

April 2021



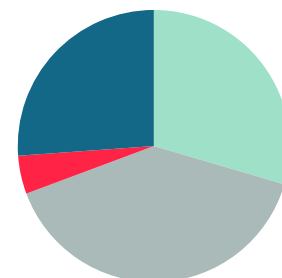
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

Compared Metrics	2020	April 2021	+/-%
Closed Listings	60	78	30.00%
Pending Listings	57	105	84.21%
New Listings	83	114	37.35%
Average List Price	142,417	183,708	28.99%
Average Sale Price	139,386	182,705	31.08%
Average Percent of Selling Price to List Price	96.00%	99.27%	3.41%
Average Days on Market to Sale	30.60	11.36	-62.88%
End of Month Inventory	176	69	-60.80%
Months Supply of Inventory	2.43	0.88	-63.91%



■ Closed (29.55%)
■ Pending (39.77%)
■ Other OffMarket (4.55%)
■ Active (26.14%)

Absorption: Last 12 months, an Average of **79** Sales/Month
Active Inventory as of April 30, 2021 = **69**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2021 decreased **60.80%** to 69 existing homes available for sale. Over the last 12 months this area has had an average of 79 closed sales per month. This represents an unsold inventory index of **0.88** 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 **31.08%** in April 2021 to \$182,705 versus the previous year at \$139,386.

Average Days on Market Shortens

The average number of **11.36** days that homes spent on the market before selling decreased by 19.24 days or **62.88%** in April 2021 compared to last year's same month at **30.60** DOM.

Sales Success for April 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 114 New Listings in April 2021, up **37.35%** from last year at 83. Furthermore, there were 78 Closed Listings this month versus last year at 60, a **30.00%** increase.

Closed versus Listed trends yielded a **68.4%** ratio, down from previous year's, April 2020, at **72.3%**, a **5.35%** downswing. This will certainly create pressure on a decreasing Monthly 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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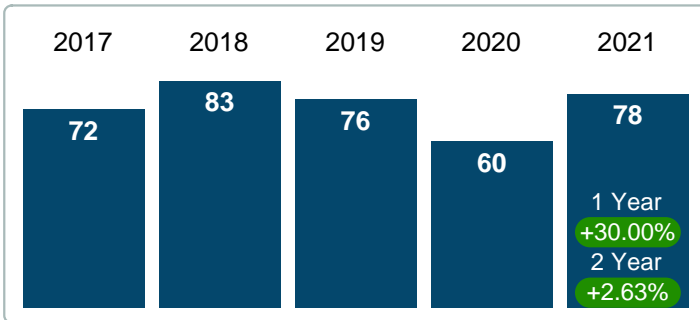
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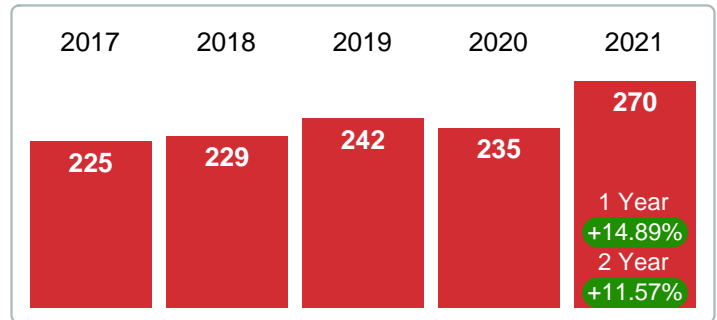
CLOSED LISTINGS

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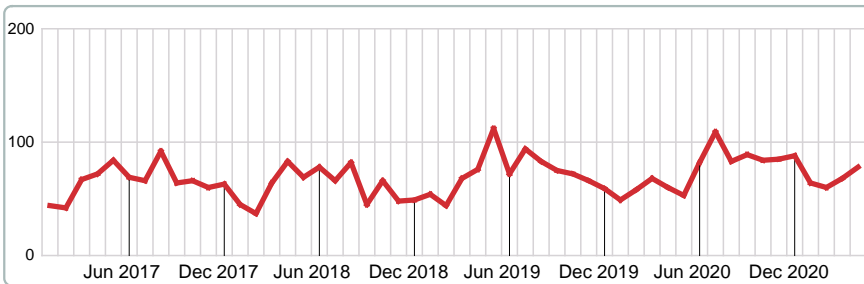
APRIL



YEAR TO DATE (YTD)

