

March 2021

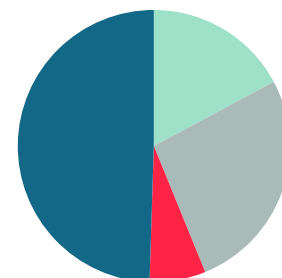
Area Delimited by County Of Washington



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%
Median List Price	125,000	142,900	14.32%
Median Sale Price	120,000	144,000	20.00%
Median Percent of Selling Price to List Price	99.08%	100.00%	0.93%
Median Days on Market to Sale	22.00	5.00	-77.27%
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.

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 **20.00%** in March 2021 to \$144,000 versus the previous year at \$120,000.

Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 17.00 days or **77.27%** in March 2021 compared to last year's same month at **22.00** DOM.

Sales Success for March 2021 is Positive

Overall, with Median 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
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

March 2021



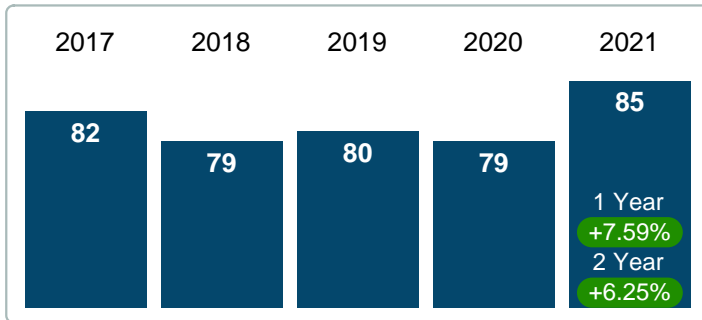
Area Delimited by County Of Washington



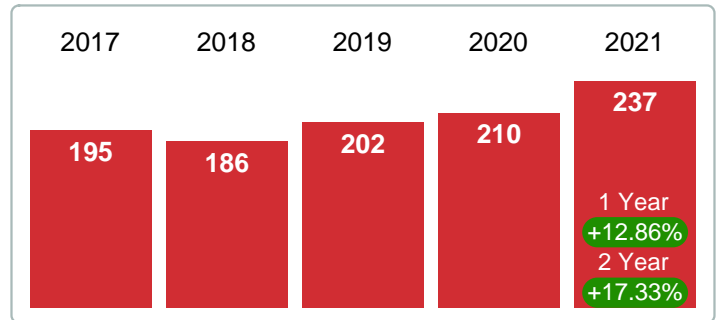
CLOSED LISTINGS

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

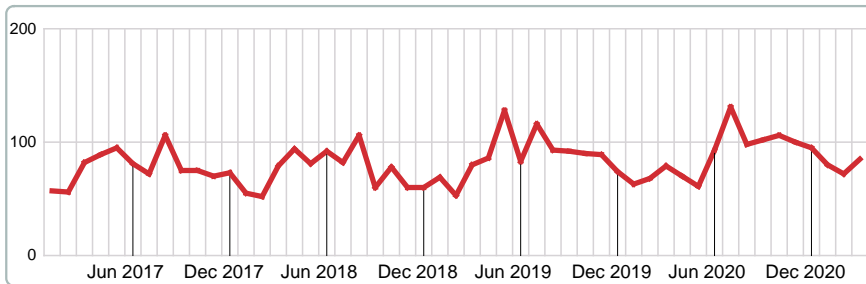
MARCH



YEAR TO DATE (YTD)

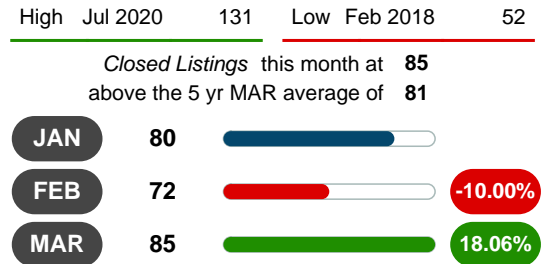


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 81



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	9.41%	8.5	5	3	0	0
\$50,001 - \$90,000	12	14.12%	5.5	5	5	2	0
\$90,001 - \$120,000	10	11.76%	7.0	3	7	0	0
\$120,001 - \$170,000	22	25.88%	6.0	1	20	1	0
\$170,001 - \$220,000	12	14.12%	2.5	1	4	7	0
\$220,001 - \$320,000	12	14.12%	8.5	3	2	6	1
\$320,001 and up	9	10.59%	79.0	3	2	3	1
Total Closed Units	85			21	43	19	2
Total Closed Volume	14,659,518	100%	5.0	3.32M	6.15M	4.58M	610.00K
Median Closed Price	\$144,000			\$94,000	\$135,000	\$212,000	\$305,000

