

# January 2021



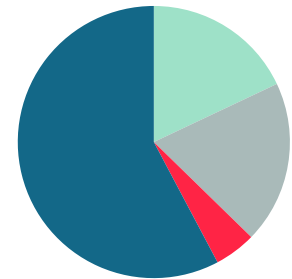
Area Delimited by County Of Washington



## 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%
Median List Price	119,900	114,200	-4.75%
Median Sale Price	115,000	104,000	-9.57%
Median Percent of Selling Price to List Price	100.00%	98.75%	-1.25%
Median Days on Market to Sale	21.00	23.00	9.52%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **9.57%** in January 2021 to \$104,000 versus the previous year at \$115,000.

#### Median Days on Market Lengthens

The median number of **23.00** days that homes spent on the market before selling increased by 2.00 days or **9.52%** in January 2021 compared to last year's same month at **21.00** DOM.

#### Sales Success for January 2021 is Positive

Overall, with Median Prices falling 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.

### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

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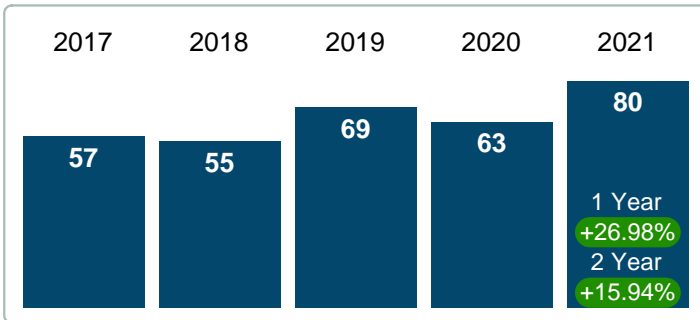
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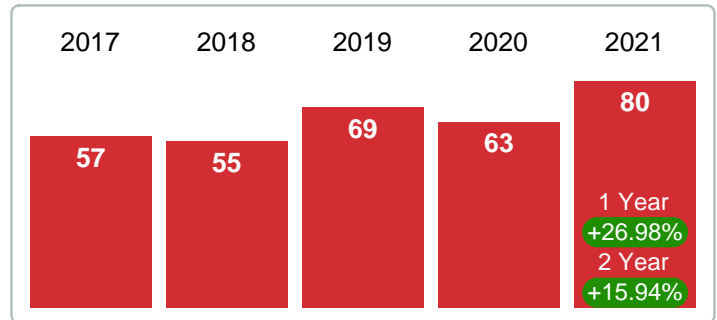
## CLOSED LISTINGS

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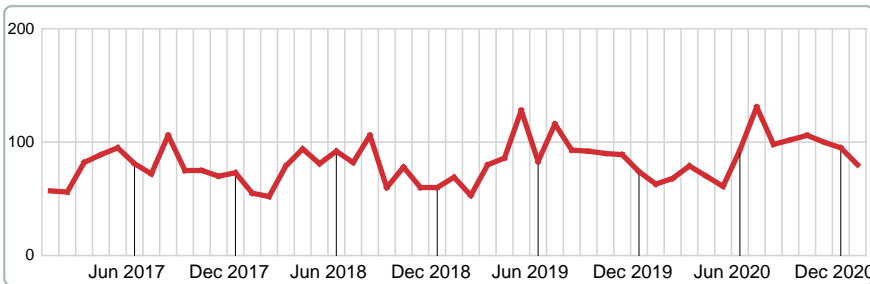
### JANUARY



### YEAR TO DATE (YTD)

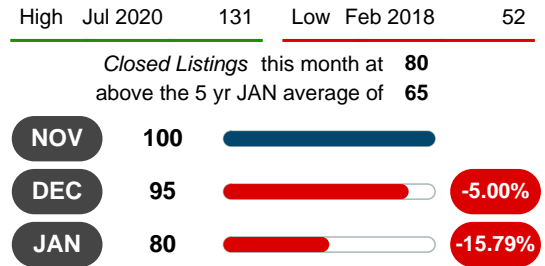


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 65



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	33.0	13	6	0	0
\$50,001-\$80,000	10	12.50%	17.5	3	7	0	0
\$80,001-\$130,000	17	21.25%	24.0	5	11	1	0
\$130,001-\$200,000	16	20.00%	7.5	3	10	3	0
\$200,001-\$280,000	9	11.25%	72.0	2	4	2	1
\$280,001 and up	9	11.25%	36.0	1	4	4	0
<b>Total Closed Units</b>	<b>80</b>			<b>27</b>	<b>42</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>10,815,095</b>	<b>100%</b>	<b>23.0</b>	<b>2.44M</b>	<b>5.63M</b>	<b>2.47M</b>	<b>273.00K</b>
<b>Median Closed Price</b>	<b>\$104,000</b>			<b>\$51,500</b>	<b>\$117,450</b>	<b>\$243,750</b>	<b>\$273,000</b>

