

June 2021

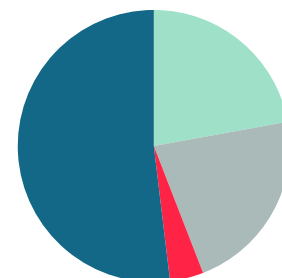
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 12, 2021 for MLS Technology Inc.

Compared Metrics	2020	June 2021	+/-%
Closed Listings	93	122	31.18%
Pending Listings	122	121	-0.82%
New Listings	133	128	-3.76%
Median List Price	117,000	140,000	19.66%
Median Sale Price	117,000	143,500	22.65%
Median Percent of Selling Price to List Price	98.42%	100.00%	1.61%
Median Days on Market to Sale	16.00	4.00	-75.00%
End of Month Inventory	513	286	-44.25%
Months Supply of Inventory	6.23	2.84	-54.40%



■ Closed (22.14%)
■ Pending (21.96%)
■ Other OffMarket (3.99%)
■ Active (51.91%)

Absorption: Last 12 months, an Average of **101** Sales/Month
Active Inventory as of June 30, 2021 = **286**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2021 decreased **44.25%** to 286 existing homes available for sale. Over the last 12 months this area has had an average of 101 closed sales per month. This represents an unsold inventory index of **2.84** 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 **22.65%** in June 2021 to \$143,500 versus the previous year at \$117,000.

Median Days on Market Shortens

The median number of **4.00** days that homes spent on the market before selling decreased by 12.00 days or **75.00%** in June 2021 compared to last year's same month at **16.00** DOM.

Sales Success for June 2021 is Positive

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

There were 128 New Listings in June 2021, down **3.76%** from last year at 133. Furthermore, there were 122 Closed Listings this month versus last year at 93, a **31.18%** increase.

Closed versus Listed trends yielded a **95.3%** ratio, up from previous year's, June 2020, at **69.9%**, a **36.31%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

June 2021



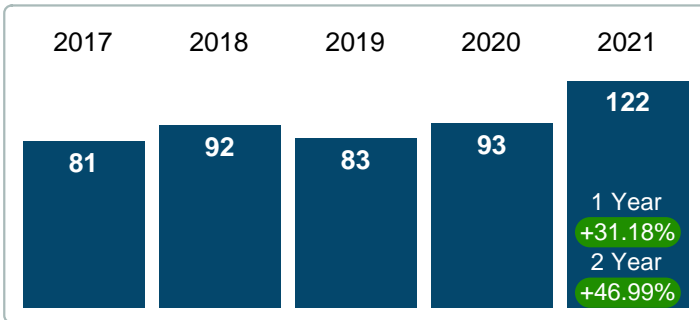
Area Delimited by County Of Washington



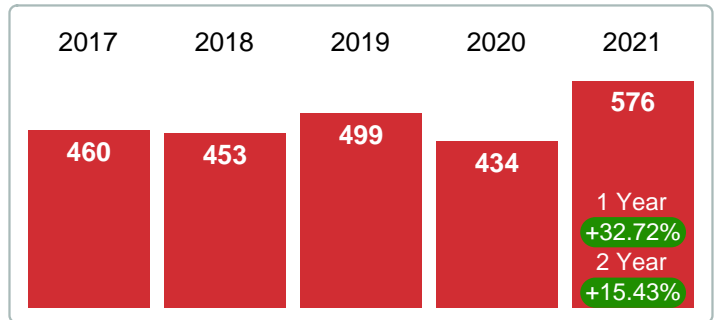
CLOSED LISTINGS

Report produced on Jul 12, 2021 for MLS Technology Inc.

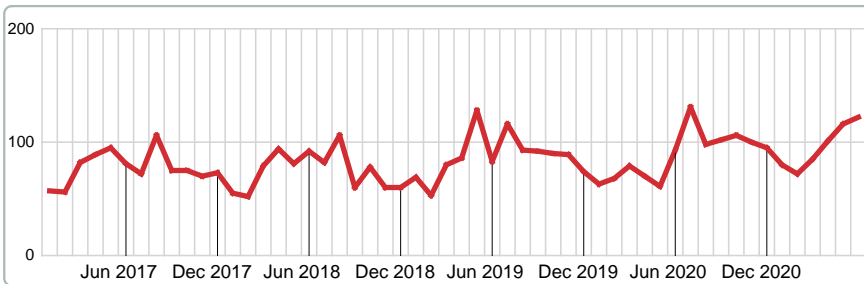
JUNE



YEAR TO DATE (YTD)