March 2021



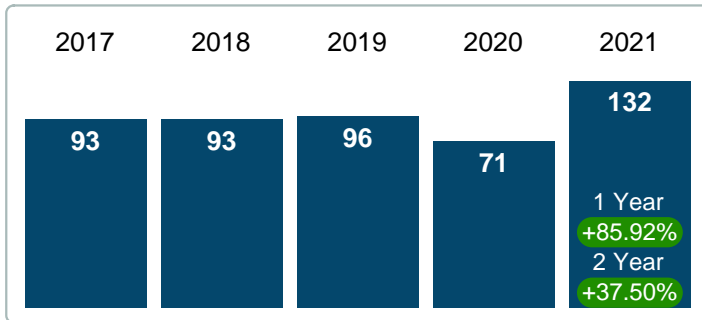
Area Delimited by County Of Washington



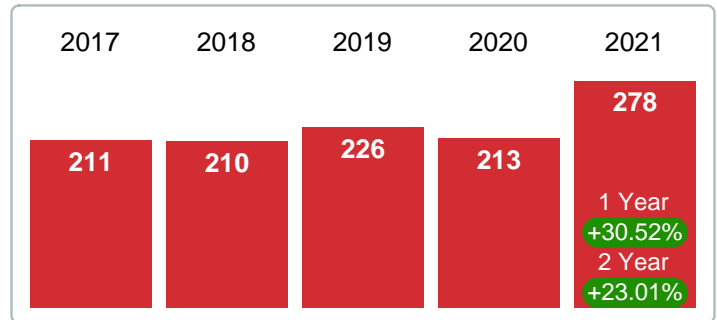
PENDING LISTINGS

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

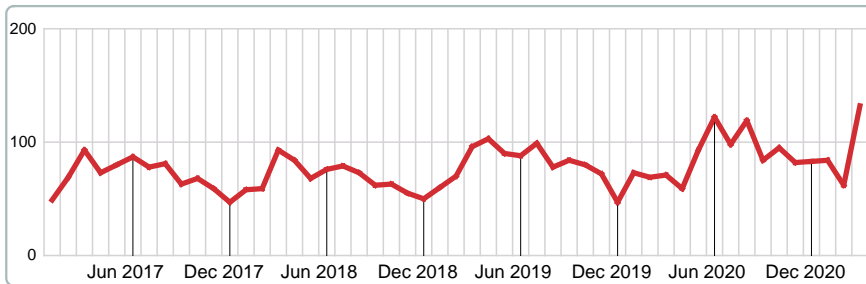
MARCH



YEAR TO DATE (YTD)

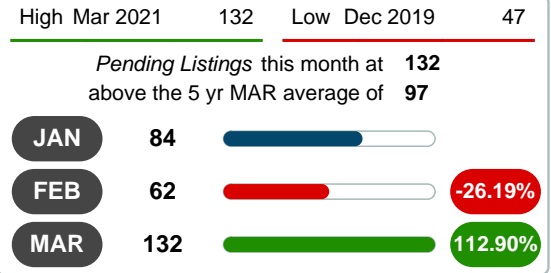


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 97



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	6.82%	10.0	7	1	1	0
\$50,001 - \$75,000	13	9.85%	8.0	7	3	3	0
\$75,001 - \$125,000	26	19.70%	8.0	8	17	1	0
\$125,001 - \$175,000	28	21.21%	7.5	2	21	3	2
\$175,001 - \$250,000	27	20.45%	3.0	2	16	8	1
\$250,001 - \$300,000	15	11.36%	6.0	2	2	9	2
\$300,001 and up	14	10.61%	4.0	4	2	5	3
Total Pending Units	132			32	62	30	8
Total Pending Volume	23,799,250	100%	6.0	4.59M	9.79M	7.05M	2.37M
Median Listing Price	\$159,000			\$95,000	\$146,950	\$231,950	\$289,950