# January 2021



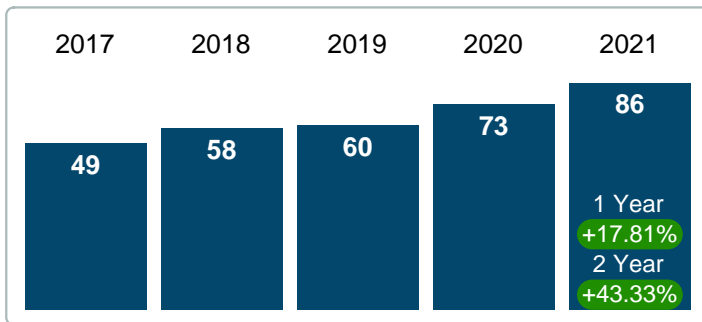
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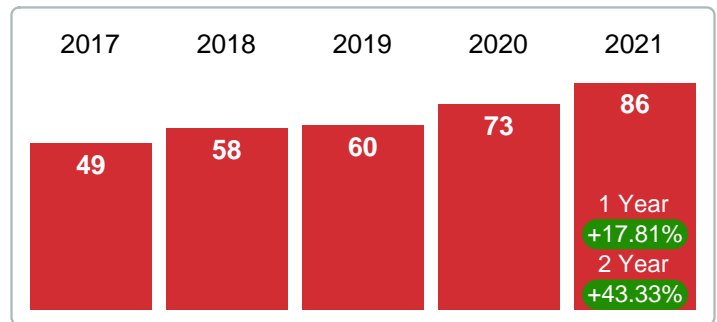
## PENDING LISTINGS

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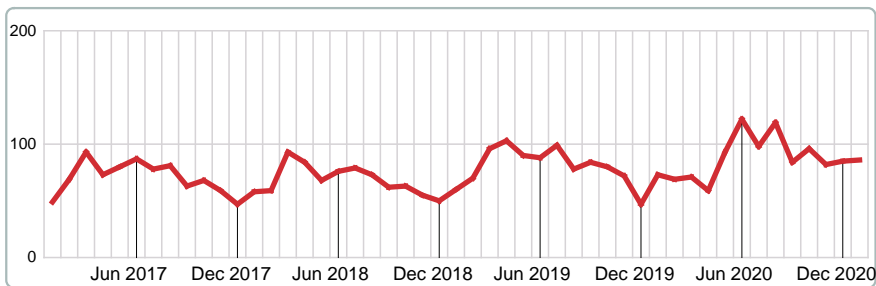
### JANUARY



### YEAR TO DATE (YTD)

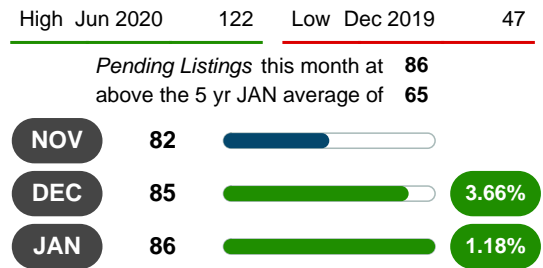


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 65



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8	9.30%	32.5	3	4	1	0
\$40,001 - \$80,000	10	11.63%	18.0	5	5	0	0
\$80,001 - \$110,000	13	15.12%	5.0	2	11	0	0
\$110,001 - \$160,000	19	22.09%	5.0	2	15	2	0
\$160,001 - \$210,000	17	19.77%	4.0	0	7	9	1
\$210,001 - \$320,000	10	11.63%	8.5	1	1	8	0
\$320,001 and up	9	10.47%	98.0	4	3	1	1
<b>Total Pending Units</b>	<b>86</b>			<b>17</b>	<b>46</b>	<b>21</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>14,359,892</b>	<b>100%</b>	<b>7.5</b>	<b>3.40M</b>	<b>5.99M</b>	<b>4.38M</b>	<b>589.90K</b>
<b>Median Listing Price</b>	<b>\$136,750</b>			<b>\$95,000</b>	<b>\$118,900</b>	<b>\$190,000</b>	<b>\$294,950</b>

