

March 2021

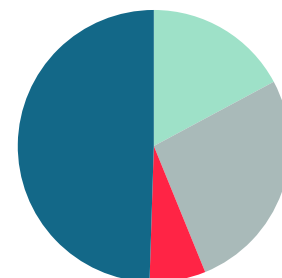
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	March 2021	+/-%
Closed Listings	79	85	7.59%
Pending Listings	71	132	85.92%
New Listings	147	159	8.16%
Average List Price	135,948	177,845	30.82%
Average Sale Price	131,821	172,465	30.83%
Average Percent of Selling Price to List Price	96.24%	97.77%	1.58%
Average Days on Market to Sale	42.23	25.45	-39.74%
End of Month Inventory	509	245	-51.87%
Months Supply of Inventory	5.76	2.69	-53.28%



■ Closed (17.17%)
■ Pending (26.67%)
■ Other OffMarket (6.67%)
■ Active (49.49%)

Absorption: Last 12 months, an Average of **91** Sales/Month
Active Inventory as of March 31, 2021 = **245**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **51.87%** to 245 existing homes available for sale. Over the last 12 months this area has had an average of 91 closed sales per month. This represents an unsold inventory index of **2.69** 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 **30.83%** in March 2021 to \$172,465 versus the previous year at \$131,821.

Average Days on Market Shortens

The average number of **25.45** days that homes spent on the market before selling decreased by 16.78 days or **39.74%** in March 2021 compared to last year's same month at **42.23** DOM.

Sales Success for March 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 159 New Listings in March 2021, up **8.16%** from last year at 147. Furthermore, there were 85 Closed Listings this month versus last year at 79, a **7.59%** increase.

Closed versus Listed trends yielded a **53.5%** ratio, down from previous year's, March 2020, at **53.7%**, a **0.53%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

March 2021



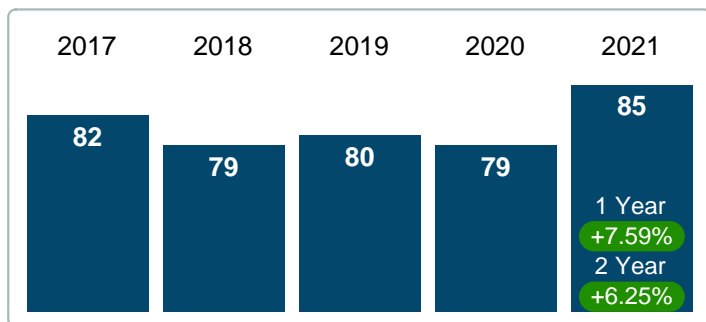
Area Delimited by County Of Washington



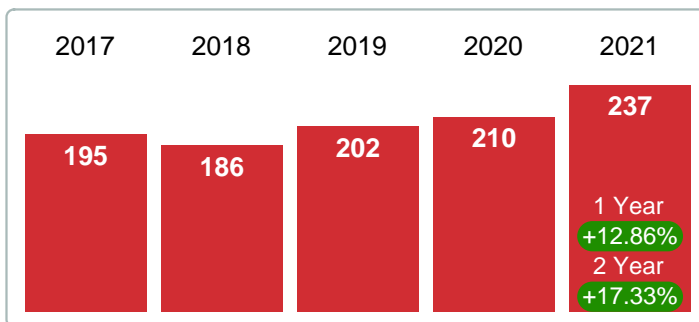
CLOSED LISTINGS

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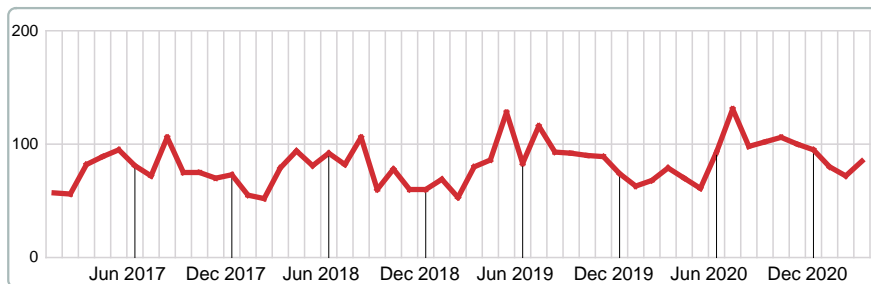
MARCH



YEAR TO DATE (YTD)