March 2021



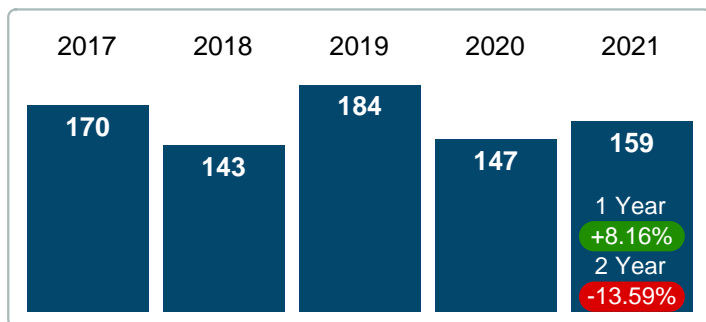
Area Delimited by County Of Washington



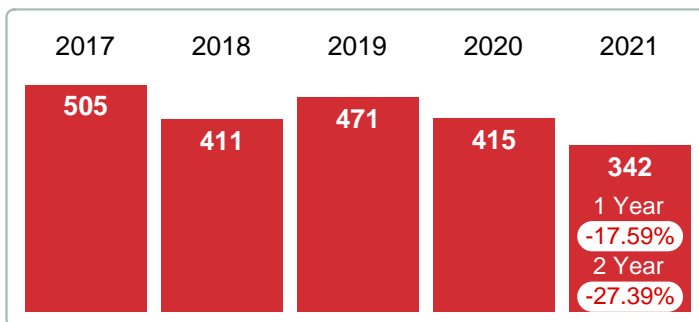
NEW LISTINGS

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

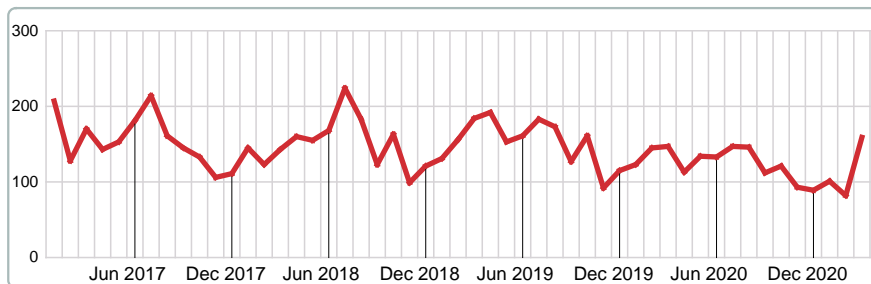
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

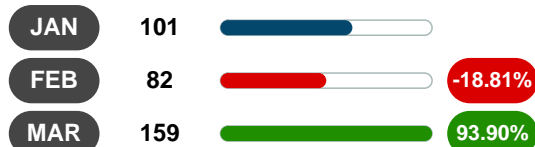


3 MONTHS

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
Median New Listed Listing Price	\$150,000		\$83,750	\$149,900	\$292,000	\$352,000