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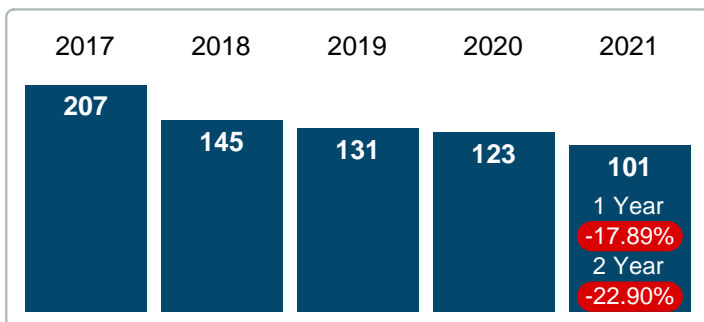
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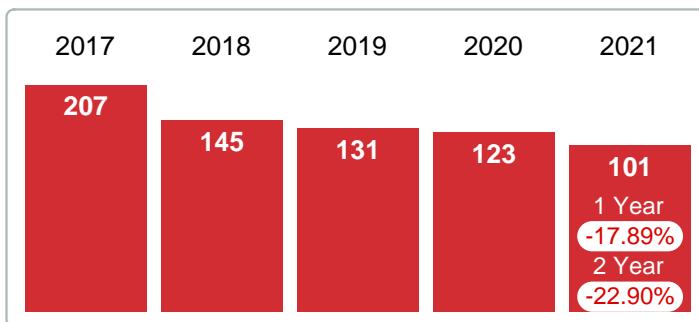
## NEW LISTINGS

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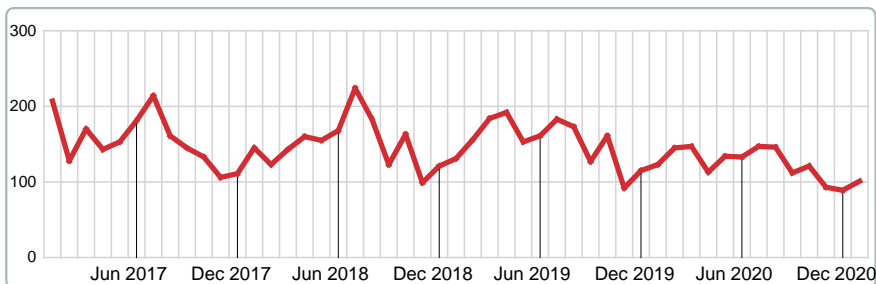
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

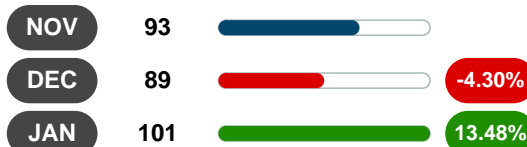


### 3 MONTHS

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
<b>Total New Listed Units</b>	<b>101</b>		<b>38</b>	<b>41</b>	<b>22</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>15,102,482</b>	<b>100%</b>	<b>5.41M</b>	<b>5.43M</b>	<b>4.27M</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$139,000</b>		<b>\$102,500</b>	<b>\$125,000</b>	<b>\$189,450</b>	<b>\$0</b>

# January 2021



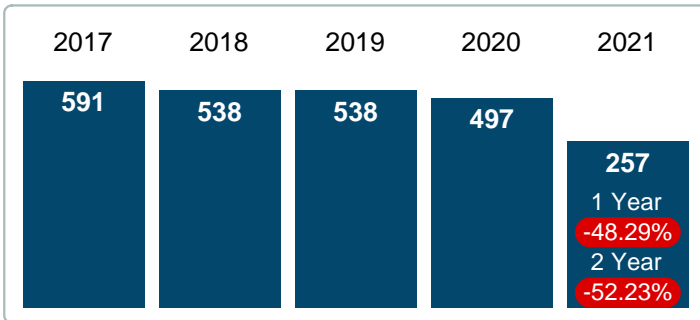
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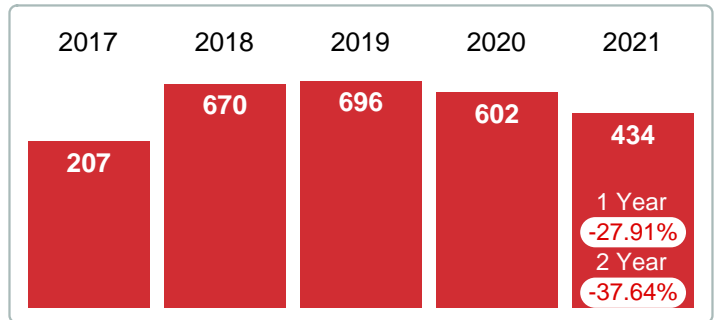
## ACTIVE INVENTORY

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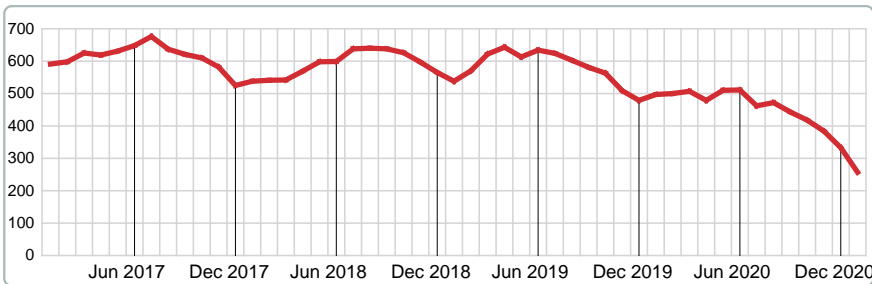
### END OF JANUARY