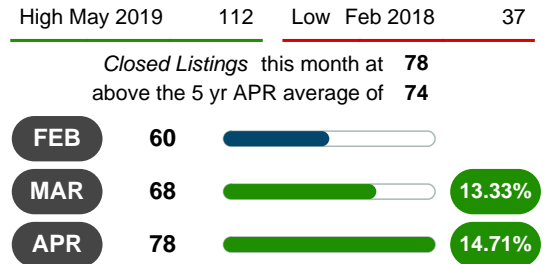


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 74



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	4	5.13%	8.3	1	3	0	0
\$50,001 - \$75,000	7	8.97%	24.7	2	2	3	0
\$75,001 - \$125,000	13	16.67%	5.6	2	10	1	0
\$125,001 - \$175,000	18	23.08%	9.7	0	16	2	0
\$175,001 - \$250,000	19	24.36%	12.7	0	10	9	0
\$250,001 - \$275,000	3	3.85%	10.0	0	0	3	0
\$275,001 and up	14	17.95%	11.5	1	4	7	2
Total Closed Units	78			6	45	25	2
Total Closed Volume	14,250,962	100%	11.4	661.30K	7.03M	5.74M	821.00K
Average Closed Price	\$182,705			\$110,217	\$156,118	\$229,734	\$410,500

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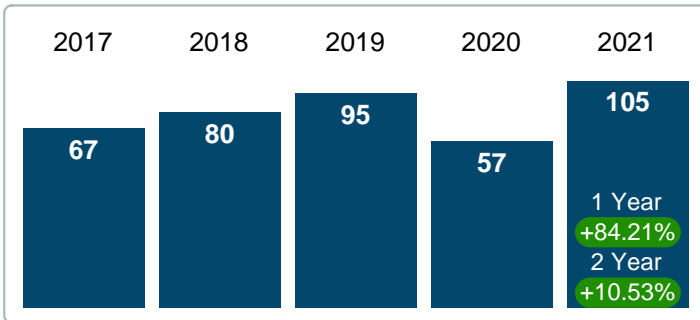
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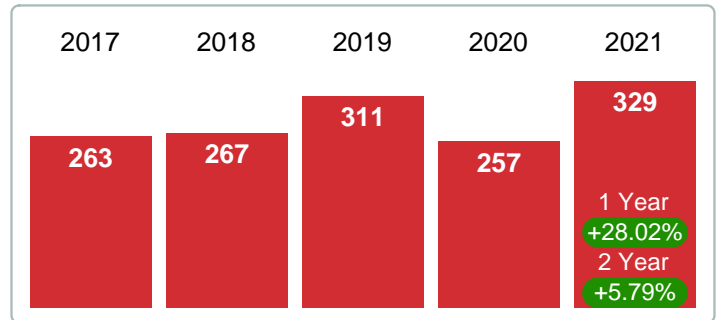
PENDING LISTINGS

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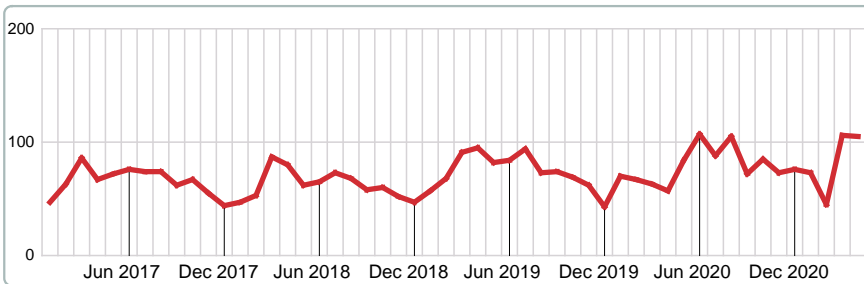
APRIL



YEAR TO DATE (YTD)

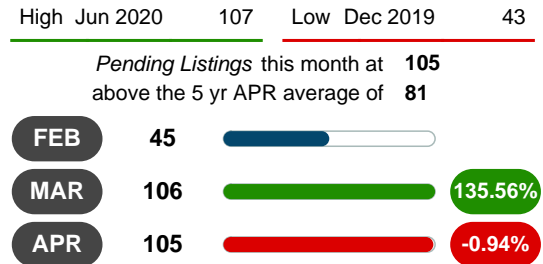


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 81



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	10	9.52%	18.0	7	3	0	0
\$50,001 - \$75,000	11	10.48%	16.1	4	6	1	0
\$75,001 - \$125,000	18	17.14%	13.7	3	15	0	0
\$125,001 - \$175,000	22	20.95%	12.5	0	19	3	0
\$175,001 - \$250,000	21	20.00%	6.9	0	11	10	0
\$250,001 - \$325,000	11	10.48%	9.2	0	3	7	1
\$325,001 and up	12	11.43%	11.0	0	3	8	1
Total Pending Units	105			14	60	29	2
Total Pending Volume	19,467,970	100%	11.3	875.40K	9.60M	8.29M	699.90K
Average Listing Price	\$186,048			\$62,529	\$160,073	\$285,803	\$349,950