March 2021

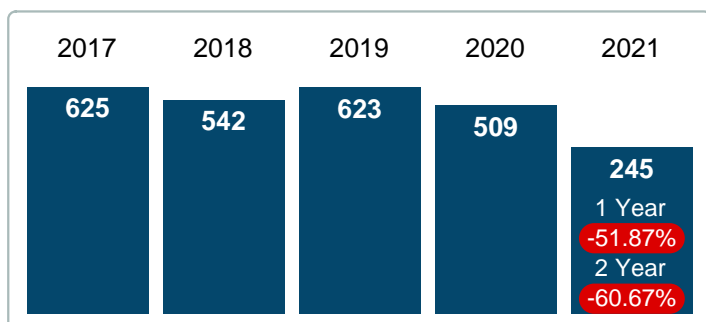
Area Delimited by County Of Washington



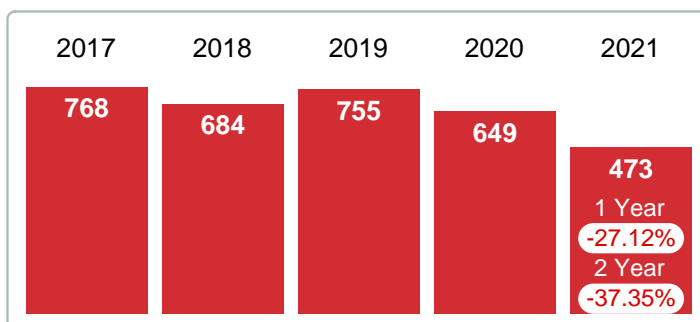
ACTIVE INVENTORY

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

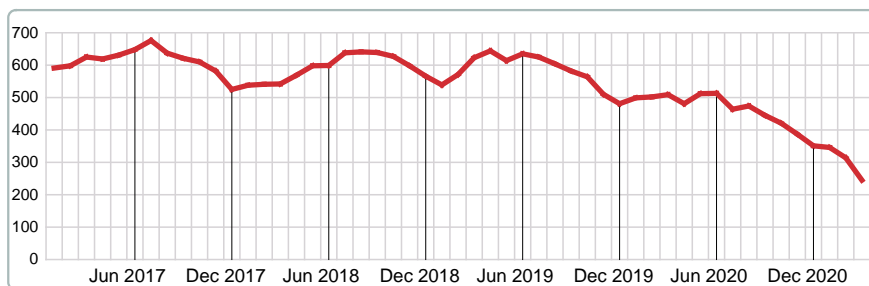
END OF MARCH



ACTIVE DURING MARCH

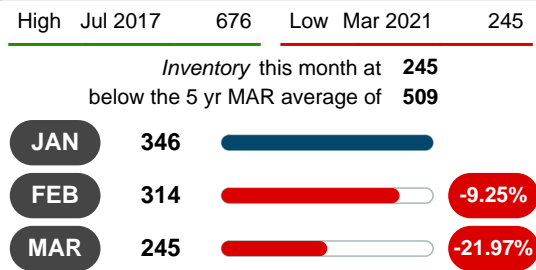


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 509



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	23	9.39%	110.0	22	1	0	0
\$20,001 - \$40,000	17	6.94%	252.0	16	1	0	0
\$40,001 - \$70,000	49	20.00%	93.0	46	3	0	0
\$70,001 - \$140,000	61	24.90%	85.0	47	13	1	0
\$140,001 - \$260,000	39	15.92%	56.0	23	11	5	0
\$260,001 - \$490,000	30	12.24%	75.5	17	3	9	1
\$490,001 and up	26	10.61%	41.0	15	3	5	3
Total Active Inventory by Units		245		186	35	20	4
Total Active Inventory by Volume		49,742,060	100%	32.99M	6.78M	7.49M	2.48M
Median Active Inventory Listing Price		\$91,500		\$72,500	\$139,700	\$311,450	\$633,250

March 2021



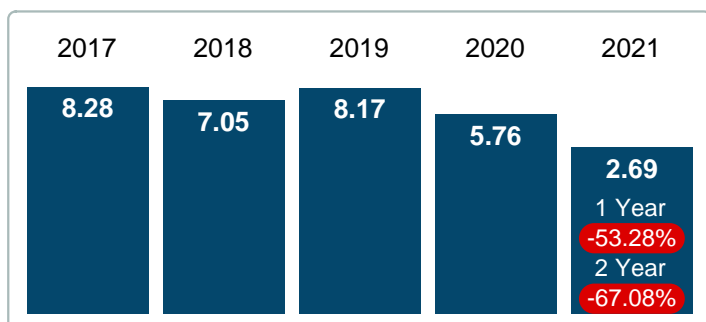
Area Delimited by County Of Washington



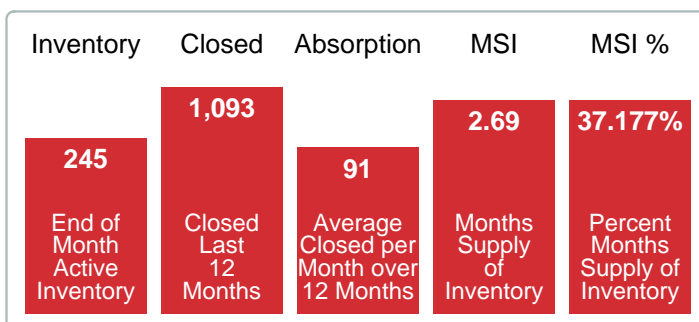
MONTHS SUPPLY of INVENTORY (MSI)

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

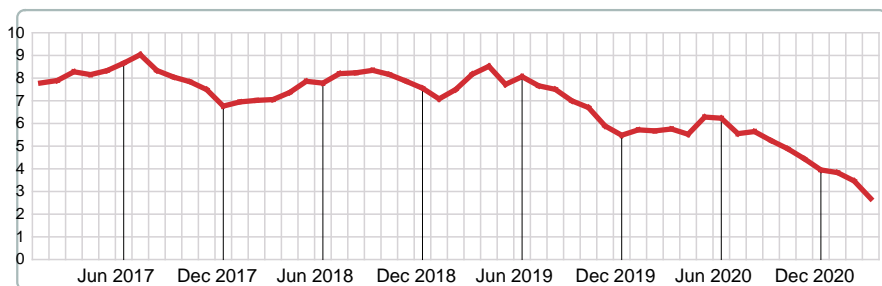
MSI FOR MARCH



INDICATORS FOR MARCH 2021

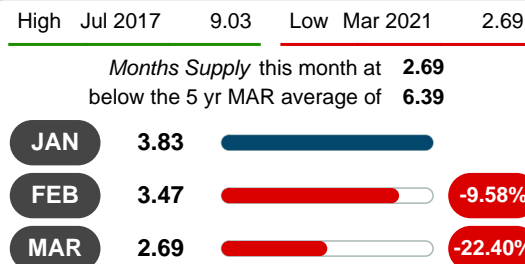


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 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