### ACTIVE DURING JANUARY

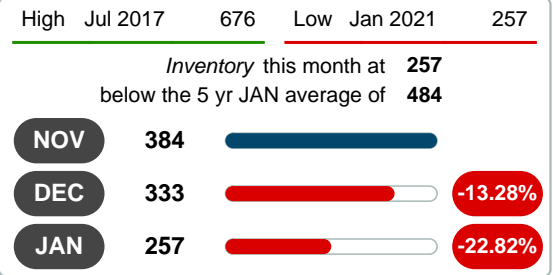


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 484



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	27	10.51%	51.0	26	0	1	0
\$20,001 - \$40,000	28	10.89%	190.5	27	0	1	0
\$40,001 - \$60,000	42	16.34%	193.0	38	2	2	0
\$60,001 - \$130,000	66	25.68%	102.0	52	10	4	0
\$130,001 - \$220,000	36	14.01%	33.0	20	10	6	0
\$220,001 - \$390,000	30	11.67%	79.5	17	5	7	1
\$390,001 and up	28	10.89%	191.0	23	1	3	1
<b>Total Active Inventory by Units</b>	<b>257</b>			<b>203</b>	<b>28</b>	<b>24</b>	<b>2</b>
<b>Total Active Inventory by Volume</b>	<b>42,563,649</b>	<b>100%</b>	<b>104.0</b>	<b>31.57M</b>	<b>4.45M</b>	<b>5.40M</b>	<b>1.15M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$75,000</b>			<b>\$72,500</b>	<b>\$138,250</b>	<b>\$189,450</b>	<b>\$573,500</b>

# January 2021



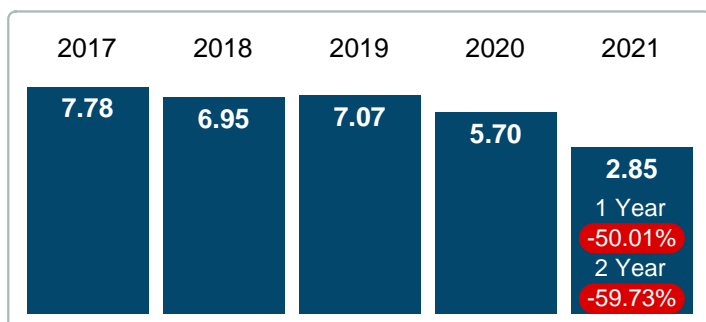
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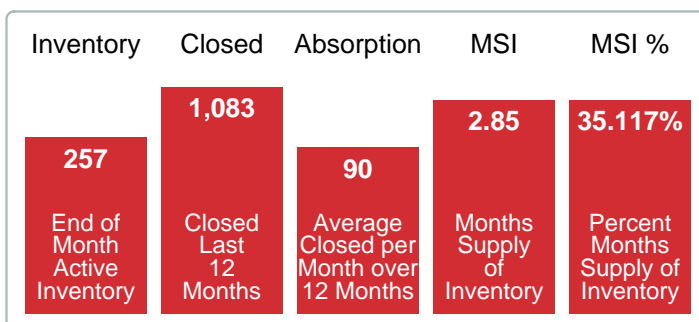
## MONTHS SUPPLY of INVENTORY (MSI)

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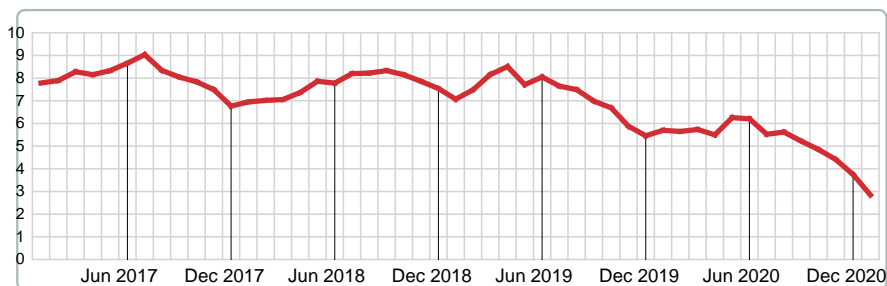
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2021