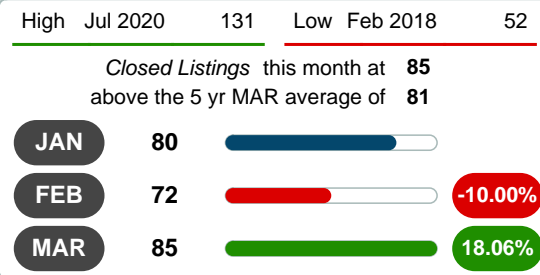


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 81



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	9.41%	23.1	5	3	0	0
\$50,001 - \$75,000	7	8.24%	56.7	4	1	2	0
\$75,001 - \$100,000	10	11.76%	8.8	4	6	0	0
\$100,001 - \$175,000	30	35.29%	21.4	1	26	3	0
\$175,001 - \$200,000	7	8.24%	5.0	1	2	4	0
\$200,001 - \$325,000	14	16.47%	12.9	3	3	7	1
\$325,001 and up	9	10.59%	70.7	3	2	3	1
Total Closed Units	85			21	43	19	2
Total Closed Volume	14,659,518	100%	25.4	3.32M	6.15M	4.58M	610.00K
Average Closed Price	\$172,465			\$158,193	\$142,944	\$241,099	\$305,000

March 2021



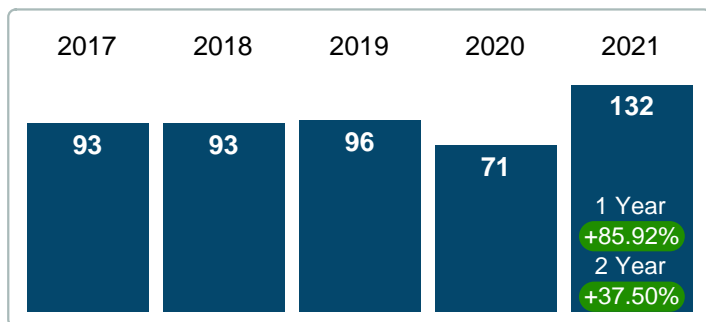
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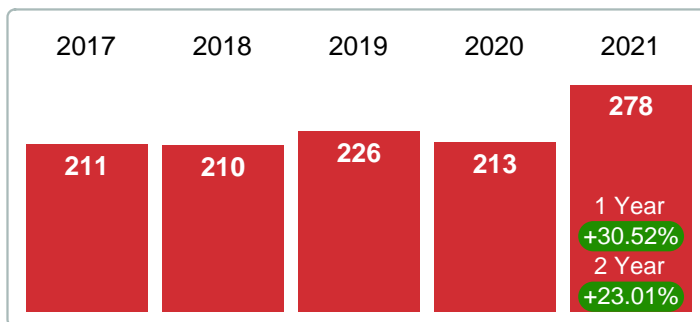
PENDING LISTINGS

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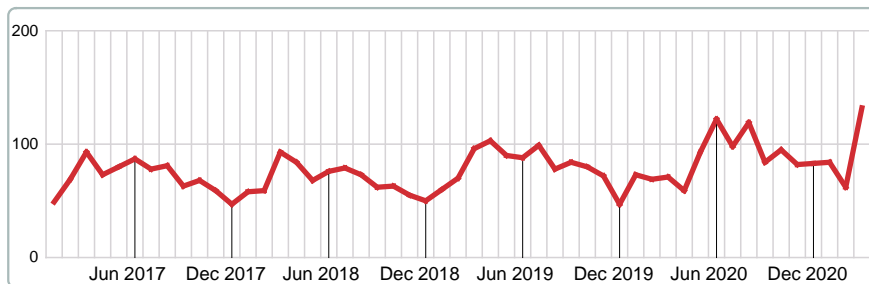
MARCH



YEAR TO DATE (YTD)

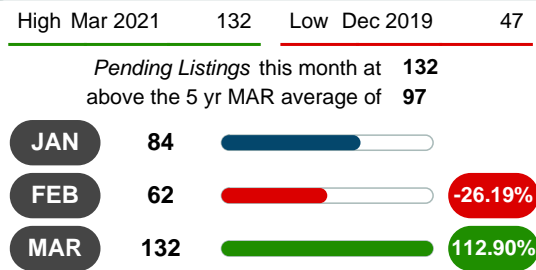


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 97



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	6.82%	34.3	7	1	1	0
\$50,001 - \$75,000	13	9.85%	56.5	7	3	3	0
\$75,001 - \$125,000	26	19.70%	18.0	8	17	1	0
\$125,001 - \$175,000	28	21.21%	18.9	2	21	3	2
\$175,001 - \$250,000	27	20.45%	27.0	2	16	8	1
\$250,001 - \$300,000	15	11.36%	28.2	2	2	9	2
\$300,001 and up	14	10.61%	19.7	4	2	5	3
Total Pending Units	132			32	62	30	8
Total Pending Volume	23,799,250	100%	45.8	4.59M	9.79M	7.05M	2.37M
Average Listing Price	\$168,338			\$143,588	\$157,885	\$234,993	\$295,725