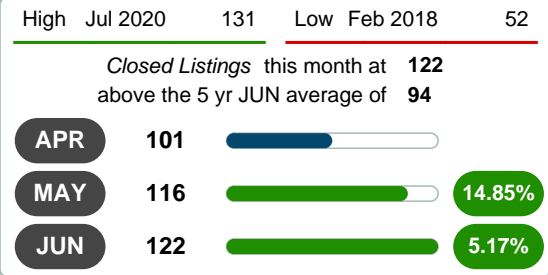


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 94



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	10	8.20%	11.5	5	4	1	0
\$40,001 - \$70,000	15	12.30%	28.0	11	4	0	0
\$70,001 - \$100,000	17	13.93%	4.0	5	11	0	1
\$100,001 - \$170,000	32	26.23%	3.0	7	25	0	0
\$170,001 - \$240,000	22	18.03%	3.5	1	13	7	1
\$240,001 - \$330,000	14	11.48%	3.5	0	3	10	1
\$330,001 and up	12	9.84%	2.5	0	1	5	6
Total Closed Units	122			29	61	23	9
Total Closed Volume	20,794,772	100%	4.0	2.24M	8.80M	6.45M	3.31M
Median Closed Price	\$143,500			\$68,000	\$140,000	\$248,000	\$373,000

June 2021



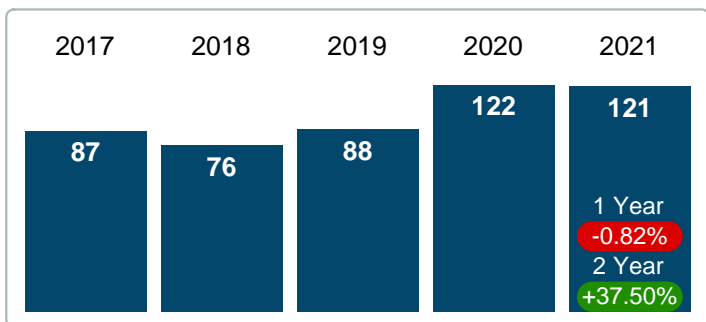
Area Delimited by County Of Washington



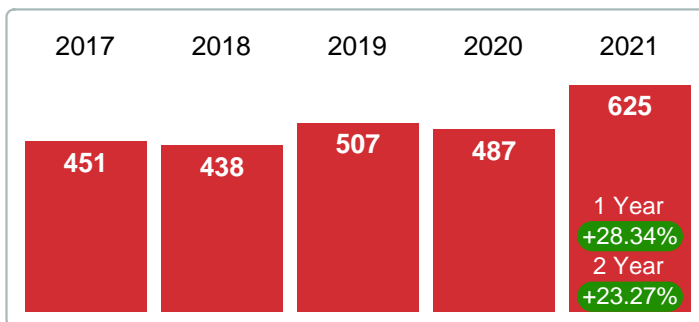
PENDING LISTINGS

Report produced on Jul 12, 2021 for MLS Technology Inc.

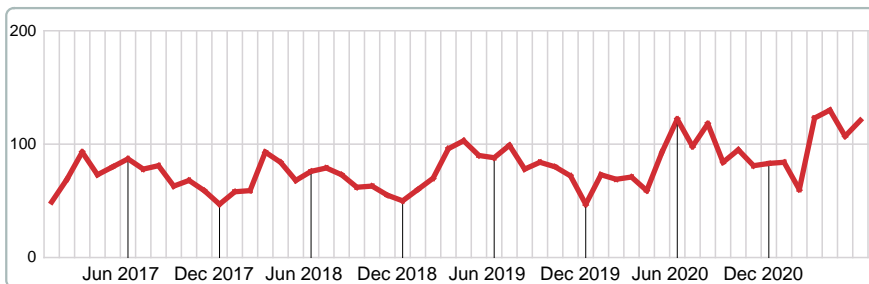
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 99

High Apr 2021 130 Low Dec 2019 47

Pending Listings this month at 121
above the 5 yr JUN average of 99



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	10.74%	7.0	6	6	1	0
\$50,001 - \$70,000	12	9.92%	40.0	6	5	1	0
\$70,001 - \$120,000	22	18.18%	3.0	1	21	0	0
\$120,001 - \$180,000	29	23.97%	4.0	4	22	2	1
\$180,001 - \$240,000	16	13.22%	8.5	0	9	6	1
\$240,001 - \$320,000	15	12.40%	12.0	2	4	7	2
\$320,001 and up	14	11.57%	21.5	1	1	9	3
Total Pending Units	121			20	68	26	7
Total Pending Volume	21,249,390	100%	6.0	2.28M	9.12M	7.59M	2.26M
Median Listing Price	\$150,000			\$68,500	\$130,450	\$264,750	\$289,500