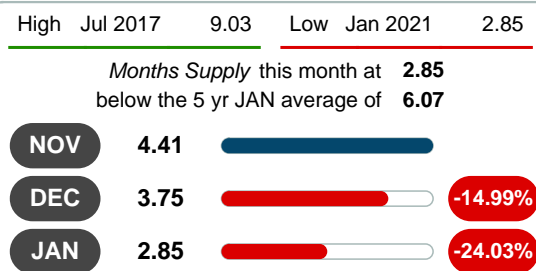


### 5 YEAR MARKET ACTIVITY TRENDS



### 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%	2.85	203	28	24	2

# January 2021



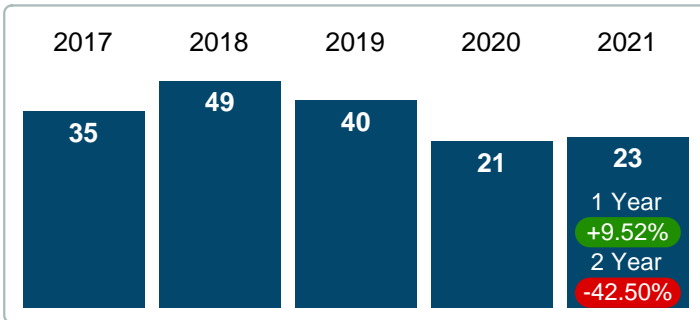
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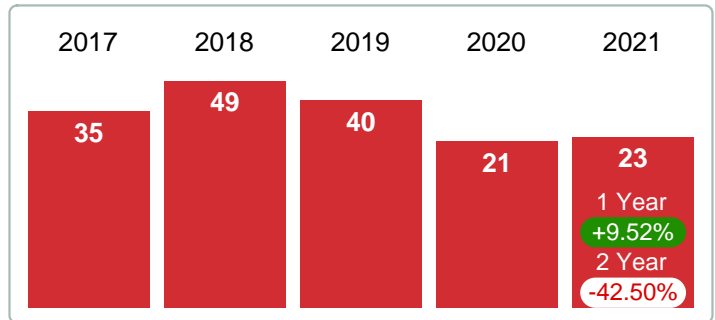
## MEDIAN DAYS ON MARKET TO SALE

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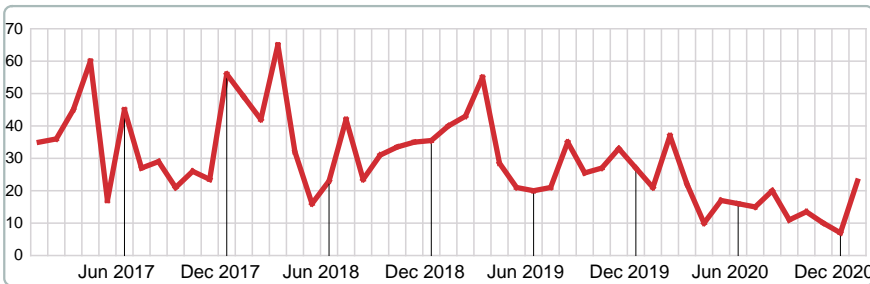
### JANUARY



### YEAR TO DATE (YTD)

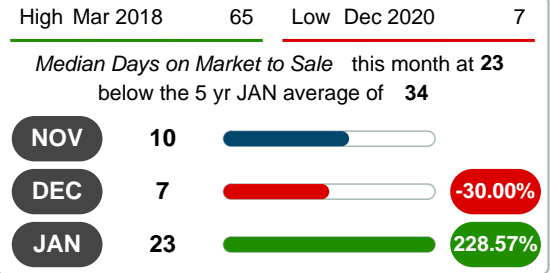


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 34



### 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
\$0 and less	0	0.00%	191	0	0	0	0
\$1-\$50,000	19	23.75%	33	59	26	0	0
\$50,001-\$80,000	10	12.50%	18	81	7	0	0
\$80,001-\$130,000	17	21.25%	24	34	24	4	0
\$130,001-\$200,000	16	20.00%	8	7	8	6	0
\$200,001-\$280,000	9	11.25%	72	118	45	46	99
\$280,001 and up	9	11.25%	36	150	20	32	0
Median Closed DOM			23	58	18	14	99
Total Closed Units		100%	23.0	27	42	10	1
Total Closed Volume			10,815,095	2.44M	5.63M	2.47M	273.00K