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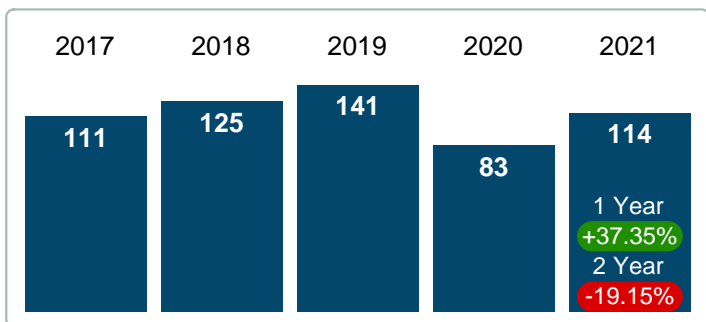
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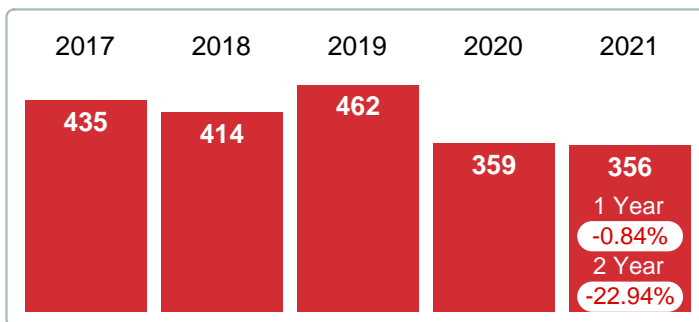
NEW LISTINGS

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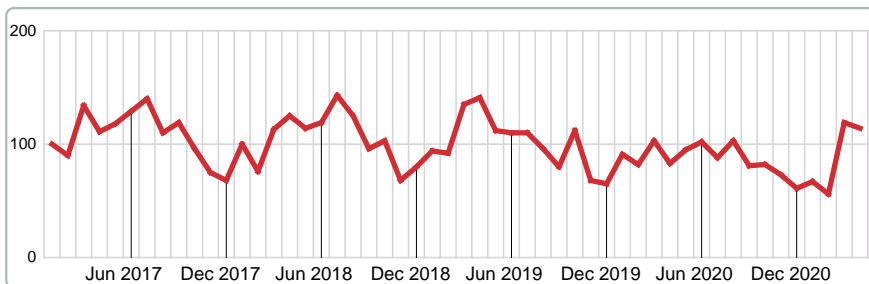
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 115

High Jul 2018 143 Low Feb 2021 56

New Listings this month at 114 below the 5 yr APR average of 115

FEB	56	
MAR	119	112.50%
APR	114	-4.20%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	9.65%	7	4	0	0
\$50,001 - \$75,000	13	11.40%	4	8	1	0
\$75,001 - \$125,000	16	14.04%	2	12	1	1
\$125,001 - \$225,000	34	29.82%	0	26	8	0
\$225,001 - \$250,000	11	9.65%	0	6	5	0
\$250,001 - \$350,000	17	14.91%	1	6	9	1
\$350,001 and up	12	10.53%	1	1	7	3
Total New Listed Units	114		15	63	31	5
Total New Listed Volume	22,993,720	100%	1.90M	10.53M	8.79M	1.78M
Average New Listed Listing Price	\$193,319		\$126,887	\$167,078	\$283,471	\$355,380

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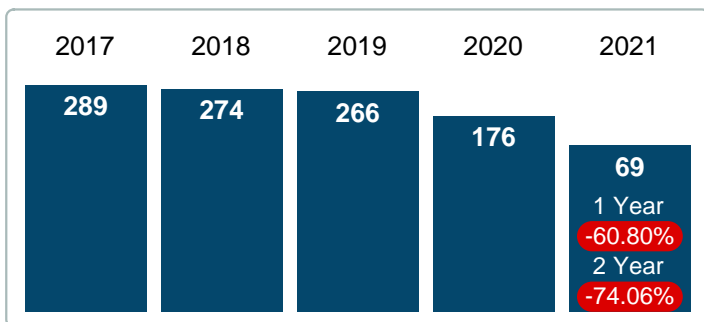
Area Delimited by County Of Washington - Residential Property Type



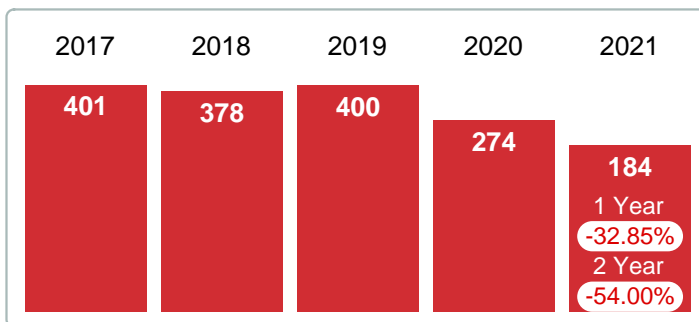
ACTIVE INVENTORY

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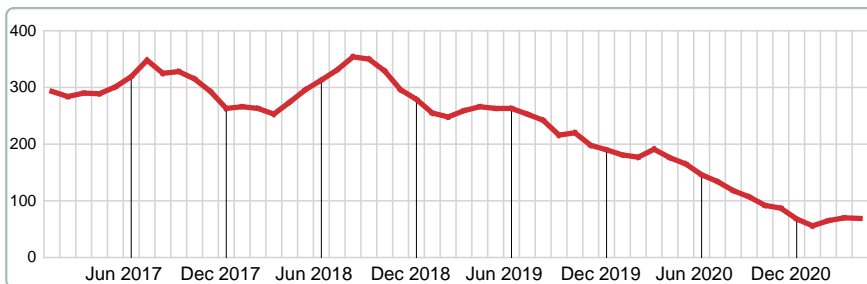
END OF APRIL