June 2021



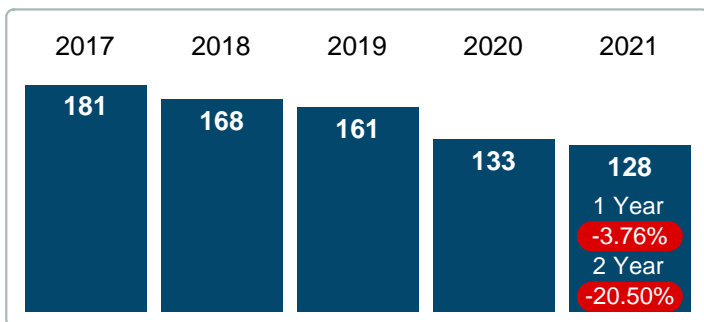
Area Delimited by County Of Washington



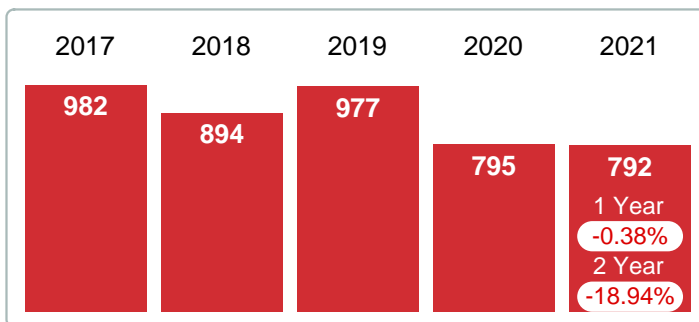
NEW LISTINGS

Report produced on Jul 12, 2021 for MLS Technology Inc.

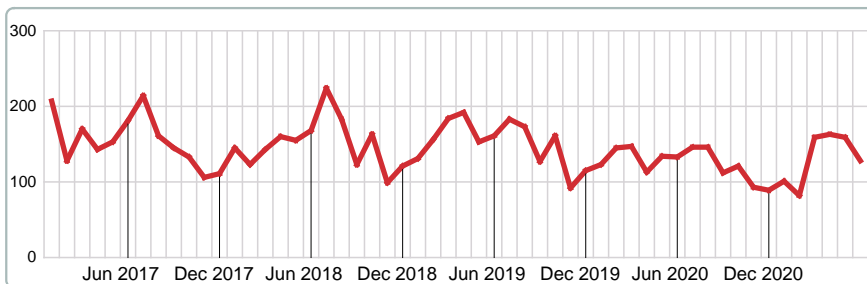
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 154

High Jul 2018 224 Low Feb 2021 82

New Listings this month at 128
 below the 5 yr JUN 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
\$25,000 and less	3	2.34%	0	3	0	0
\$25,001 - \$75,000	21	16.41%	8	12	1	0
\$75,001 - \$125,000	22	17.19%	3	19	0	0
\$125,001 - \$175,000	24	18.75%	4	17	2	1
\$175,001 - \$250,000	29	22.66%	2	14	11	2
\$250,001 - \$400,000	14	10.94%	4	2	7	1
\$400,001 and up	15	11.72%	4	3	4	4
Total New Listed Units	128		25	70	25	8
Total New Listed Volume	28,395,748	100%	5.64M	11.39M	8.22M	3.14M
Median New Listed Listing Price	\$163,200		\$135,000	\$130,450	\$240,608	\$349,000

June 2021



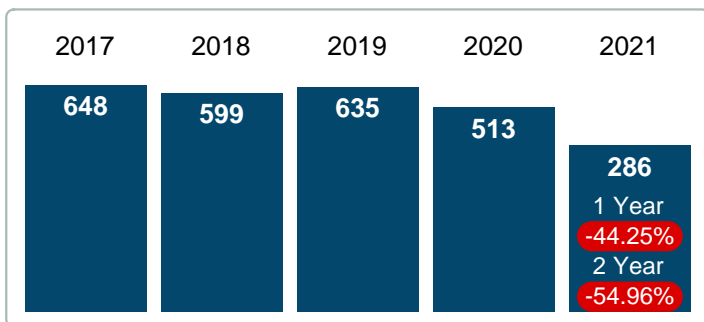
Area Delimited by County Of Washington



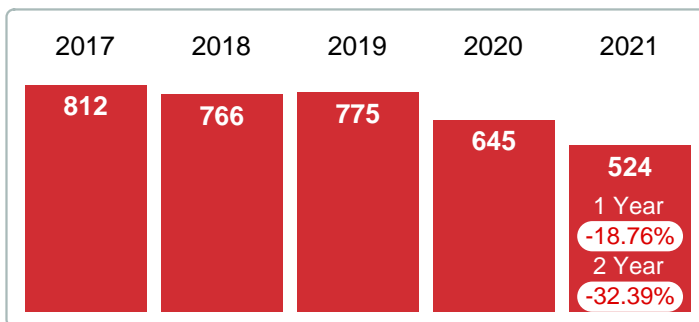
ACTIVE INVENTORY

Report produced on Jul 12, 2021 for MLS Technology Inc.

