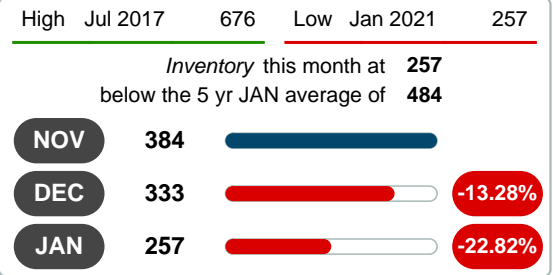


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 484



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	30	11.67%	79.6	29	0	1	0
\$25,001-\$50,000	45	17.51%	203.3	43	0	2	0
\$50,001-\$125,000	84	32.68%	144.8	67	12	5	0
\$125,001-\$225,000	42	16.34%	56.0	25	10	7	0
\$225,001-\$375,000	27	10.51%	113.1	15	5	6	1
\$375,001 and up	29	11.28%	190.7	24	1	3	1
Total Active Inventory by Units	257			203	28	24	2
Total Active Inventory by Volume	42,563,649	100%	134.8	31.57M	4.45M	5.40M	1.15M
Average Active Inventory Listing Price	\$165,617			\$155,509	\$158,921	\$224,941	\$573,500

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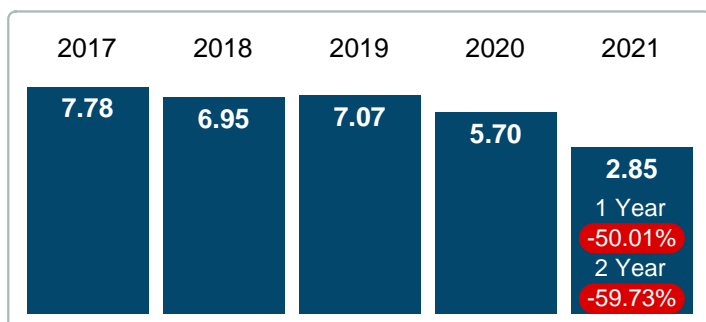
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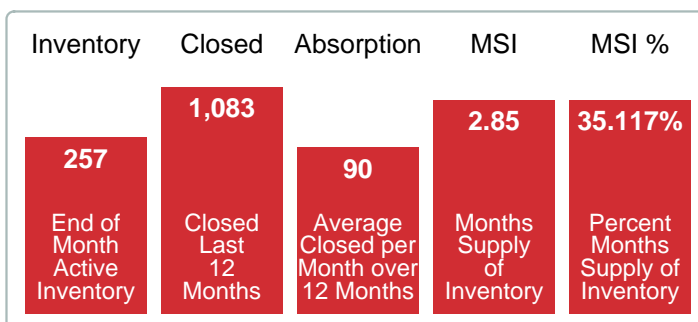
MONTHS SUPPLY of INVENTORY (MSI)

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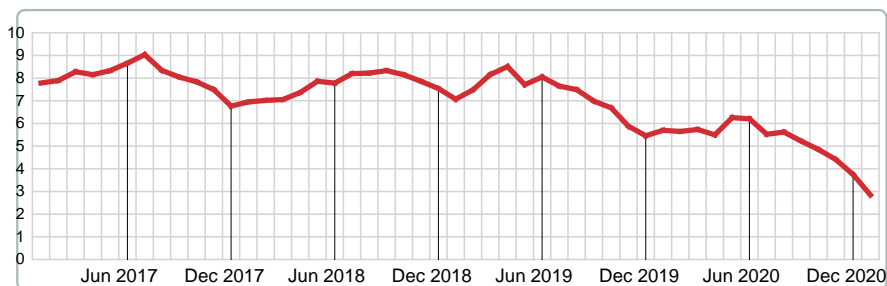
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