March 2021



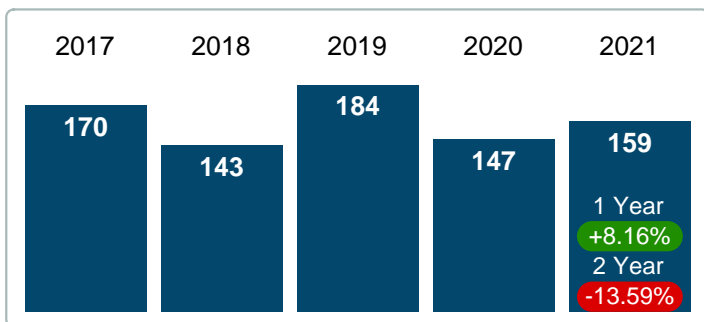
Area Delimited by County Of Washington



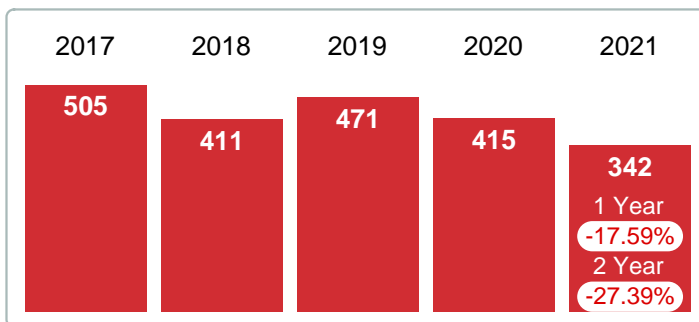
NEW LISTINGS

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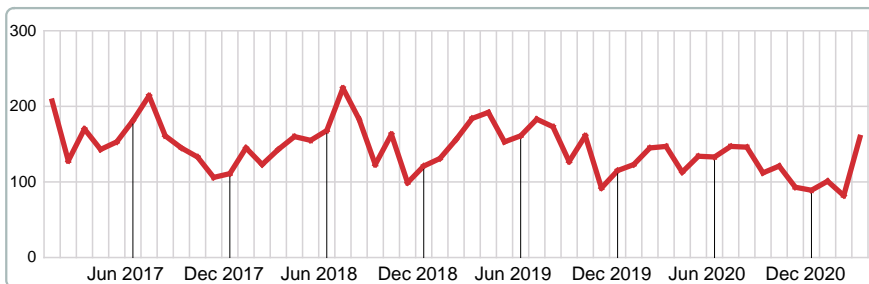
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

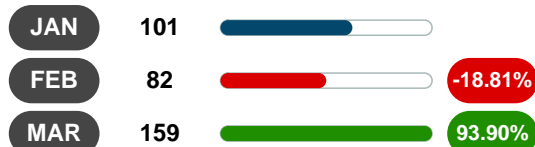


3 MONTHS

5 year MAR AVG = 161

High Jul 2018 224 Low Feb 2021 82

New Listings this month at 159
below the 5 yr MAR average of 161



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	15	9.43%	11	4	0	0
\$40,001 - \$70,000	21	13.21%	16	4	1	0
\$70,001 - \$110,000	21	13.21%	13	8	0	0
\$110,001 - \$190,000	42	26.42%	6	31	3	2
\$190,001 - \$280,000	23	14.47%	3	11	8	1
\$280,001 - \$450,000	22	13.84%	2	2	12	6
\$450,001 and up	15	9.43%	7	3	2	3
Total New Listed Units	159		58	63	26	12
Total New Listed Volume	36,137,740	100%	13.16M	10.66M	7.88M	4.44M
Average New Listed Listing Price	\$99,881		\$226,835	\$169,187	\$303,123	\$370,108

