

April 2021



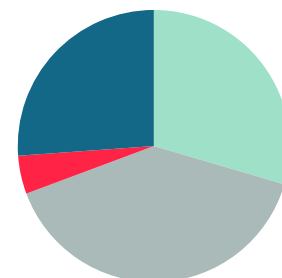
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	117,500	165,750	41.06%
Median Sale Price	113,680	167,200	47.08%
Median Percent of Selling Price to List Price	98.59%	100.00%	1.43%
Median Days on Market to Sale	7.50	3.50	-53.33%
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.

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 **47.08%** in April 2021 to \$167,200 versus the previous year at \$113,680.

Median Days on Market Shortens

The median number of **3.50** days that homes spent on the market before selling decreased by 4.00 days or **53.33%** in April 2021 compared to last year's same month at **7.50** DOM.

Sales Success for April 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 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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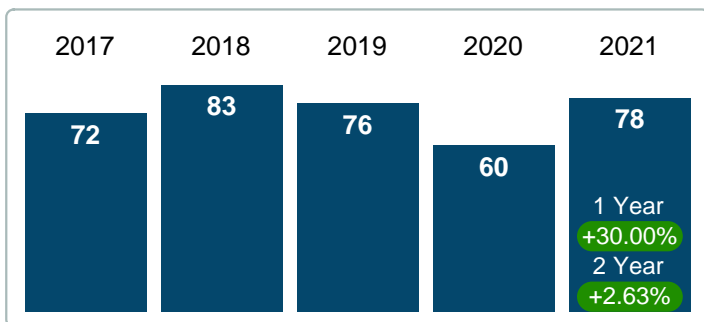
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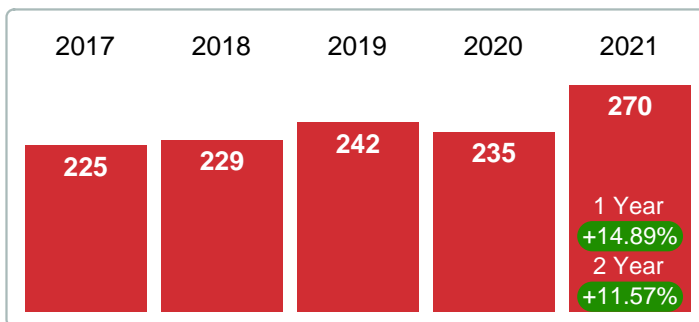
CLOSED LISTINGS

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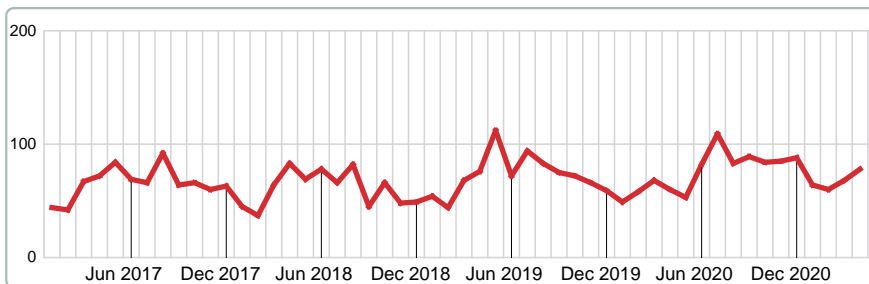
APRIL



YEAR TO DATE (YTD)

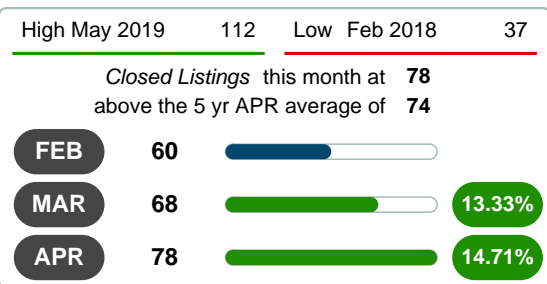


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 74



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.13%	7.5	1	3	0	0
\$50,001 - \$75,000	7	8.97%	15.0	2	2	3	0
\$75,001 - \$125,000	13	16.67%	1.0	2	10	1	0
\$125,001 - \$175,000	18	23.08%	3.5	0	16	2	0
\$175,001 - \$250,000	19	24.36%	3.0	0	10	9	0
\$250,001 - \$275,000	3	3.85%	12.0	0	0	3	0
\$275,001 and up	14	17.95%	3.5	1	4	7	2
Total Closed Units	78			6	45	25	2
Total Closed Volume	14,250,962	100%	3.5	661.30K	7.03M	5.74M	821.00K
Median Closed Price	\$167,200			\$81,000	\$150,000	\$225,000	\$410,500