ACTIVE DURING APRIL

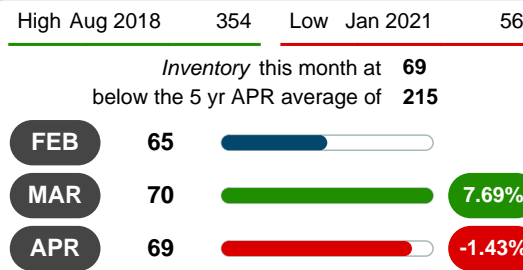


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 215



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	7	10.14%	58.3	3	3	1	0
\$50,001 - \$75,000	14	20.29%	62.1	10	4	0	0
\$75,001 - \$225,000	21	30.43%	42.0	1	16	3	1
\$225,001 - \$375,000	11	15.94%	32.4	2	3	4	2
\$375,001 - \$675,000	10	14.49%	41.1	0	0	8	2
\$675,001 and up	6	8.70%	81.2	1	3	0	2
Total Active Inventory by Units	69			17	29	16	7
Total Active Inventory by Volume	17,151,890	100%	49.5	2.27M	5.80M	5.69M	3.39M
Average Active Inventory Listing Price	\$248,578			\$133,794	\$200,136	\$355,487	\$483,664

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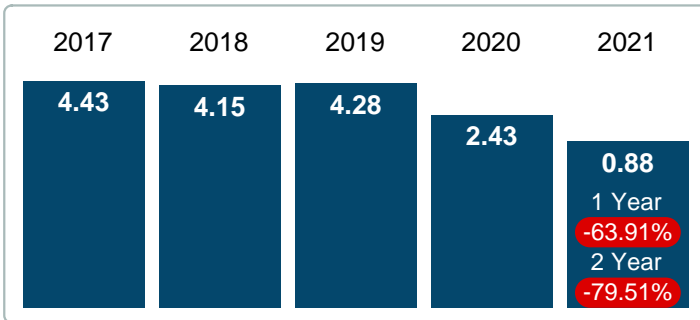
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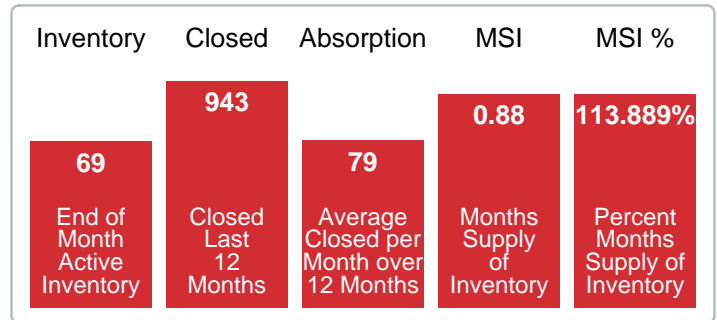
MONTHS SUPPLY of INVENTORY (MSI)

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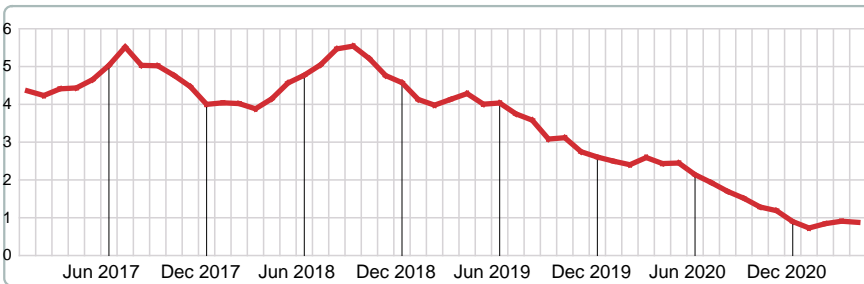
MSI FOR APRIL