# January 2021



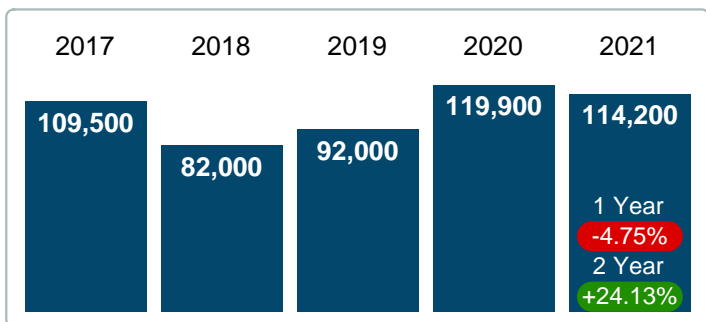
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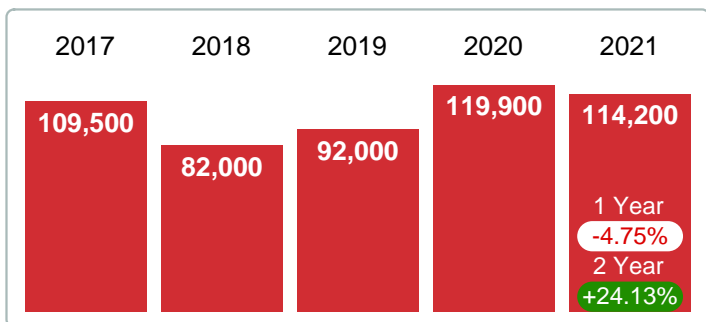
## MEDIAN LIST PRICE AT CLOSING

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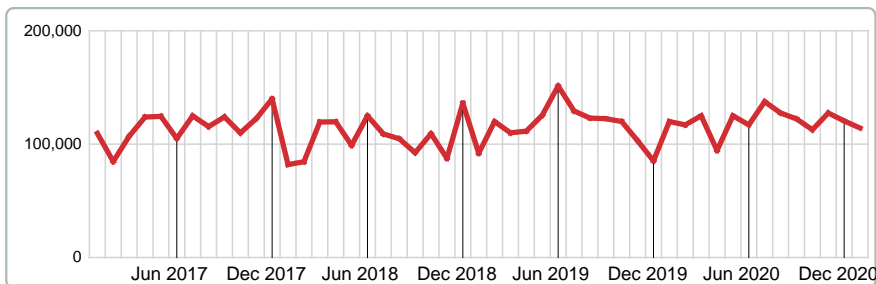
### JANUARY



### YEAR TO DATE (YTD)

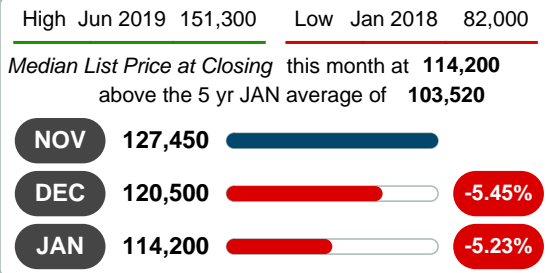


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 103,520



### 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
\$0 and less	0	0.00%	36	0	0	0	0
\$1-\$50,000	17	21.25%	14,000	9,500	19,900	0	0
\$50,001-\$80,000	11	13.75%	77,000	60,400	79,900	0	0
\$80,001-\$130,000	17	21.25%	99,999	95,000	107,500	117,000	0
\$130,001-\$200,000	18	22.50%	139,900	137,500	139,900	179,950	0
\$200,001-\$280,000	7	8.75%	218,000	228,000	213,500	259,900	279,900
\$280,001 and up	10	12.50%	350,000	547,500	355,000	349,500	0
<b>Median List Price</b>			<b>114,200</b>	<b>54,900</b>	<b>121,950</b>	<b>229,450</b>	<b>279,900</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>114,200</b>	<b>27</b>	<b>42</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>			<b>11,282,694</b>	<b>2.71M</b>	<b>5.84M</b>	<b>2.46M</b>	<b>279.90K</b>



# January 2021



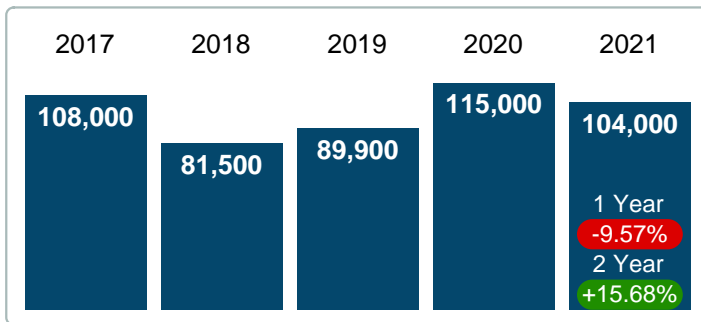
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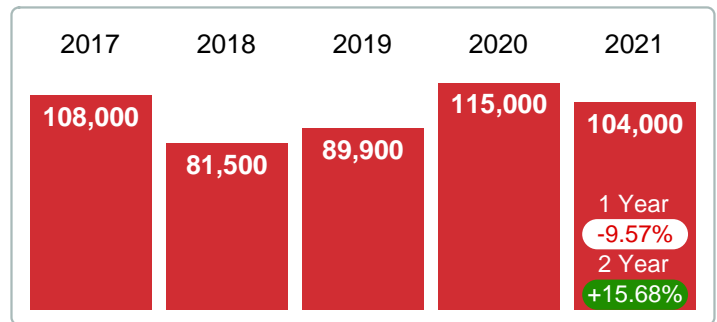
## MEDIAN SOLD PRICE AT CLOSING