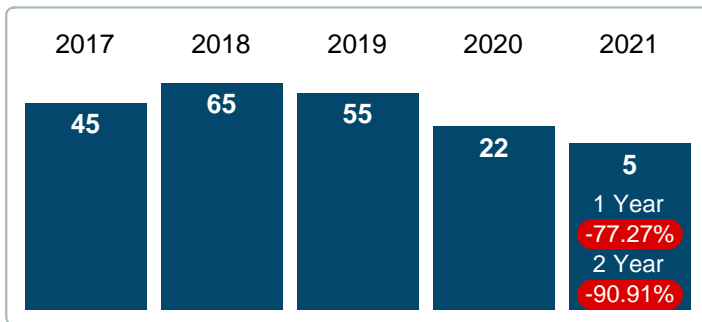
Area Delimited by County Of Washington



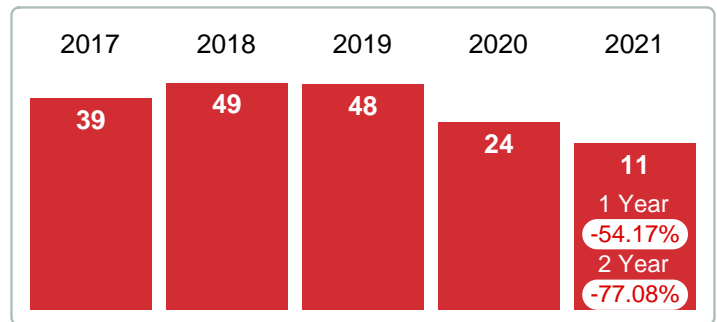
MEDIAN DAYS ON MARKET TO SALE

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

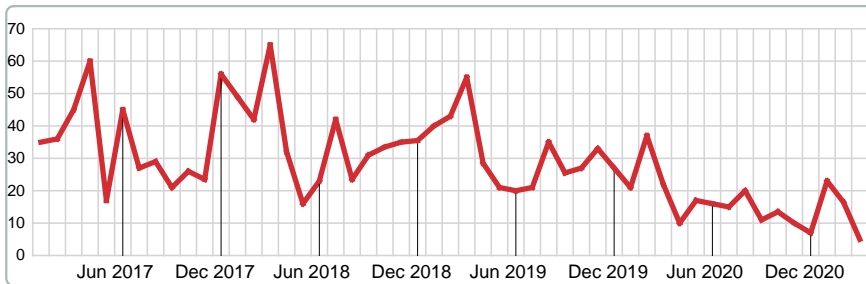
MARCH



YEAR TO DATE (YTD)

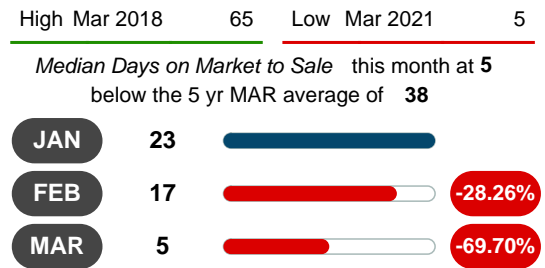


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 38



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
\$50,000 and less	9.41%	9	11	8	0	0
\$50,001 - \$90,000	14.12%	6	58	5	5	0
\$90,001 - \$120,000	11.76%	7	21	3	0	0
\$120,001 - \$170,000	25.88%	6	1	6	15	0
\$170,001 - \$220,000	14.12%	3	3	3	2	0
\$220,001 - \$320,000	14.12%	9	1	17	9	1
\$320,001 and up	10.59%	79	98	78	9	160
Median Closed DOM		5				
Total Closed Units		85				
Total Closed Volume		14,659,518				
			100%			
				5.0		
					11	5
						5
						81
					21	43
						19
						2
					3.32M	6.15M
						4.58M
						610.00K