INDICATORS FOR APRIL 2021

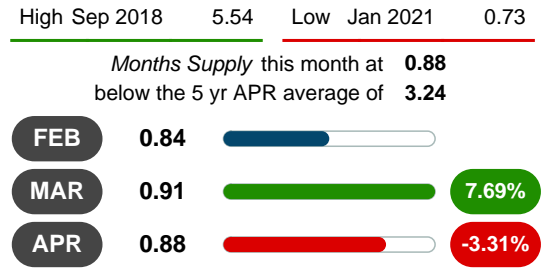


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 3.24



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
\$40,000 and less	2	2.90%	0.39	0.44	0.38	0.00	0.00
\$40,001 - \$60,000	8	11.59%	1.32	1.30	1.20	2.00	0.00
\$60,001 - \$80,000	13	18.84%	1.77	7.20	0.58	0.00	0.00
\$80,001 - \$240,000	19	27.54%	0.41	0.00	0.55	0.23	0.00
\$240,001 - \$380,000	11	15.94%	1.02	6.00	1.13	0.58	2.18
\$380,001 - \$670,000	9	13.04%	4.15	0.00	0.00	6.46	3.43
\$670,001 and up	7	10.14%	21.00	0.00	36.00	4.00	0.00
Market Supply of Inventory (MSI)			0.88	1.65	0.68	0.70	2.40
Total Active Inventory by Units		100%	0.88	17	29	16	7

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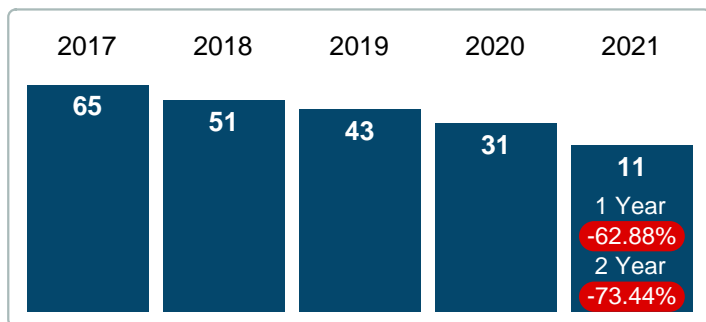
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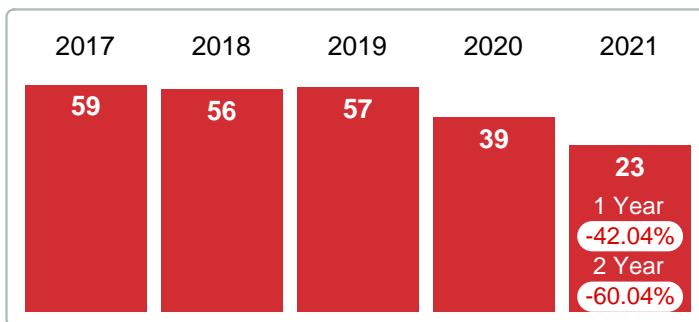
AVERAGE DAYS ON MARKET TO SALE

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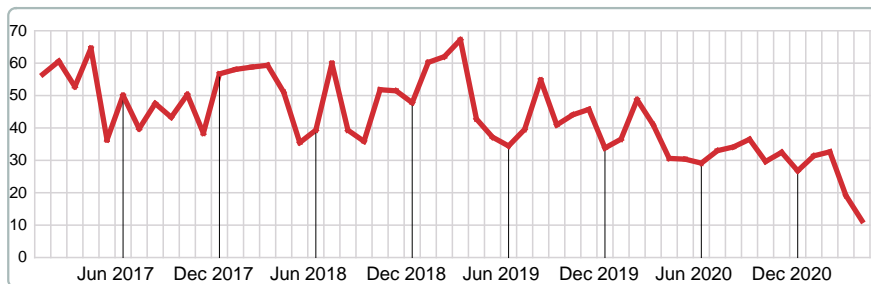
APRIL



YEAR TO DATE (YTD)

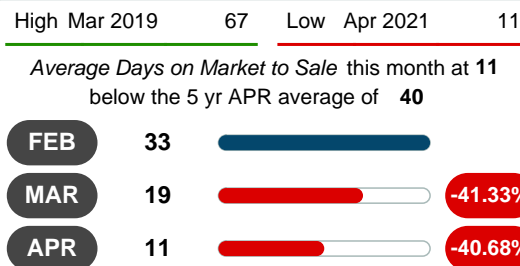


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 40



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	5.13%	8	5	9	0	0
\$50,001 - \$75,000	8.97%	25	2	10	50	0
\$75,001 - \$125,000	16.67%	6	8	5	9	0
\$125,001 - \$175,000	23.08%	10	0	9	13	0
\$175,001 - \$250,000	24.36%	13	0	15	10	0
\$250,001 - \$275,000	3.85%	10	0	0	10	0
\$275,001 and up	17.95%	12	2	10	15	8
Average Closed DOM		11	5	10	16	8
Total Closed Units	100%	11	6	45	25	2
Total Closed Volume		14,250,962	661.30K	7.03M	5.74M	821.00K