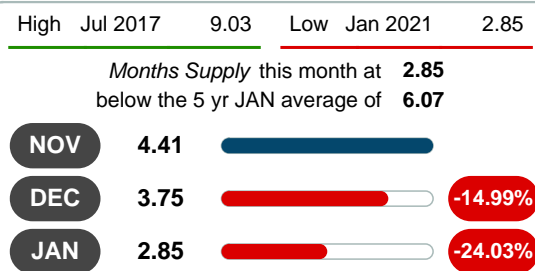


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 6.07



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	27	10.51%	2.97	5.67	0.00	2.00	0.00
\$20,001 - \$40,000	28	10.89%	5.25	7.90	0.00	12.00	0.00
\$40,001 - \$60,000	42	16.34%	5.60	8.94	0.69	6.00	0.00
\$60,001 - \$130,000	66	25.68%	2.34	10.06	0.50	1.41	0.00
\$130,001 - \$220,000	36	14.01%	1.52	10.91	0.82	0.67	0.00
\$220,001 - \$390,000	30	11.67%	2.18	17.00	1.71	0.84	0.67
\$390,001 and up	28	10.89%	10.50	69.00	2.00	2.57	1.50
Market Supply of Inventory (MSI)			2.85	9.86	0.63	1.08	0.65
Total Active Inventory by Units		100%	257	203	28	24	2

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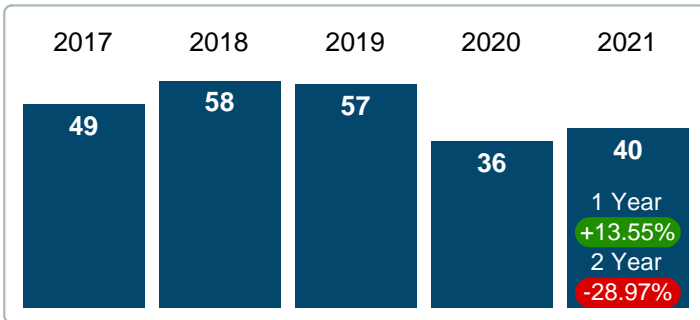
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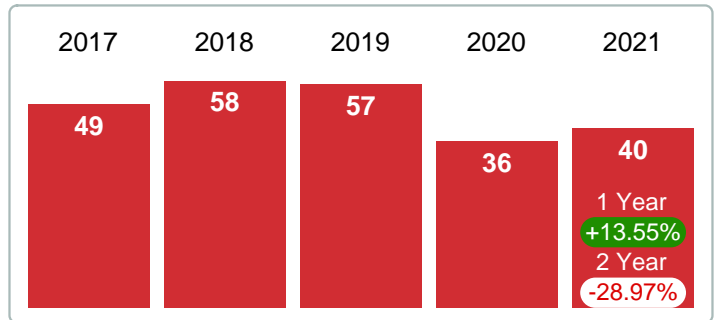
AVERAGE DAYS ON MARKET TO SALE

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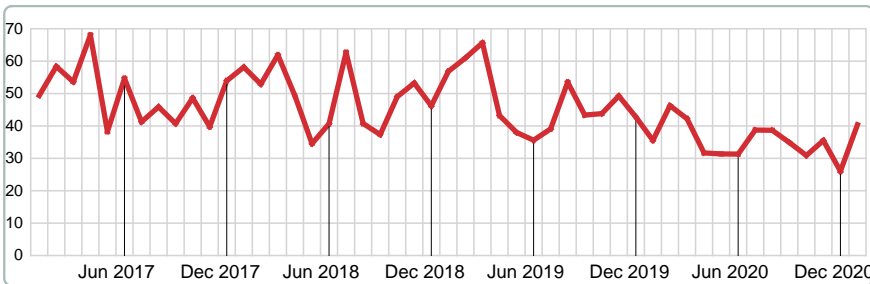
JANUARY



YEAR TO DATE (YTD)