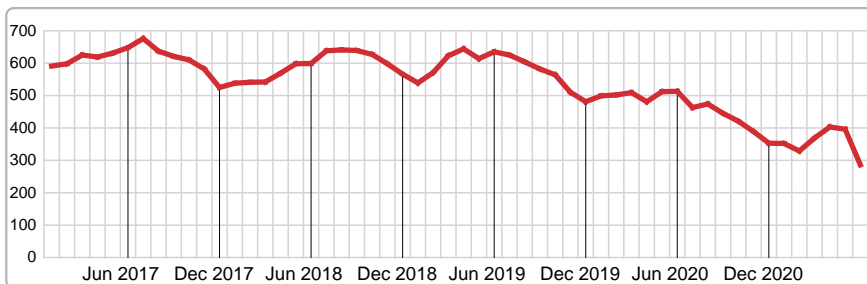
END OF JUNE



ACTIVE DURING JUNE

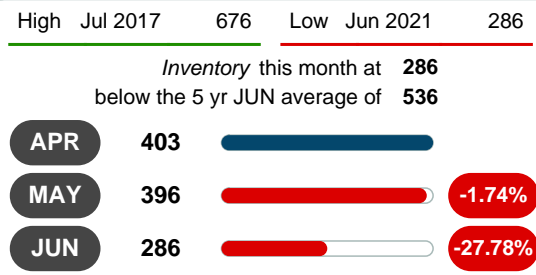


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 536



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	34	11.89%	146.0	32	2	0	0
\$30,001 - \$40,000	12	4.20%	99.0	11	1	0	0
\$40,001 - \$70,000	56	19.58%	97.5	47	8	1	0
\$70,001 - \$160,000	78	27.27%	64.0	57	17	4	0
\$160,001 - \$260,000	39	13.64%	37.0	12	13	12	2
\$260,001 - \$470,000	38	13.29%	66.0	19	4	11	4
\$470,001 and up	29	10.14%	64.0	17	3	6	3
Total Active Inventory by Units	286			195	48	34	9
Total Active Inventory by Volume	58,042,533	100%	66.0	33.43M	8.84M	11.98M	3.80M
Median Active Inventory Listing Price	\$105,000			\$72,500	\$147,450	\$287,450	\$409,000

June 2021



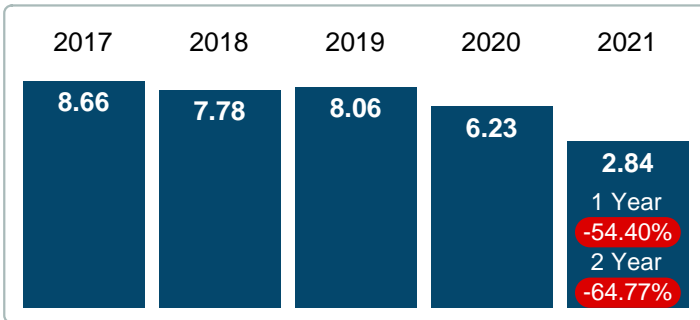
Area Delimited by County Of Washington



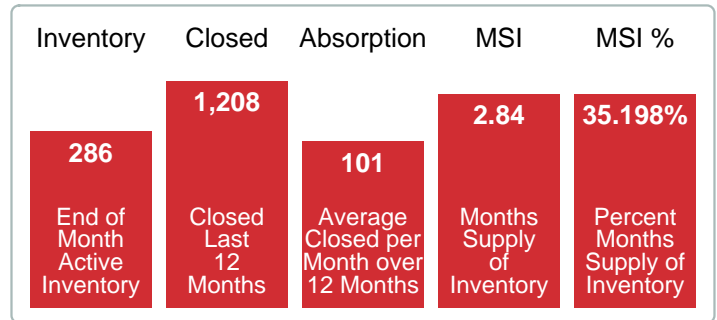
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 12, 2021 for MLS Technology Inc.