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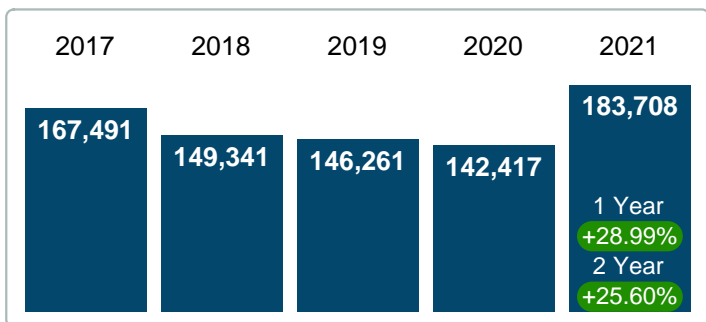
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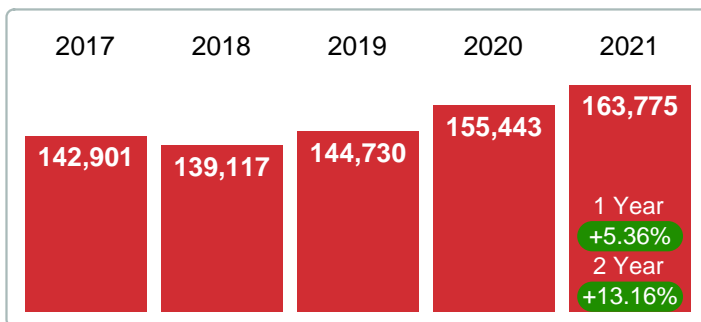
AVERAGE LIST PRICE AT CLOSING

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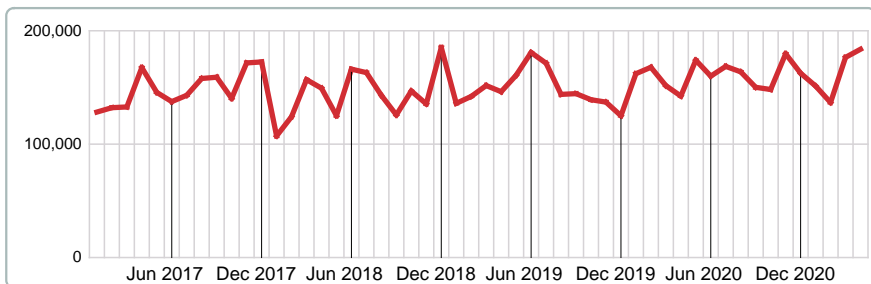
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

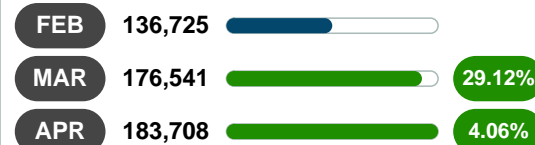


3 MONTHS

5 year APR AVG = 157,844

High Dec 2018 185,204 Low Jan 2018 107,218

Average List Price at Closing this month at **183,708**
above the 5 yr APR average of **157,844**



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	3.85%	33,300	44,900	38,000	0	0
\$50,001 - \$75,000	8.97%	62,029	61,250	72,700	62,267	0
\$75,001 - \$125,000	17.95%	98,521	102,000	99,780	98,000	0
\$125,001 - \$175,000	21.79%	150,241	0	151,694	152,500	0
\$175,001 - \$250,000	25.64%	208,005	0	210,840	208,189	0
\$250,001 - \$275,000	3.85%	263,267	0	0	263,267	0
\$275,001 and up	17.95%	350,846	279,900	325,037	358,843	409,950
Average List Price		183,708	108,550	157,619	230,608	409,950
Total Closed Units	100%	183,708	6	45	25	2
Total Closed Volume		14,329,247	651.30K	7.09M	5.77M	819.90K

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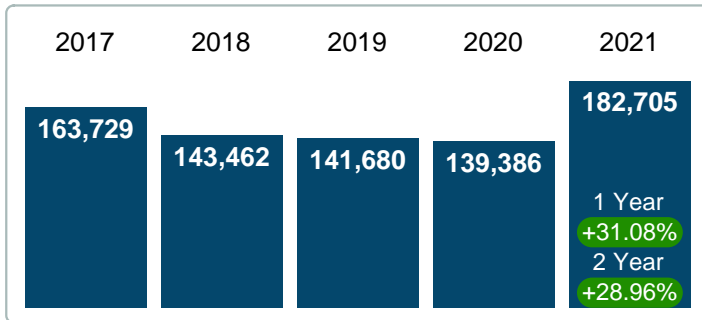
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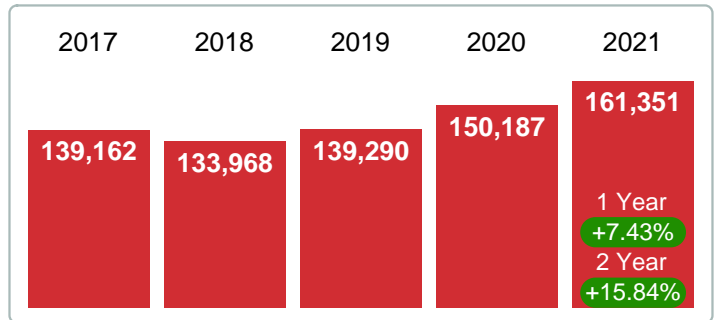
AVERAGE SOLD PRICE AT CLOSING