March 2021



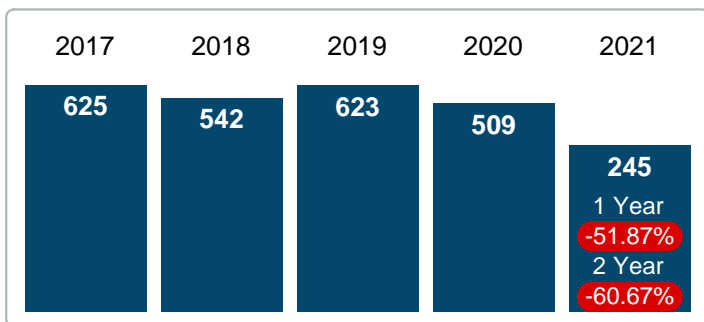
Area Delimited by County Of Washington



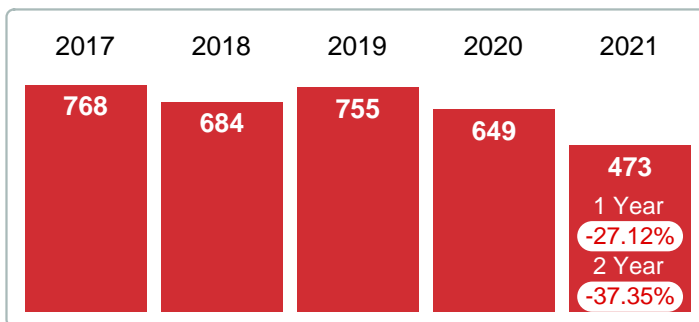
ACTIVE INVENTORY

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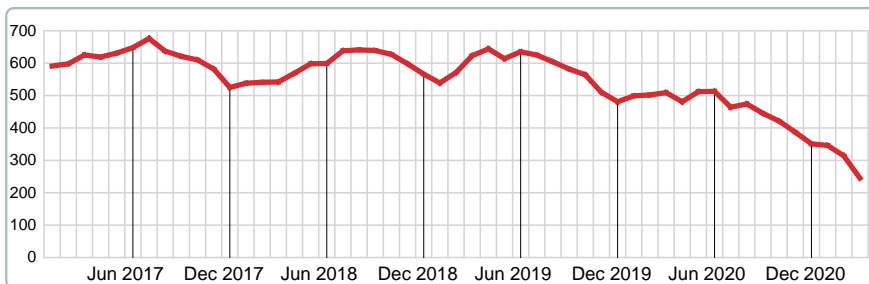
END OF MARCH



ACTIVE DURING MARCH

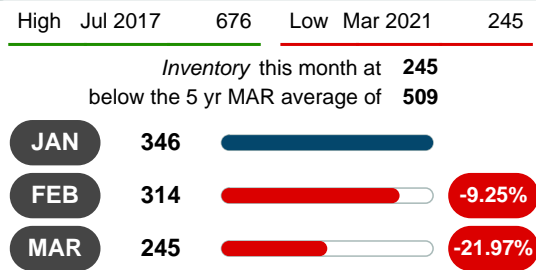


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 509



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	25	10.20%	100.7	24	1	0	0
\$25,001-\$50,000	34	13.88%	171.7	32	2	0	0
\$50,001-\$125,000	80	32.65%	122.0	66	13	1	0
\$125,001-\$250,000	49	20.00%	82.7	32	13	4	0
\$250,001-\$475,000	31	12.65%	97.7	17	3	10	1
\$475,001 and up	26	10.61%	101.3	15	3	5	3
Total Active Inventory by Units			245	186	35	20	4
Total Active Inventory by Volume			49,742,060	32.99M	6.78M	7.49M	2.48M
Average Active Inventory Listing Price			\$203,029	\$177,381	\$193,712	\$374,640	\$619,125

March 2021



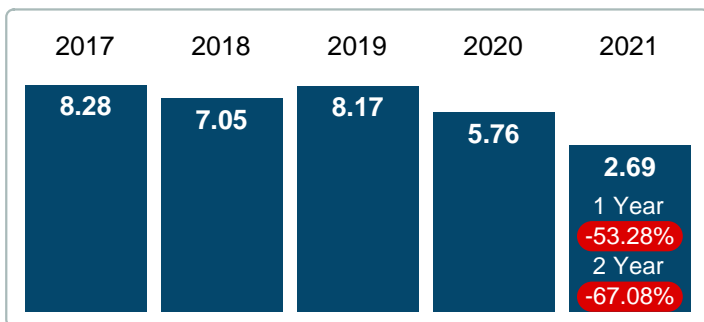
Area Delimited by County Of Washington



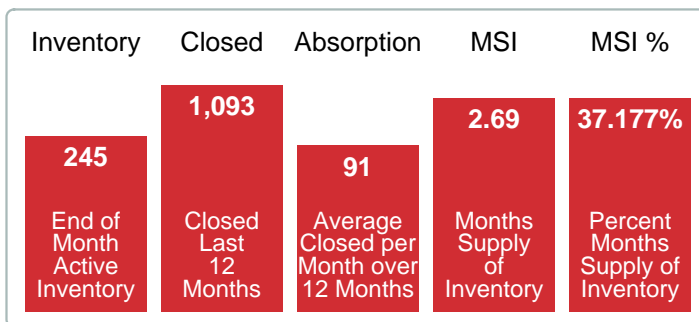
MONTHS SUPPLY of INVENTORY (MSI)

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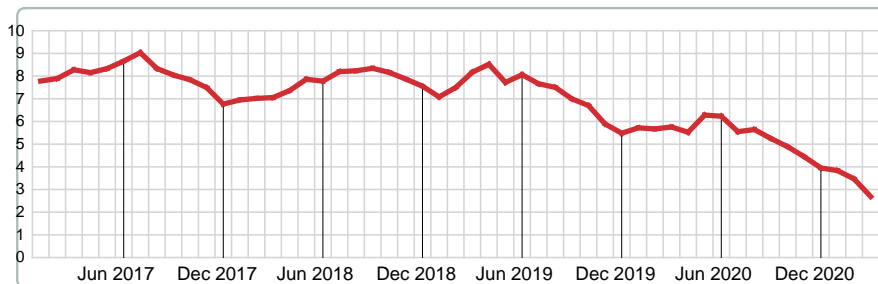
MSI FOR MARCH