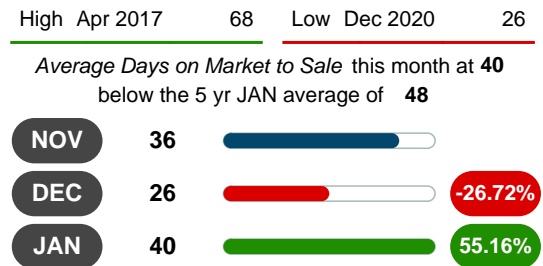


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 48



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	19	23.75%	50	57	35	0	0
\$50,001-\$80,000	10	12.50%	43	94	21	0	0
\$80,001-\$130,000	17	21.25%	30	25	35	4	0
\$130,001-\$200,000	16	20.00%	15	34	12	6	0
\$200,001-\$280,000	9	11.25%	66	118	42	46	99
\$280,001 and up	9	11.25%	56	150	34	55	0
Average Closed DOM	40			60	28	33	99
Total Closed Units	80	100%	40	27	42	10	1
Total Closed Volume	10,815,095			2.44M	5.63M	2.47M	273.00K

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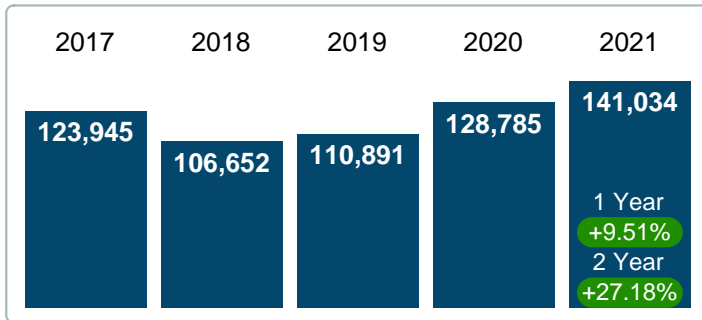
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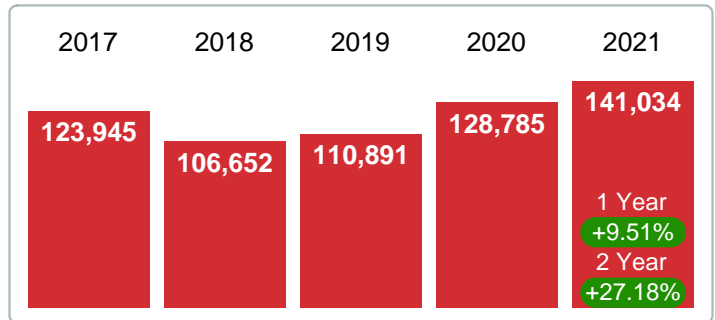
AVERAGE LIST PRICE AT CLOSING

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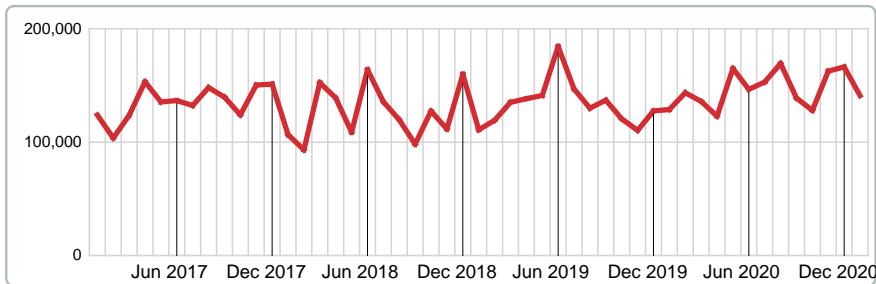
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

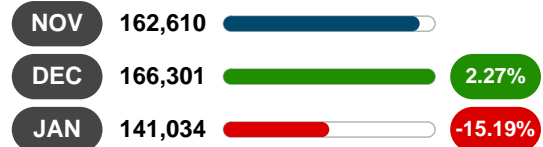


3 MONTHS

5 year JAN AVG = 122,261

High Jun 2019 184,339 Low Feb 2018 93,171

Average List Price at Closing this month at **141,034**
above the 5 yr JAN average of **122,261**