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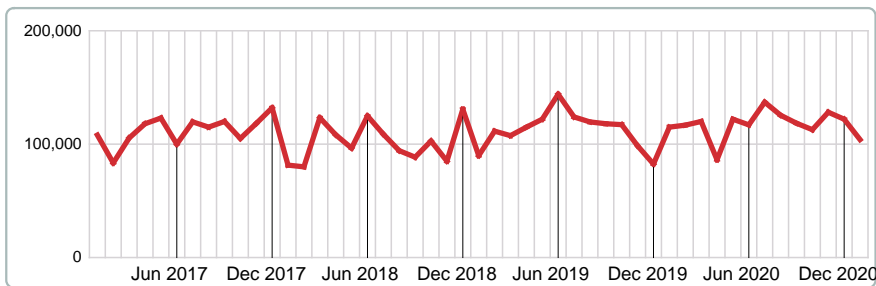
### JANUARY



### YEAR TO DATE (YTD)

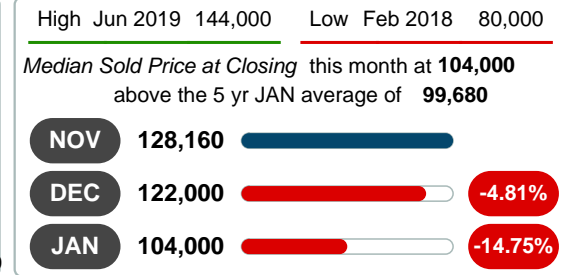


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 99,680



### 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
\$0 and less	0	0.00%	350,000	0	0	0	0
\$1-\$50,000	19	23.75%	20,000	8,000	20,000	0	0
\$50,001-\$80,000	10	12.50%	71,000	60,000	75,000	0	0
\$80,001-\$130,000	17	21.25%	99,000	99,000	95,000	113,000	0
\$130,001-\$200,000	16	20.00%	143,000	145,500	141,250	192,000	0
\$200,001-\$280,000	9	11.25%	215,000	229,000	209,500	243,750	273,000
\$280,001 and up	9	11.25%	350,000	640,000	355,000	350,000	0
Median Sold Price			104,000	51,500	117,450	243,750	273,000
Total Closed Units		100%	80	27	42	10	1
Total Closed Volume			10,815,095	2.44M	5.63M	2.47M	273.00K

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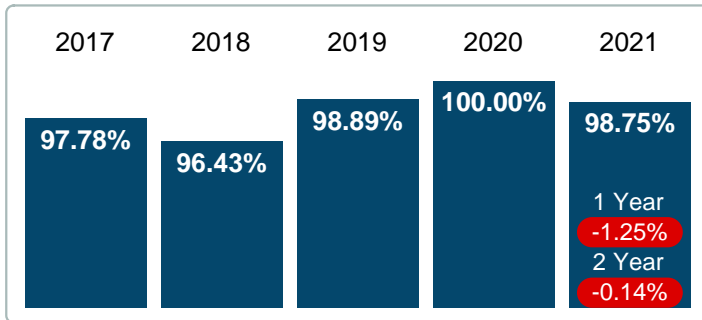
Area Delimited by County Of Washington



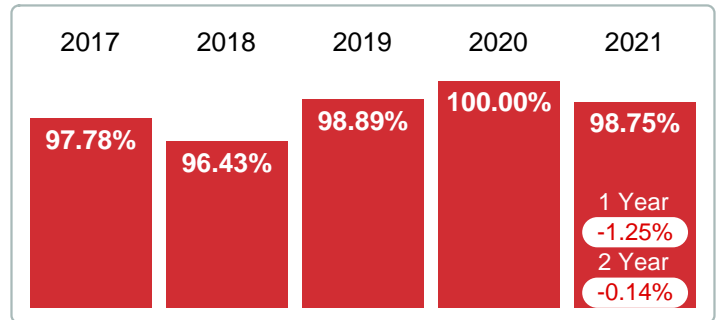
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