March 2021



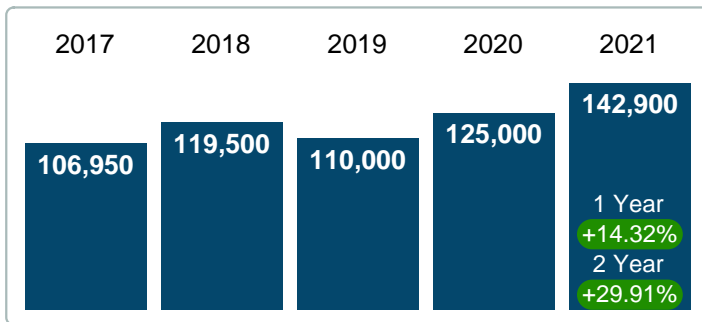
Area Delimited by County Of Washington



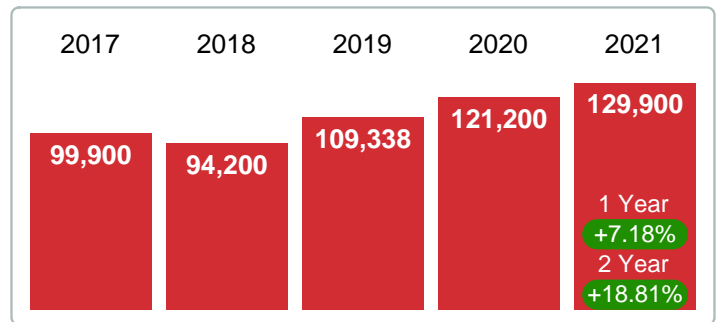
MEDIAN LIST PRICE AT CLOSING

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

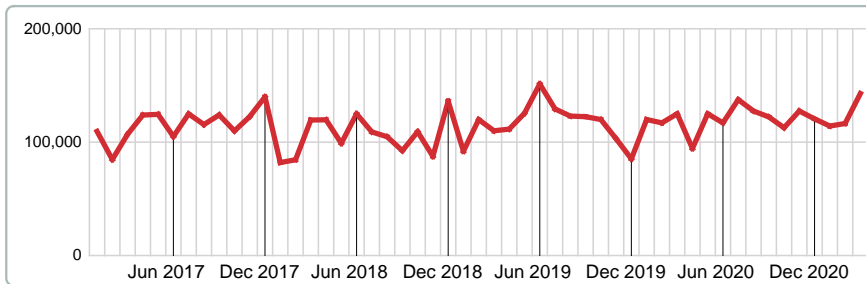
MARCH



YEAR TO DATE (YTD)

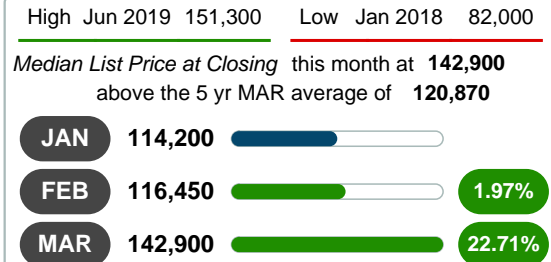


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 120,870



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		
\$50,000 and less	8	9.41%	15,750	16,500	685	0		
\$50,001 - \$90,000	12	14.12%	81,200	60,000	82,500	68,750		
\$90,001 - \$120,000	10	11.76%	108,450	100,000	109,000	0		
\$120,001 - \$170,000	21	24.71%	139,000	132,750	139,000	165,000		
\$170,001 - \$220,000	13	15.29%	189,000	200,000	175,000	189,000		
\$220,001 - \$320,000	10	11.76%	256,750	257,000	295,000	256,750		
\$320,001 and up	11	12.94%	399,900	497,450	349,900	485,000		
Median List Price		142,900		95,000	135,000	205,000	309,950	
Total Closed Units		85	100%	142,900	21	43	19	2
Total Closed Volume		15,116,825			3.62M	6.22M	4.65M	619.90K