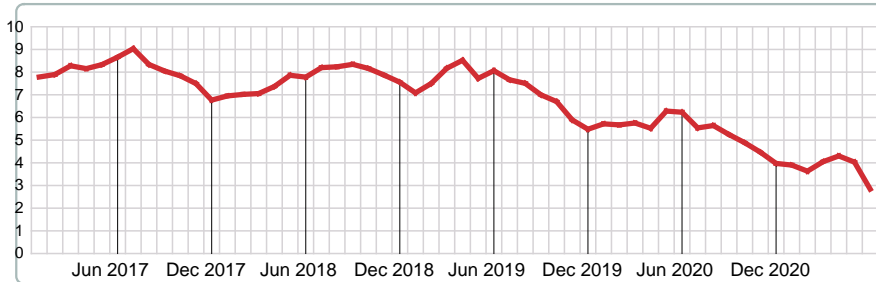
MSI FOR JUNE



INDICATORS FOR JUNE 2021

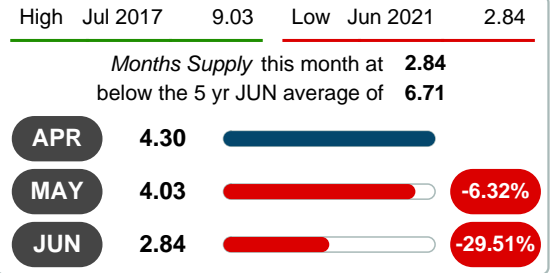


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 6.71



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
\$30,000 and less	34	11.89%	3.09	5.19	0.46	0.00	0.00
\$30,001 - \$40,000	12	4.20%	4.00	5.50	1.09	0.00	0.00
\$40,001 - \$70,000	56	19.58%	4.63	7.05	1.68	1.50	0.00
\$70,001 - \$160,000	78	27.27%	2.17	9.50	0.65	1.09	0.00
\$160,001 - \$260,000	39	13.64%	1.62	6.55	1.32	1.09	1.41
\$260,001 - \$470,000	38	13.29%	3.19	15.20	1.50	1.65	3.00
\$470,001 and up	29	10.14%	11.23	29.14	7.20	5.54	6.00
Market Supply of Inventory (MSI)			2.84	7.96	0.98	1.44	2.63
Total Active Inventory by Units		100%	286	195	48	34	9

June 2021



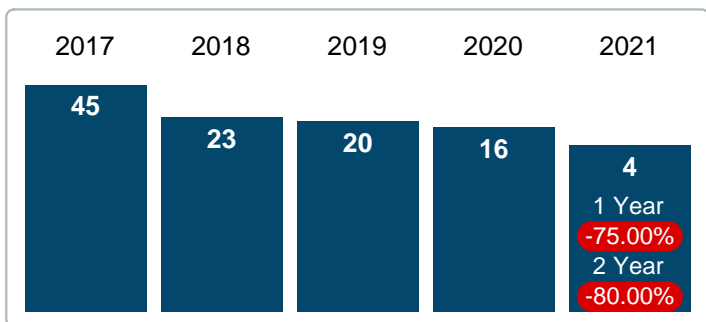
Area Delimited by County Of Washington



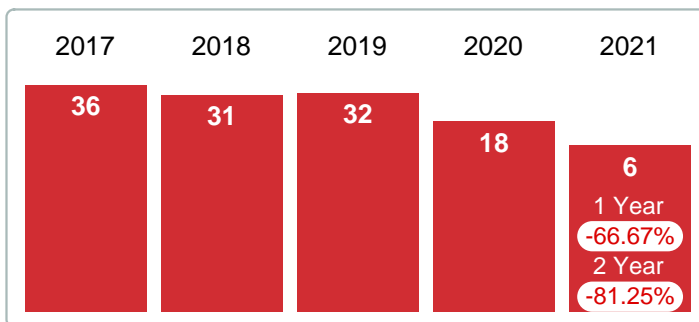
MEDIAN DAYS ON MARKET TO SALE

Report produced on Jul 12, 2021 for MLS Technology Inc.

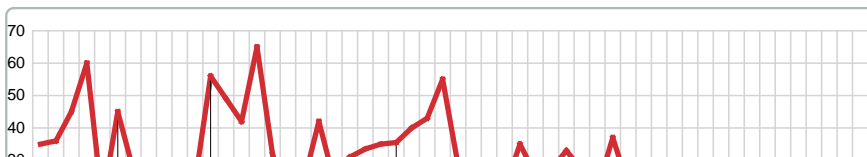
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 22

High Mar 2018 65 Low Jun 2021 4

Median Days on Market to Sale this month at 4 below the 5 yr JUN average of 22

Month	Median Days	% Change
APR	4	
MAY	4	0.00%
JUN	4	0.00%

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	8.20%	12	10	9	159	0
\$40,001 - \$70,000	12.30%	28	20	49	0	0
\$70,001 - \$100,000	13.93%	4	1	6	0	7
\$100,001 - \$170,000	26.23%	3	2	3	0	0
\$170,001 - \$240,000	18.03%	4	1	7	2	4
\$240,001 - \$330,000	11.48%	4	0	1	5	3
\$330,001 and up	9.84%	3	0	33	2	3
Median Closed DOM		4	7	5	2	3
Total Closed Units	100%	4.0	29	61	23	9
Total Closed Volume		20,794,772	2.24M	8.80M	6.45M	3.31M