INDICATORS FOR MARCH 2021



5 YEAR MARKET ACTIVITY TRENDS

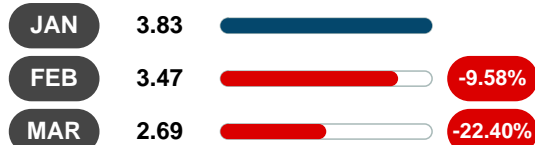


3 MONTHS

5 year MAR AVG = 6.39

High Jul 2017 9.03 Low Mar 2021 2.69

Months Supply this month at 2.69 below the 5 yr MAR average of 6.39



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	23	9.39%	2.65	4.89	0.27	0.00	0.00
\$20,001 \$40,000	17	6.94%	3.19	4.92	0.52	0.00	0.00
\$40,001 \$70,000	49	20.00%	4.36	8.24	0.60	0.00	0.00
\$70,001 \$140,000	61	24.90%	2.19	10.44	0.64	0.34	0.00
\$140,001 \$260,000	39	15.92%	1.46	11.04	0.96	0.42	0.00
\$260,001 \$490,000	30	12.24%	3.10	17.00	1.57	1.64	0.80
\$490,001 and up	26	10.61%	15.60	36.00	9.00	6.67	18.00
Market Supply of Inventory (MSI)			2.69	8.72	0.79	0.90	1.41
Total Active Inventory by Units		100%	2.69	186	35	20	4

March 2021

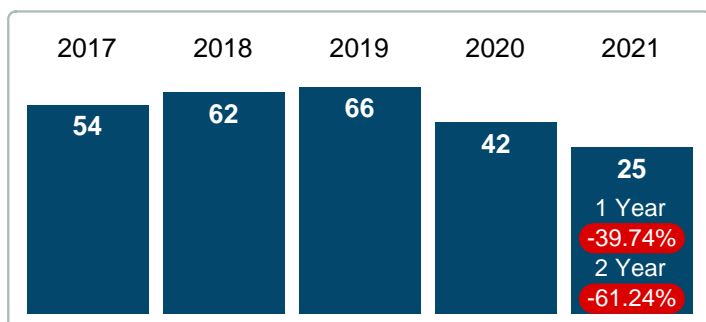
Area Delimited by County Of Washington



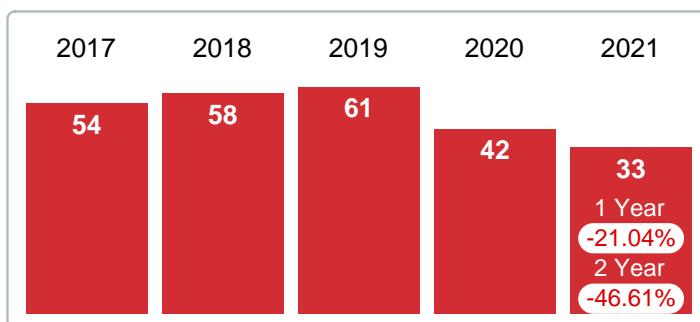
AVERAGE DAYS ON MARKET TO SALE

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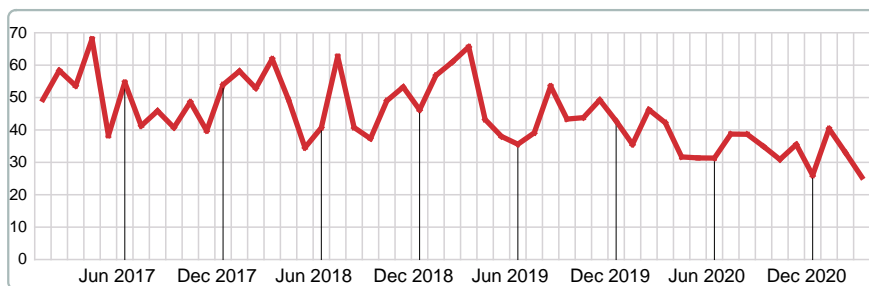
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

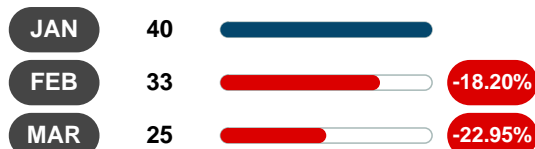


3 MONTHS

5 year MAR AVG = 50

High Apr 2017 68 Low Mar 2021 25

Average Days on Market to Sale this month at 25 below the 5 yr MAR average of 50



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	
\$50,000 and less	8	9.41%	23	33	6	0	
\$50,001 - \$75,000	7	8.24%	57	96	5	5	
\$75,001 - \$100,000	10	11.76%	9	17	4	0	
\$100,001 - \$175,000	30	35.29%	21	1	24	10	
\$175,001 - \$200,000	7	8.24%	5	3	6	5	
\$200,001 - \$325,000	14	16.47%	13	28	11	9	
\$325,001 and up	9	10.59%	71	77	78	30	
Average Closed DOM	25			45	20	11	81
Total Closed Units	85	100%	25	21	43	19	2
Total Closed Volume	14,659,518			3.32M	6.15M	4.58M	610.00K