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	17	21.25%	15,894	19,200	22,416	0	0
\$50,001 \$80,000	11	13.75%	71,000	64,133	79,457	0	0
\$80,001 \$130,000	17	21.25%	102,923	96,200	110,164	117,000	0
\$130,001 \$200,000	18	22.50%	152,222	153,000	144,200	175,800	0
\$200,001 \$280,000	7	8.75%	230,543	261,500	211,500	214,950	279,900
\$280,001 and up	10	12.50%	412,800	800,000	411,250	347,000	0
Average List Price			141,034	100,185	138,940	246,230	279,900
Total Closed Units		100%	141,034	27	42	10	1
Total Closed Volume			11,282,694	2.71M	5.84M	2.46M	279.90K

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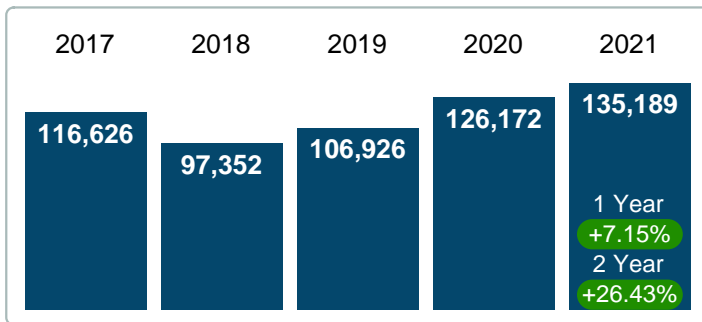
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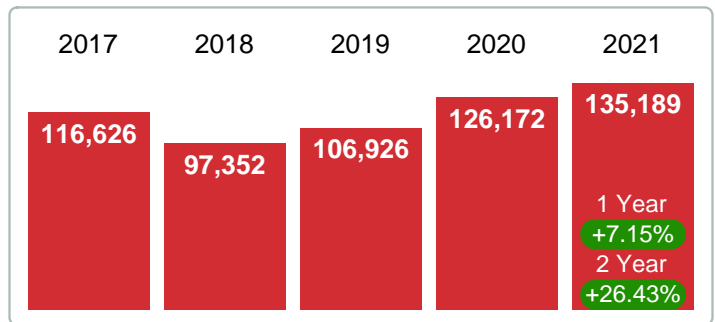
AVERAGE SOLD PRICE AT CLOSING

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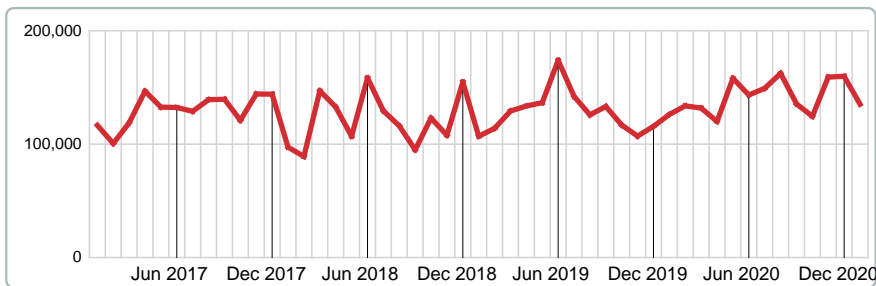
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

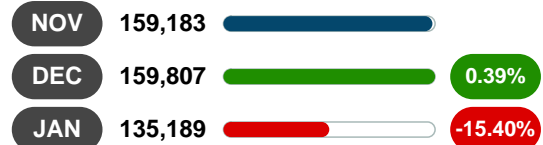


3 MONTHS

5 year JAN AVG = 116,453

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

Average Sold Price at Closing this month at **135,189** above the 5 yr JAN average of **116,453**