June 2021



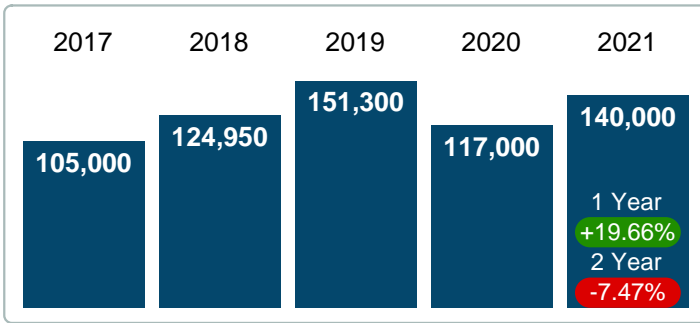
Area Delimited by County Of Washington



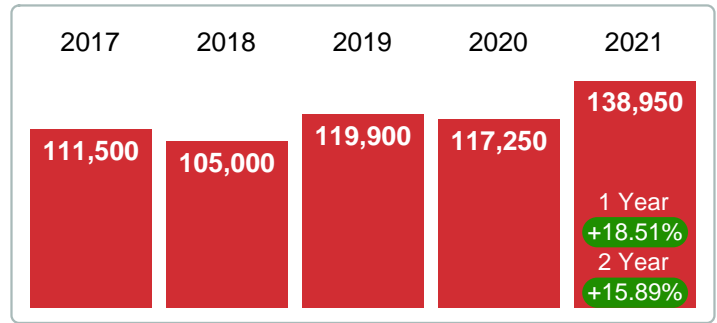
MEDIAN LIST PRICE AT CLOSING

Report produced on Jul 12, 2021 for MLS Technology Inc.

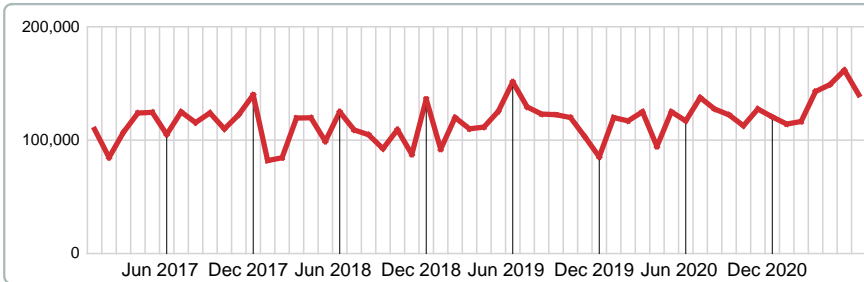
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

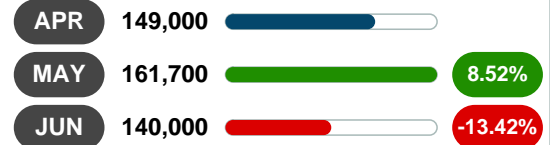


3 MONTHS

5 year JUN AVG = 127,650

High May 2021 161,700 Low Jan 2018 82,000

Median List Price at Closing this month at **140,000**
above the 5 yr JUN average of **127,650**



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	7.38%	22,900	17,450	23,950	30,000	0
\$40,001 - \$70,000	12.30%	60,000	60,000	63,500	0	0
\$70,001 - \$100,000	14.75%	82,250	82,100	82,500	0	80,000
\$100,001 - \$170,000	27.05%	138,900	125,000	138,950	0	0
\$170,001 - \$240,000	18.03%	204,750	175,000	204,750	220,500	175,000
\$240,001 - \$330,000	10.66%	279,900	0	250,000	289,000	324,900
\$330,001 and up	9.84%	375,000	0	774,900	375,000	375,000
Median List Price		140,000	69,900	135,000	269,500	360,000
Total Closed Units	100%	140,000	29	61	23	9
Total Closed Volume		20,734,207	2.29M	8.78M	6.42M	3.25M

June 2021



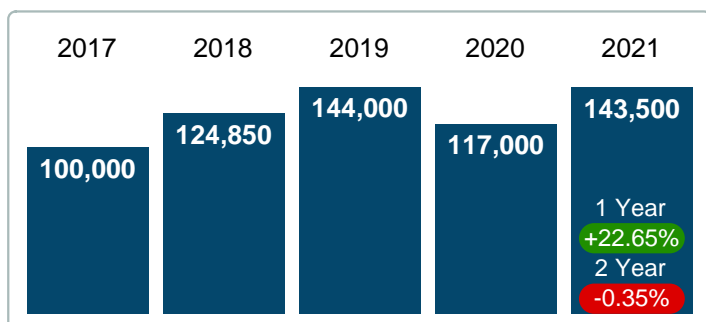
Area Delimited by County Of Washington



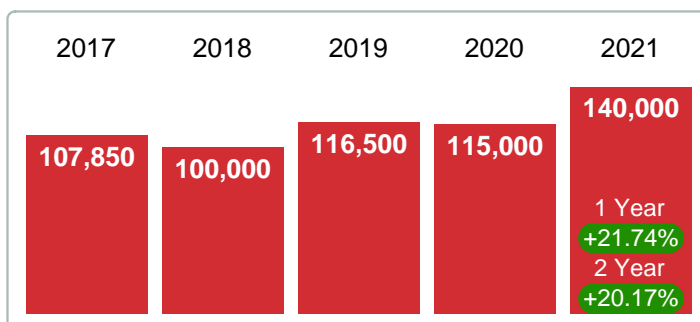
MEDIAN SOLD PRICE AT CLOSING

Report produced on Jul 12, 2021 for MLS Technology Inc.