March 2021



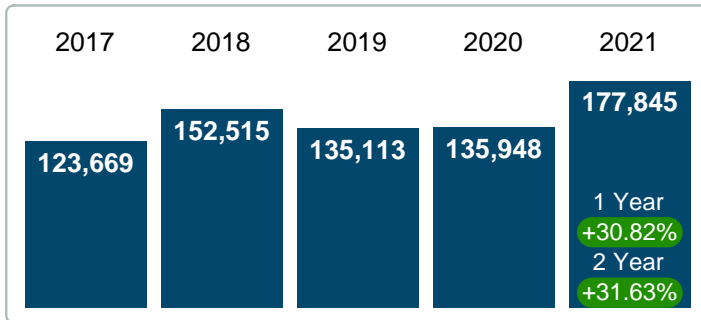
Area Delimited by County Of Washington



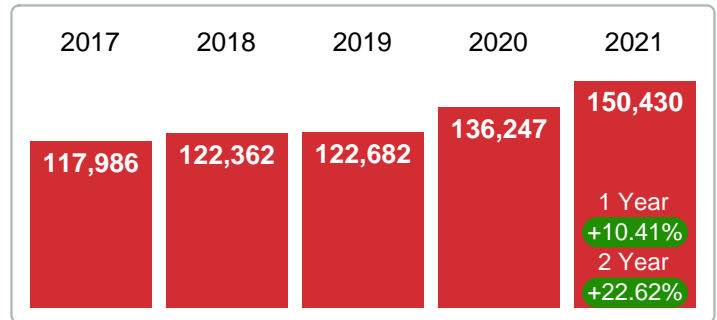
AVERAGE LIST PRICE AT CLOSING

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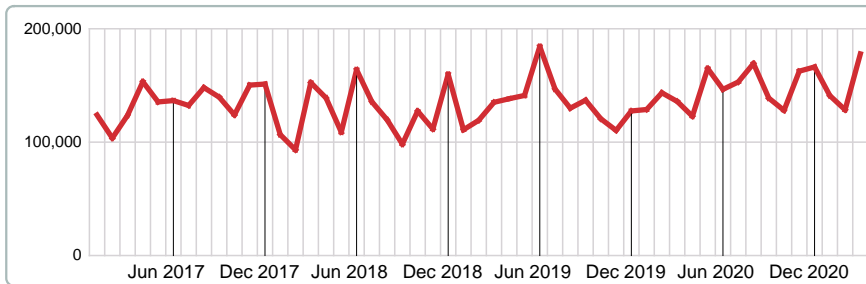
MARCH



YEAR TO DATE (YTD)

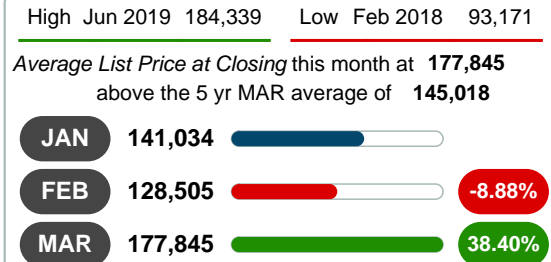


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 145,018



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	
\$50,000 and less	8	9.41%	17,911	23,410	12,078	0	
\$50,001 - \$75,000	5	5.88%	57,980	56,225	82,500	68,750	
\$75,001 - \$100,000	10	11.76%	87,630	97,375	89,450	0	
\$100,001 - \$175,000	32	37.65%	140,073	132,750	139,223	177,167	
\$175,001 - \$200,000	7	8.24%	188,200	200,000	174,950	187,725	
\$200,001 - \$325,000	13	15.29%	255,999	288,633	273,500	251,213	
\$325,001 and up	10	11.76%	467,960	563,300	389,450	491,333	
Average List Price		177,845		172,381	144,757	244,863	309,950
Total Closed Units		85	100%	177,845	21	43	19
Total Closed Volume		15,116,825			3.62M	6.22M	4.65M

March 2021



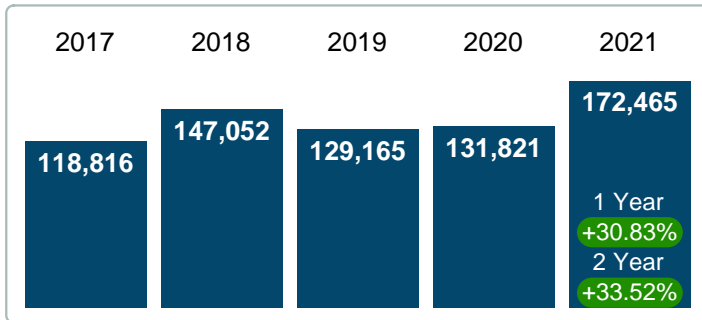
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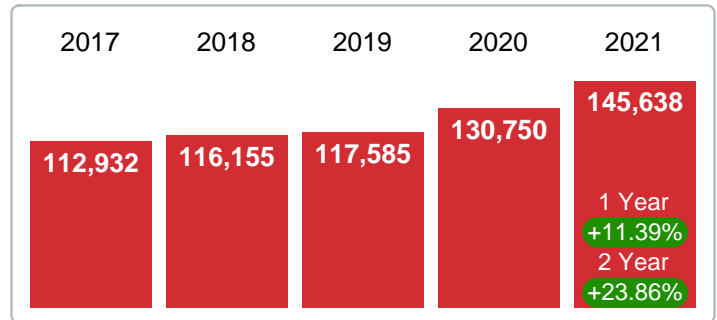
AVERAGE SOLD PRICE AT CLOSING