March 2021



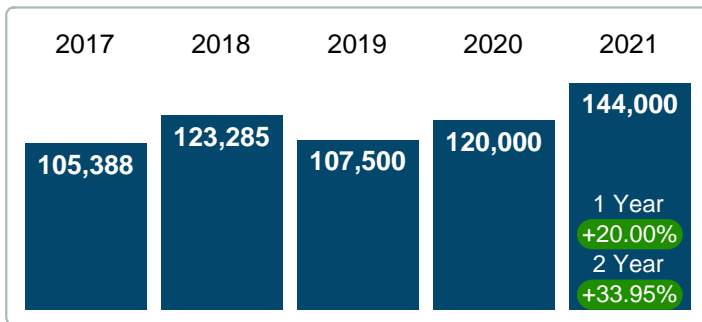
Area Delimited by County Of Washington



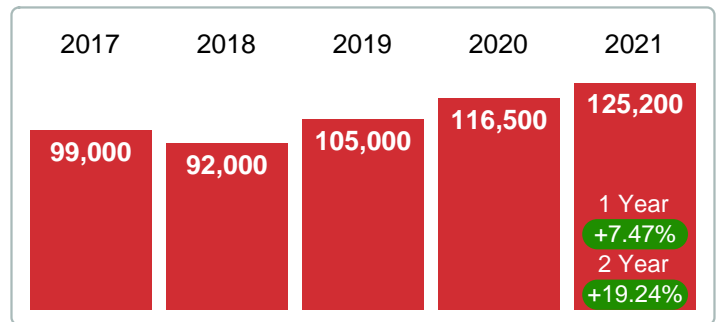
MEDIAN SOLD PRICE AT CLOSING

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

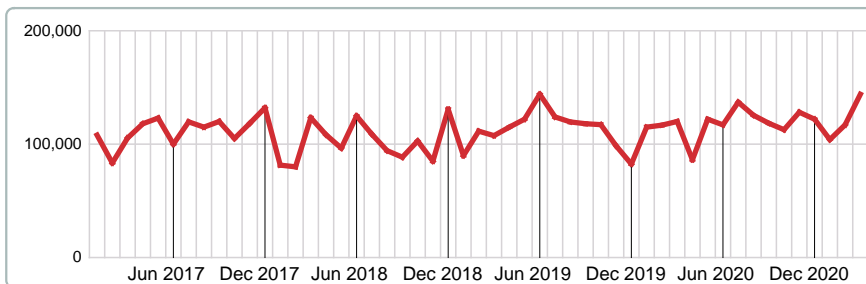
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

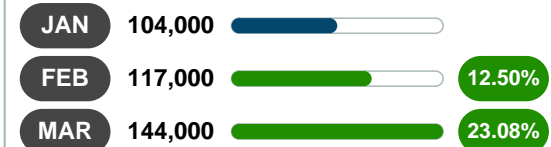


3 MONTHS

5 year MAR AVG = 120,035

High Mar 2021 144,000 Low Feb 2018 80,000

Median Sold Price at Closing this month at **144,000** above the 5 yr MAR average of **120,035**



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
\$50,000 and less	9.41%	13,950	15,000	685	0	0
\$50,001 - \$90,000	14.12%	67,500	58,000	87,400	64,500	0
\$90,001 - \$120,000	11.76%	103,500	100,000	109,000	0	0
\$120,001 - \$170,000	25.88%	141,200	135,700	141,200	170,000	0
\$170,001 - \$220,000	14.12%	179,500	200,000	179,000	178,000	0
\$220,001 - \$320,000	14.12%	258,250	264,000	302,500	252,250	240,000
\$320,001 and up	10.59%	400,000	550,000	362,950	485,000	370,000
Median Sold Price		144,000	94,000	135,000	212,000	305,000
Total Closed Units	100%	144,000	21	43	19	2
Total Closed Volume		14,659,518	3.32M	6.15M	4.58M	610.00K

March 2021



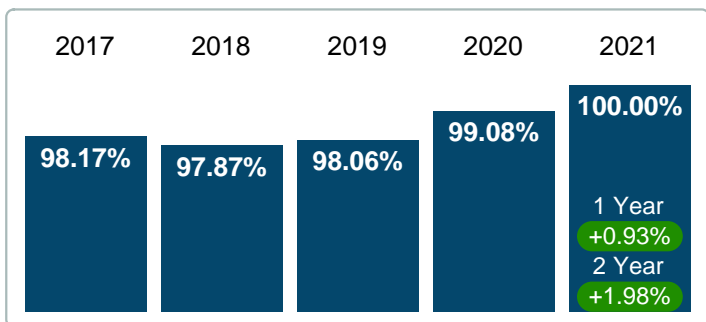
Area Delimited by County Of Washington



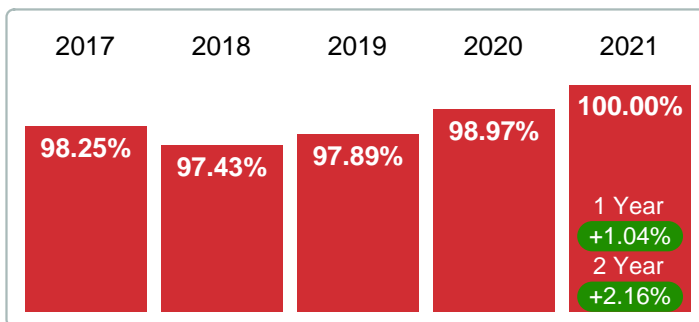
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