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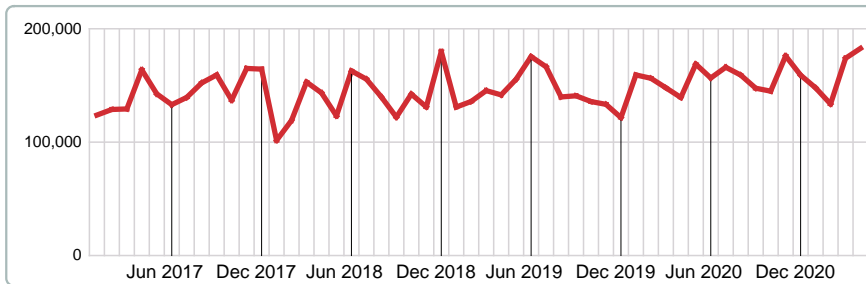
APRIL



YEAR TO DATE (YTD)

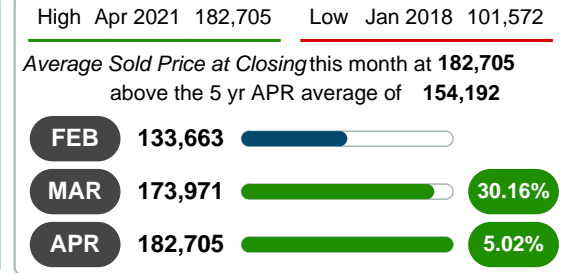


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 154,192



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	5.13%	32,850	44,900	28,833	0	0
\$50,001 - \$75,000	8.97%	66,207	66,250	68,950	64,350	0
\$75,001 - \$125,000	16.67%	100,723	102,000	99,340	112,000	0
\$125,001 - \$175,000	23.08%	152,411	0	152,244	153,750	0
\$175,001 - \$250,000	24.36%	209,647	0	210,640	208,544	0
\$250,001 - \$275,000	3.85%	262,633	0	0	262,633	0
\$275,001 and up	17.95%	345,151	279,900	316,303	352,286	410,500
Average Sold Price		182,705	110,217	156,118	229,734	410,500
Total Closed Units	100%	182,705	6	45	25	2
Total Closed Volume		14,250,962	661.30K	7.03M	5.74M	821.00K

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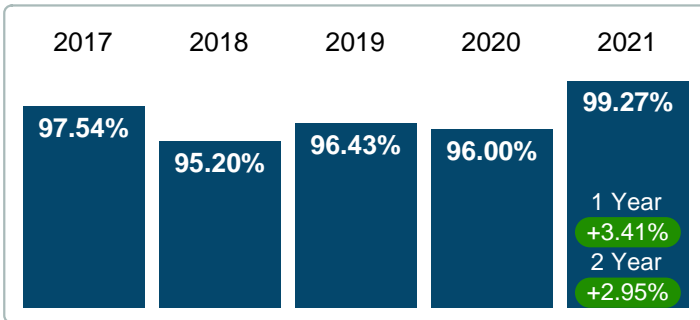
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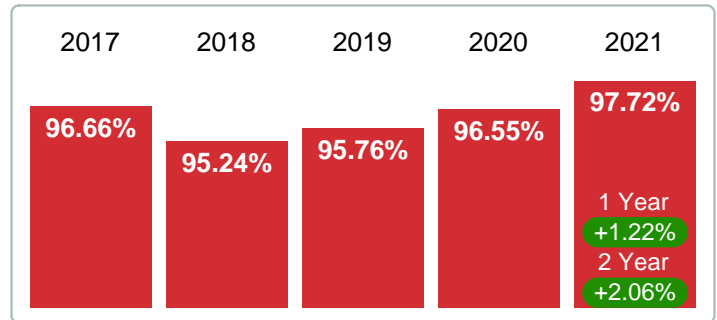
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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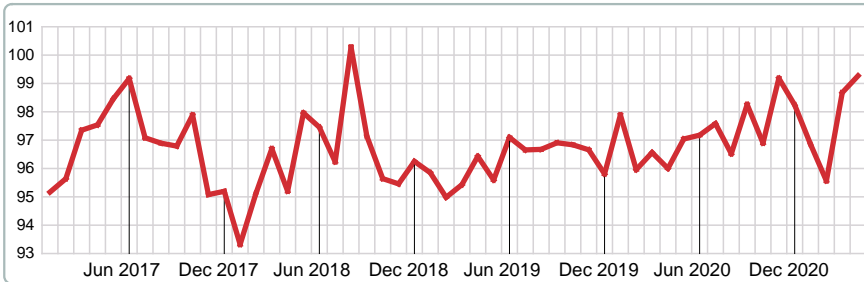
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