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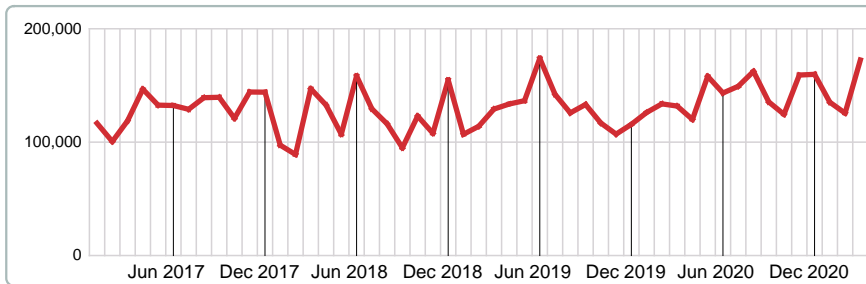
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

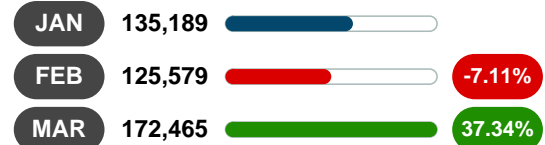


3 MONTHS

5 year MAR AVG = 139,864

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

Average Sold Price at Closing this month at **172,465** above the 5 yr MAR average of **139,864**



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
\$50,000 and less	9.41%	15,223	17,110	12,078	0	0
\$50,001 - \$75,000	8.24%	60,143	56,750	65,000	64,500	0
\$75,001 - \$100,000	11.76%	92,424	95,973	90,058	0	0
\$100,001 - \$175,000	35.29%	142,243	135,700	139,023	172,333	0
\$175,001 - \$200,000	8.24%	185,986	200,000	179,000	185,975	0
\$200,001 - \$325,000	16.47%	254,171	260,300	268,833	247,284	240,000
\$325,001 and up	10.59%	451,656	503,000	362,950	486,667	370,000
Average Sold Price		172,465	158,193	142,944	241,099	305,000
Total Closed Units	100%	172,465	21	43	19	2
Total Closed Volume		14,659,518	3.32M	6.15M	4.58M	610.00K

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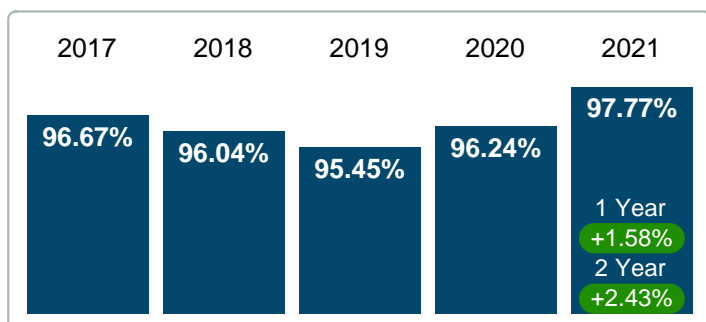
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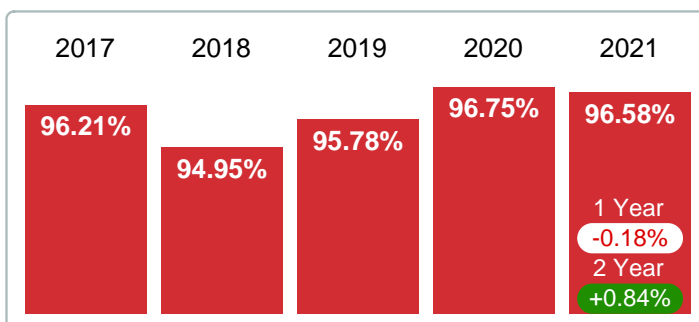
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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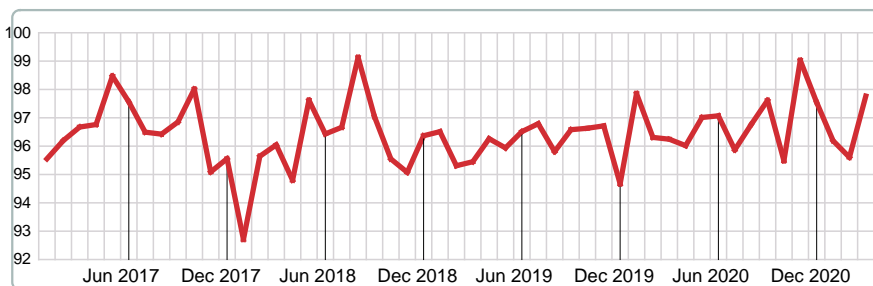
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