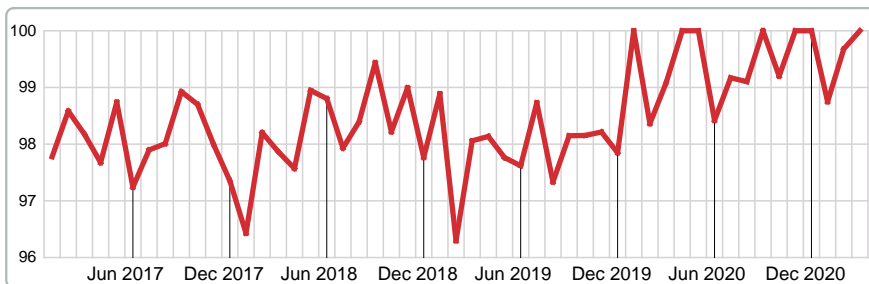
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

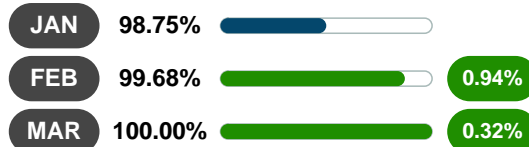


3 MONTHS

5 year MAR AVG = 98.64%

High Mar 2021 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr MAR average of **98.64%**



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
\$50,000 and less	8	9.41%	100.00%	100.00%	100.00%	0.00%	0.00%
\$50,001 - \$90,000	12	14.12%	101.14%	100.00%	102.27%	96.06%	0.00%
\$90,001 - \$120,000	10	11.76%	99.47%	98.95%	100.00%	0.00%	0.00%
\$120,001 - \$170,000	22	25.88%	100.00%	102.22%	100.00%	95.77%	0.00%
\$170,001 - \$220,000	12	14.12%	100.00%	100.00%	100.57%	100.00%	0.00%
\$220,001 - \$320,000	12	14.12%	98.24%	90.00%	97.76%	98.42%	102.13%
\$320,001 and up	9	10.59%	93.24%	89.78%	93.19%	100.00%	96.13%
Median Sold/List Ratio		100.00%		98.95%	100.00%	99.80%	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

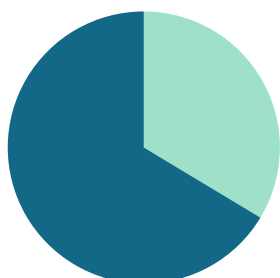
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

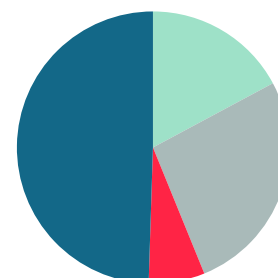


Inventory
 New Listings
159 = 33.62%
 Start Inventory
314
 Total Inventory Units
473
 Volume
\$91,095,130

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%
Median List Price	125,000	142,900	14.32%	121,200	129,900	7.18%
Median Sale Price	120,000	144,000	20.00%	116,500	125,200	7.47%
Median Percent of Selling Price to List Price	99.08%	100.00%	0.93%	98.97%	100.00%	1.04%
Median Days on Market to Sale	22.00	5.00	-77.27%	24.00	11.00	-54.17%
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

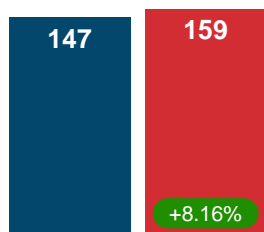
Inventory on March 31, 2021 = **245**

2020 **2021**

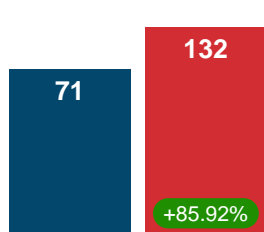
MARCH MARKET

MEDIAN PRICES

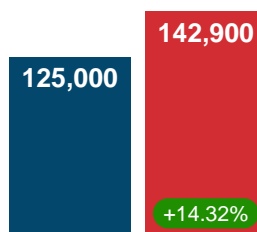
New Listings



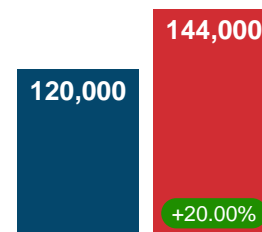
Pending Listings



List Price



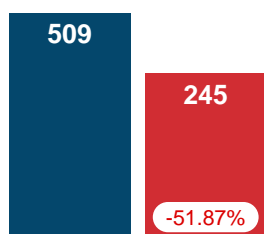
Sale Price



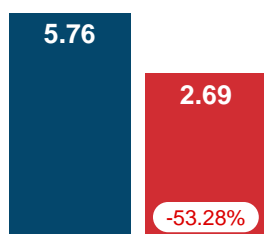
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

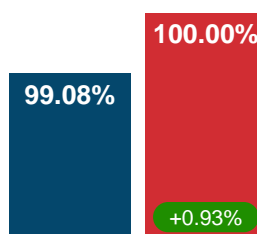
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