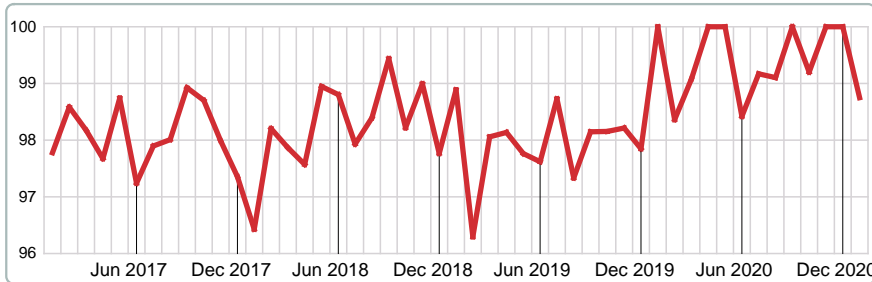
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

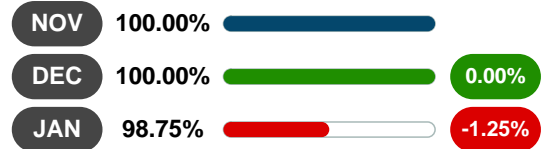


### 3 MONTHS

5 year JAN AVG = 98.37%

High Dec 2020 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **98.75%**  
above the 5 yr JAN average of **98.37%**



## 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
\$0 and less	0	0.00%	50.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$50,000	19	23.75%	100.00%	97.37%	100.00%	0.00%	0.00%
\$50,001-\$80,000	10	12.50%	92.46%	91.05%	93.87%	0.00%	0.00%
\$80,001-\$130,000	17	21.25%	95.00%	100.00%	93.02%	96.58%	0.00%
\$130,001-\$200,000	16	20.00%	100.00%	100.00%	100.00%	100.00%	0.00%
\$200,001-\$280,000	9	11.25%	98.62%	87.99%	99.31%	115.15%	97.53%
\$280,001 and up	9	11.25%	100.00%	80.00%	100.00%	97.14%	0.00%
Median Sold/List Ratio		98.75%		97.37%	98.75%	100.14%	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

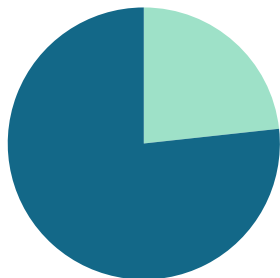
Area Delimited by County Of Washington



## MARKET SUMMARY

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

### INVENTORY

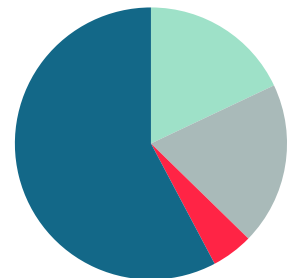


**Inventory**  
 New Listings  
**101 = 23.27%**  
 Start Inventory  
**333**  
 Total Inventory Units  
**434**  
 Volume  
**\$69,910,435**

### 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%
Median List Price	119,900	114,200	-4.75%	119,900	114,200	-4.75%
Median Sale Price	115,000	104,000	-9.57%	115,000	104,000	-9.57%
Median Percent of Selling Price to List Price	100.00%	98.75%	-1.25%	100.00%	98.75%	-1.25%
Median Days on Market to Sale	21.00	23.00	9.52%	21.00	23.00	9.52%
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

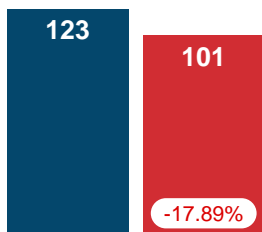
**Inventory** on January 31, 2021 = **257**

**2020** **2021**

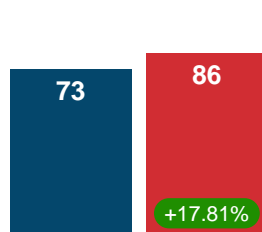
### JANUARY MARKET

### MEDIAN PRICES

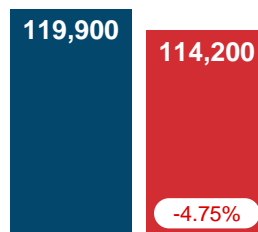
#### New Listings



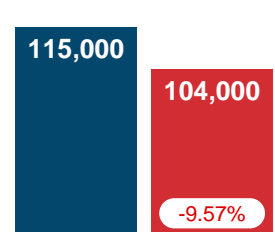
#### Pending Listings



#### List Price



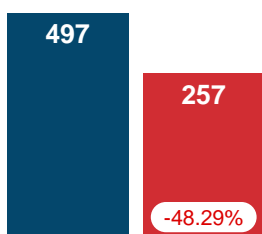
#### Sale Price



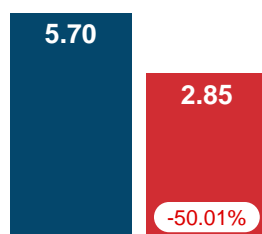
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

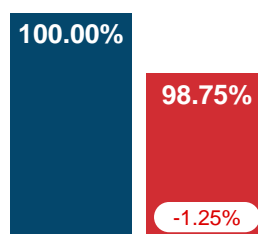
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