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	19	23.75%	18,309	17,398	20,283	0	0
\$50,001 \$80,000	10	12.50%	69,150	58,500	73,714	0	0
\$80,001 \$130,000	17	21.25%	100,747	95,940	101,818	113,000	0
\$130,001 \$200,000	16	20.00%	151,738	154,000	144,030	175,167	0
\$200,001 \$280,000	9	11.25%	228,722	229,000	210,000	243,750	273,000
\$280,001 and up	9	11.25%	397,414	640,000	398,750	335,431	0
Average Sold Price			135,189	90,421	134,119	246,773	273,000
Total Closed Units		100%	135,189	27	42	10	1
Total Closed Volume			10,815,095	2.44M	5.63M	2.47M	273.00K

January 2021



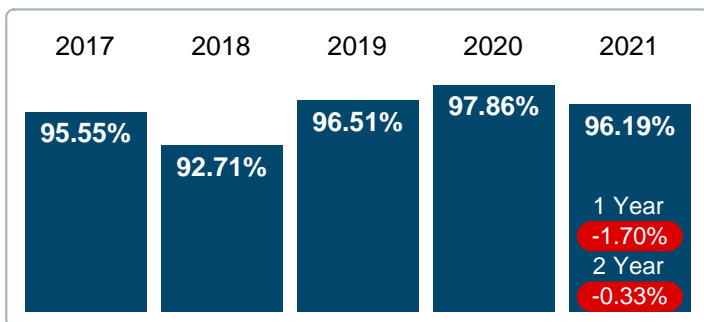
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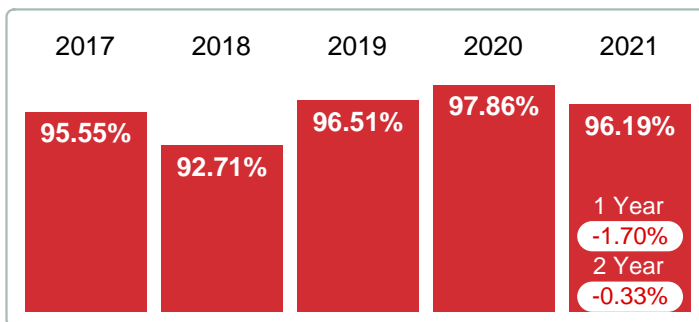
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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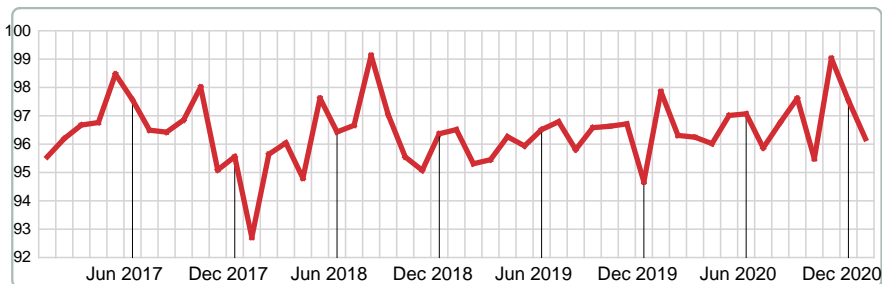
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

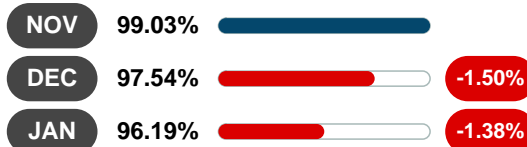


3 MONTHS

5 year JAN AVG = 95.76%

High Aug 2018 99.13% Low Jan 2018 92.71%

Average Sold/List Ratio this month at **96.19%**
equal to 5 yr JAN average of **95.76%**