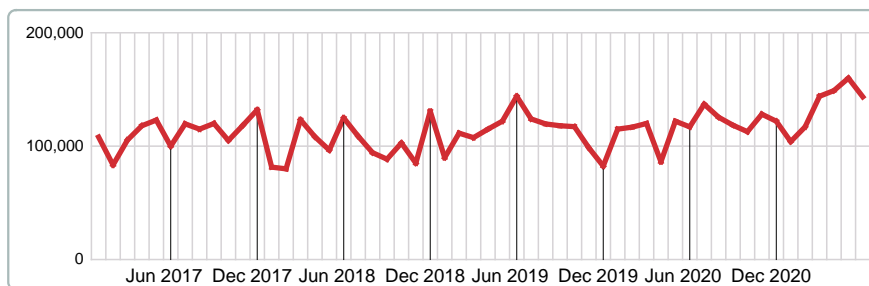
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

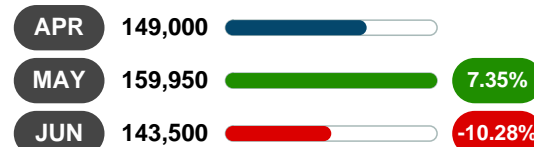


3 MONTHS

5 year JUN AVG = 125,870

High May 2021 159,950 Low Feb 2018 80,000

Median Sold Price at Closing this month at 143,500 above the 5 yr JUN average of 125,870



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	8.20%	22,500	20,000	25,500	15,000	0
\$40,001 - \$70,000	12.30%	58,000	55,000	58,663	0	0
\$70,001 - \$100,000	13.93%	82,000	89,200	82,000	0	85,000
\$100,001 - \$170,000	26.23%	140,000	125,000	140,000	0	0
\$170,001 - \$240,000	18.03%	203,500	175,000	205,000	221,500	183,000
\$240,001 - \$330,000	11.48%	272,500	0	252,500	280,000	326,000
\$330,001 and up	9.84%	383,487	0	750,000	375,000	383,487
Median Sold Price		143,500	68,000	140,000	248,000	373,000
Total Closed Units	100%	122	29	61	23	9
Total Closed Volume		20,794,772	2.24M	8.80M	6.45M	3.31M

June 2021



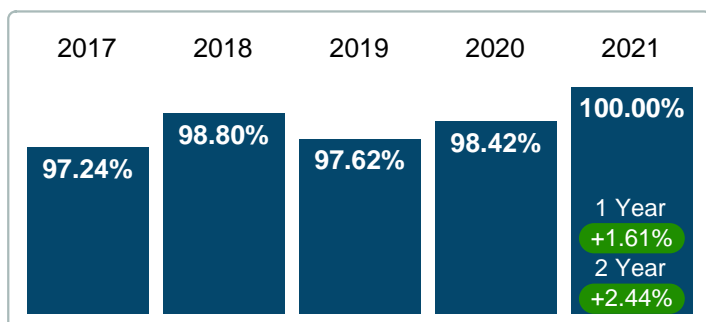
Area Delimited by County Of Washington



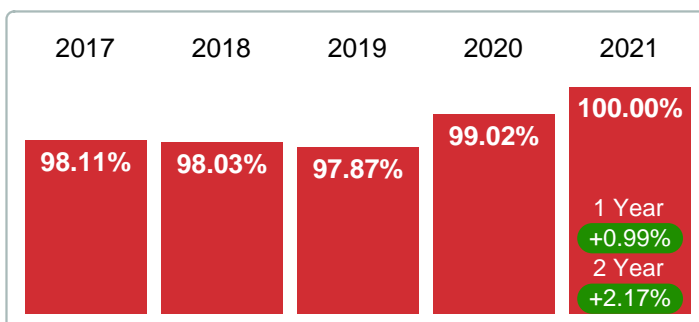
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 12, 2021 for MLS Technology Inc.