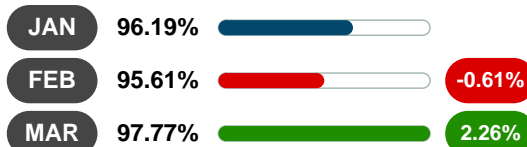


3 MONTHS

5 year MAR AVG = 96.44%

High Aug 2018 99.13% Low Jan 2018 92.71%

Average Sold/List Ratio this month at **97.77%**
above the 5 yr MAR average of **96.44%**



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
\$50,000 and less	8	9.41%	90.92%	85.47%	100.00%	0.00%	0.00%
\$50,001 - \$75,000	7	8.24%	96.99%	102.01%	78.79%	96.06%	0.00%
\$75,001 - \$100,000	10	11.76%	100.17%	99.06%	100.90%	0.00%	0.00%
\$100,001 - \$175,000	30	35.29%	99.83%	102.22%	100.00%	97.54%	0.00%
\$175,001 - \$200,000	7	8.24%	100.13%	100.00%	102.32%	99.07%	0.00%
\$200,001 - \$325,000	14	16.47%	97.15%	90.98%	98.51%	98.50%	102.13%
\$325,001 and up	9	10.59%	94.04%	88.66%	93.19%	99.28%	96.13%
Average Sold/List Ratio		97.80%		93.94%	99.32%	98.34%	99.13%
Total Closed Units		85	100%	21	43	19	2
Total Closed Volume		14,659,518		3.32M	6.15M	4.58M	610.00K

March 2021

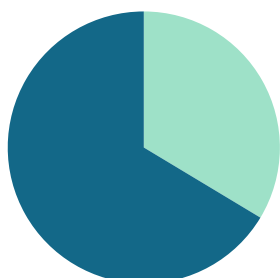
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

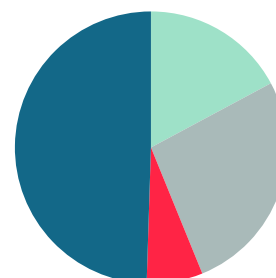


Inventory
 New Listings
159 = 33.62%
 Start Inventory
314
 Total Inventory Units
473
 Volume
\$91,095,130

Market Activity

Closed Sales
85 = 17.17%
 Pending Sales
132 = 26.67%
 Other Off Market
33 = 6.67%
 Active Inventory
245 = 49.49%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	79	85	7.59%	210	237	12.86%
Pending Sales	71	132	85.92%	213	278	30.52%
New Listings	147	159	8.16%	415	342	-17.59%
Average List Price	135,948	177,845	30.82%	136,247	150,430	10.41%
Average Sale Price	131,821	172,465	30.83%	130,750	145,638	11.39%
Average Percent of Selling Price to List Price	96.24%	97.77%	1.58%	96.75%	96.58%	-0.18%
Average Days on Market to Sale	42.23	25.45	-39.74%	41.53	32.79	-21.04%
Monthly Inventory	509	245	-51.87%	509	245	-51.87%
Months Supply of Inventory	5.76	2.69	-53.28%	5.76	2.69	-53.28%

Absorption: Last 12 months, an Average of **91** Sales/Month

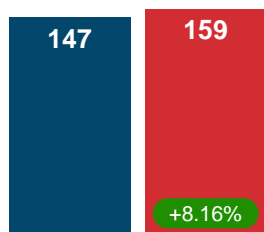
Inventory on March 31, 2021 = **245**

2020 **2021**

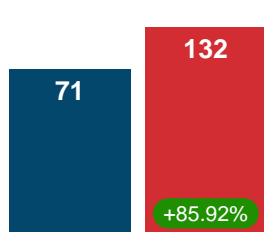
MARCH MARKET

AVERAGE PRICES

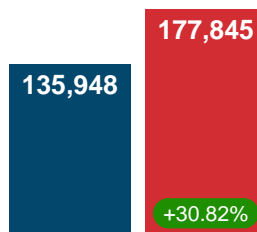
New Listings



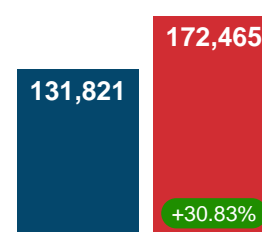
Pending Listings



List Price



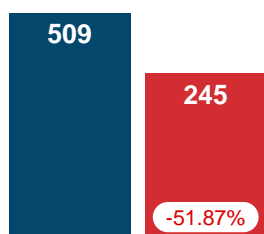
Sale Price



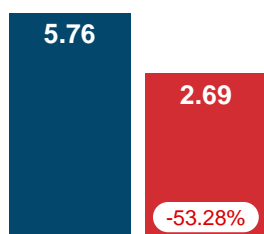
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

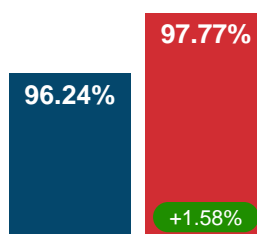
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