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	19	23.75%	94.08%	93.00%	96.44%	0.00%	0.00%
\$50,001-\$80,000	10	12.50%	92.59%	92.13%	92.78%	0.00%	0.00%
\$80,001-\$130,000	17	21.25%	95.19%	99.93%	92.91%	96.58%	0.00%
\$130,001-\$200,000	16	20.00%	100.21%	101.06%	100.11%	99.70%	0.00%
\$200,001-\$280,000	9	11.25%	100.11%	87.99%	99.29%	115.15%	97.53%
\$280,001 and up	9	11.25%	95.48%	80.00%	98.08%	96.76%	0.00%
Average Sold/List Ratio		96.20%		94.23%	96.21%	101.30%	97.53%
Total Closed Units		80	100%	27	42	10	1
Total Closed Volume		10,815,095		2.44M	5.63M	2.47M	273.00K

January 2021

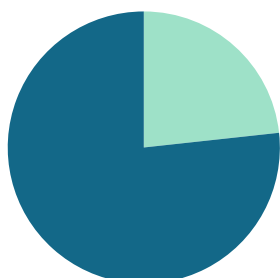
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

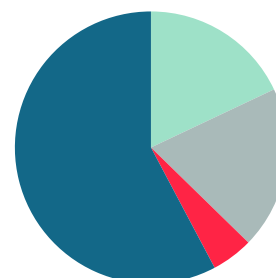


Inventory
 New Listings
101 = 23.27%
 Start Inventory
333
 Total Inventory Units
434
 Volume
\$69,910,435

Market Activity

Closed Sales
80 = 17.98%
 Pending Sales
86 = 19.33%
 Other Off Market
22 = 4.94%
 Active Inventory
257 = 57.75%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	63	80	26.98%	63	80	26.98%
Pending Sales	73	86	17.81%	73	86	17.81%
New Listings	123	101	-17.89%	123	101	-17.89%
Average List Price	128,785	141,034	9.51%	128,785	141,034	9.51%
Average Sale Price	126,172	135,189	7.15%	126,172	135,189	7.15%
Average Percent of Selling Price to List Price	97.86%	96.19%	-1.70%	97.86%	96.19%	-1.70%
Average Days on Market to Sale	35.56	40.38	13.55%	35.56	40.38	13.55%
Monthly Inventory	497	257	-48.29%	497	257	-48.29%
Months Supply of Inventory	5.70	2.85	-50.01%	5.70	2.85	-50.01%

Absorption: Last 12 months, an Average of **90** Sales/Month

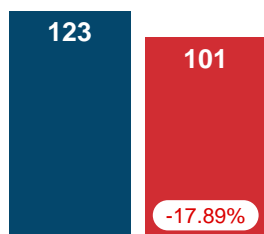
Inventory on January 31, 2021 = **257**

2020 **2021**

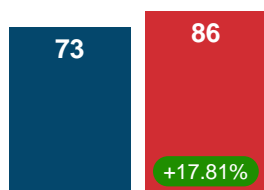
JANUARY MARKET

AVERAGE PRICES

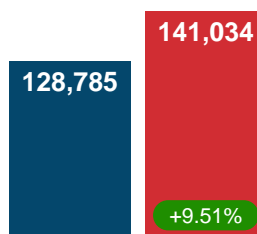
New Listings



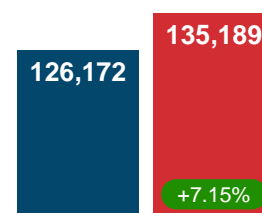
Pending Listings



List Price



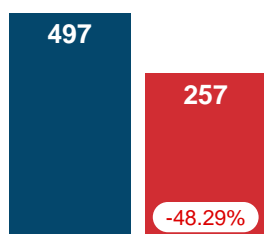
Sale Price



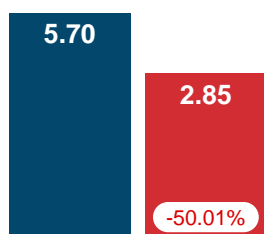
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

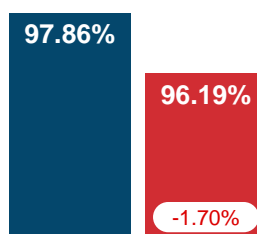
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