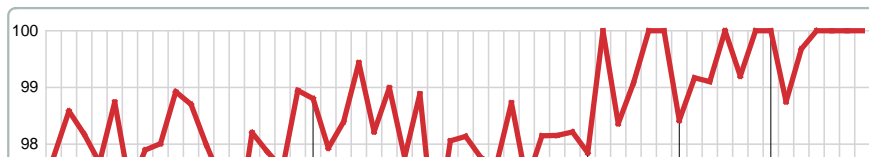
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 98.42%

High Jun 2021 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JUN average of **98.42%**

APR 100.00% ✓
MAY 100.00% ✓
JUN 100.00% ✓

0.00%
0.00%

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	10	8.20%	100.00%	100.00%	100.00%	50.00%	0.00%
\$40,001 - \$70,000	15	12.30%	95.69%	100.00%	89.71%	0.00%	0.00%
\$70,001 - \$100,000	17	13.93%	100.00%	100.00%	100.00%	0.00%	106.25%
\$100,001 - \$170,000	32	26.23%	100.00%	100.00%	100.00%	0.00%	0.00%
\$170,001 - \$240,000	22	18.03%	101.07%	100.00%	101.00%	101.14%	104.57%
\$240,001 - \$330,000	14	11.48%	100.00%	0.00%	100.00%	100.00%	100.34%
\$330,001 and up	12	9.84%	100.83%	0.00%	96.79%	101.63%	101.56%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	103.09%
Total Closed Units		122	100%	29	61	23	9
Total Closed Volume		20,794,772		2.24M	8.80M	6.45M	3.31M

June 2021

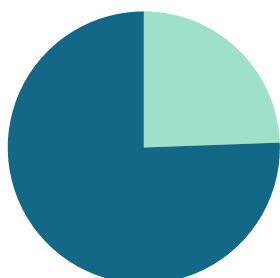
Area Delimited by County Of Washington



MARKET SUMMARY

Report produced on Jul 12, 2021 for MLS Technology Inc.

INVENTORY

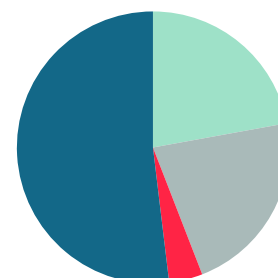


Inventory
 New Listings
128 = 24.43%
 Start Inventory
396
 Total Inventory Units
524
 Volume
\$101,402,195

Market Activity

Closed Sales
122 = 22.14%
 Pending Sales
121 = 21.96%
 Other Off Market
22 = 3.99%
 Active Inventory
286 = 51.91%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	93	122	31.18%	434	576	32.72%
Pending Sales	122	121	-0.82%	487	625	28.34%
New Listings	133	128	-3.76%	795	792	-0.38%
Median List Price	117,000	140,000	19.66%	117,250	138,950	18.51%
Median Sale Price	117,000	143,500	22.65%	115,000	140,000	21.74%
Median Percent of Selling Price to List Price	98.42%	100.00%	1.61%	99.02%	100.00%	0.99%
Median Days on Market to Sale	16.00	4.00	-75.00%	18.00	6.00	-66.67%
Monthly Inventory	513	286	-44.25%	513	286	-44.25%
Months Supply of Inventory	6.23	2.84	-54.40%	6.23	2.84	-54.40%

Absorption: Last 12 months, an Average of **101** Sales/Month

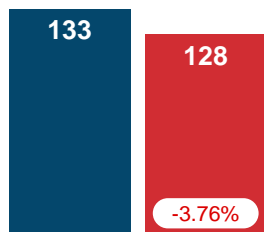
Inventory on June 30, 2021 = **286**

2020 **2021**

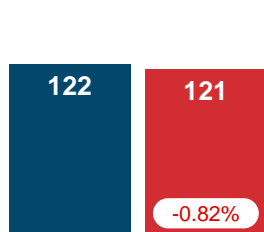
JUNE MARKET

MEDIAN PRICES

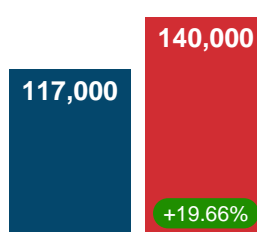
New Listings



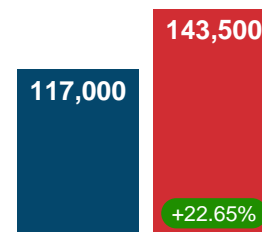
Pending Listings



List Price



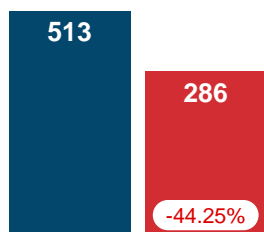
Sale Price



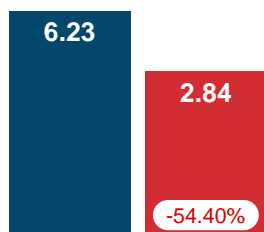
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

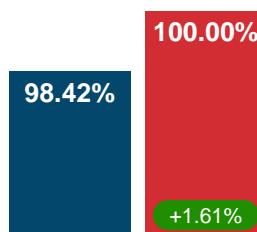
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