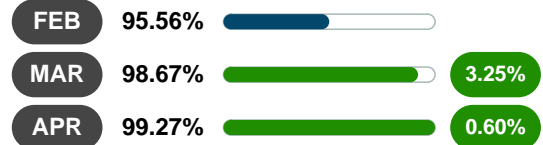


3 MONTHS

5 year APR AVG = 96.89%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **99.27%**
above the 5 yr APR average of **96.89%**



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	4	5.13%	82.34%	100.00%	76.45%	0.00%	0.00%
\$50,001 - \$75,000	7	8.97%	102.43%	108.33%	95.28%	103.26%	0.00%
\$75,001 - \$125,000	13	16.67%	100.65%	100.00%	99.41%	114.29%	0.00%
\$125,001 - \$175,000	18	23.08%	100.51%	0.00%	100.47%	100.86%	0.00%
\$175,001 - \$250,000	19	24.36%	100.07%	0.00%	99.95%	100.21%	0.00%
\$250,001 - \$275,000	3	3.85%	99.76%	0.00%	0.00%	99.76%	0.00%
\$275,001 and up	14	17.95%	98.47%	100.00%	97.53%	98.31%	100.11%
Average Sold/List Ratio		99.30%		102.78%	98.02%	100.61%	100.11%
Total Closed Units		78	100%	6	45	25	2
Total Closed Volume		14,250,962		661.30K	7.03M	5.74M	821.00K

April 2021



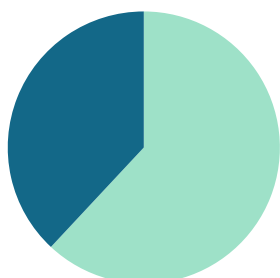
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

INVENTORY

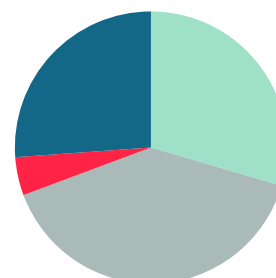


Inventory
 New Listings
114 = 61.96%
 Start Inventory
70
 Total Inventory Units
184
 Volume
\$39,068,660

Market Activity

Closed Sales
78 = 29.55%
 Pending Sales
105 = 39.77%
 Other Off Market
12 = 4.55%
 Active Inventory
69 = 26.14%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	60	78	30.00%	235	270	14.89%
Pending Sales	57	105	84.21%	257	329	28.02%
New Listings	83	114	37.35%	359	356	-0.84%
Average List Price	142,417	183,708	28.99%	155,443	163,775	5.36%
Average Sale Price	139,386	182,705	31.08%	150,187	161,351	7.43%
Average Percent of Selling Price to List Price	96.00%	99.27%	3.41%	96.55%	97.72%	1.22%
Average Days on Market to Sale	30.60	11.36	-62.88%	39.32	22.79	-42.04%
Monthly Inventory	176	69	-60.80%	176	69	-60.80%
Months Supply of Inventory	2.43	0.88	-63.91%	2.43	0.88	-63.91%

Absorption: Last 12 months, an Average of **79** Sales/Month

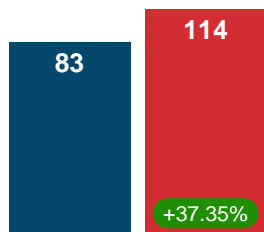
Inventory on April 30, 2021 = **69**

2020 **2021**

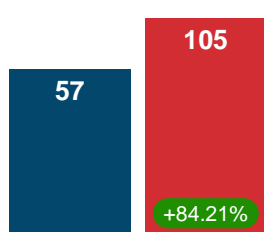
APRIL MARKET

AVERAGE PRICES

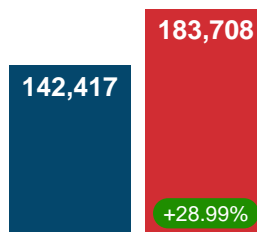
New Listings



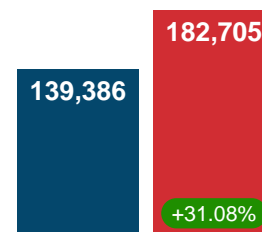
Pending Listings



List Price



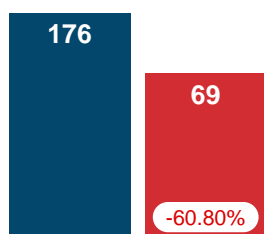
Sale Price



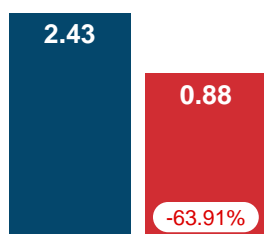
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

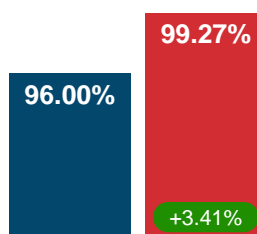
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