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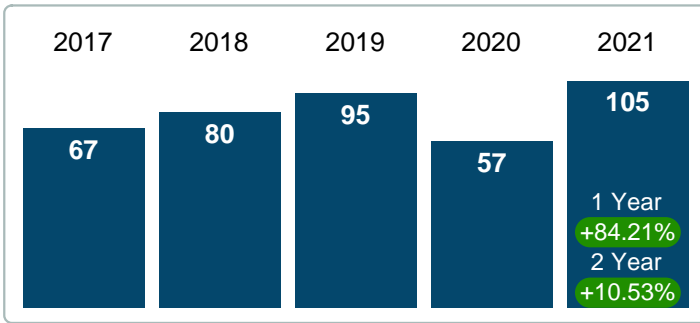
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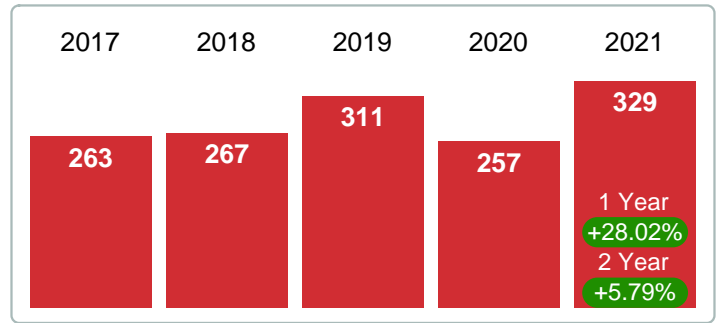
PENDING LISTINGS

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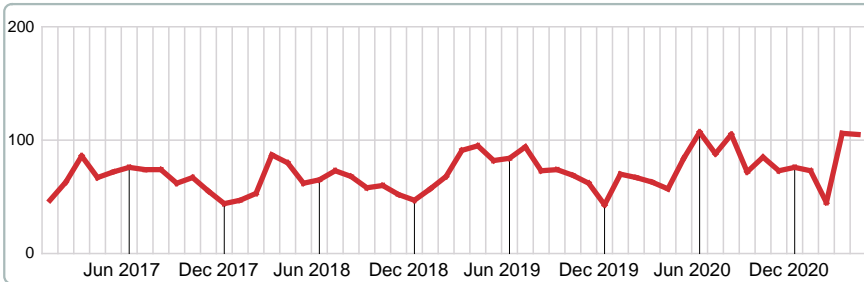
APRIL



YEAR TO DATE (YTD)

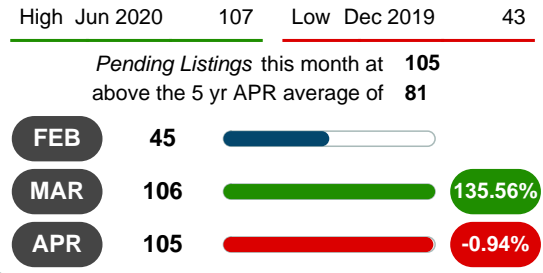


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 81



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	9.52%	5.5	7	3	0	0
\$50,001 - \$75,000	11	10.48%	3.0	4	6	1	0
\$75,001 - \$125,000	18	17.14%	3.0	3	15	0	0
\$125,001 - \$175,000	22	20.95%	4.0	0	19	3	0
\$175,001 - \$250,000	21	20.00%	3.0	0	11	10	0
\$250,001 - \$325,000	11	10.48%	7.0	0	3	7	1
\$325,001 and up	12	11.43%	9.0	0	3	8	1
Total Pending Units	105			14	60	29	2
Total Pending Volume	19,467,970	100%	4.0	875.40K	9.60M	8.29M	699.90K
Median Listing Price	\$155,000			\$51,000	\$146,250	\$258,000	\$349,950

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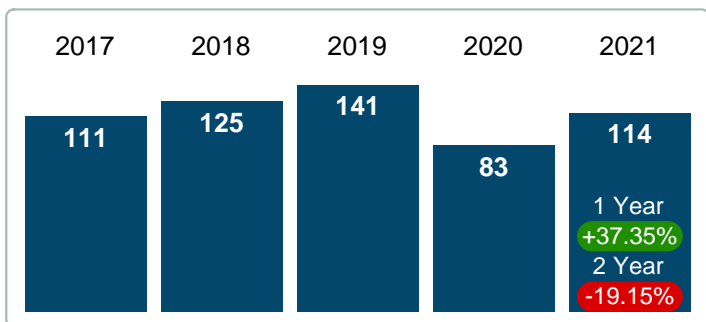
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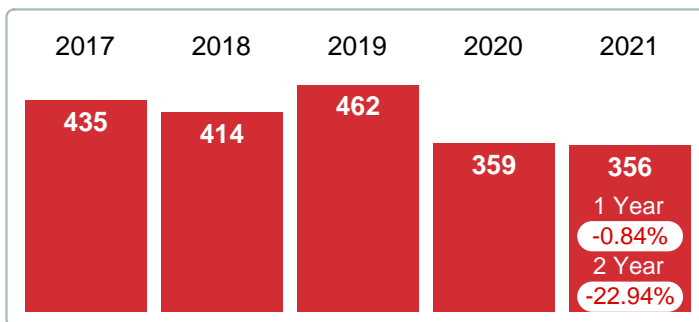
NEW LISTINGS

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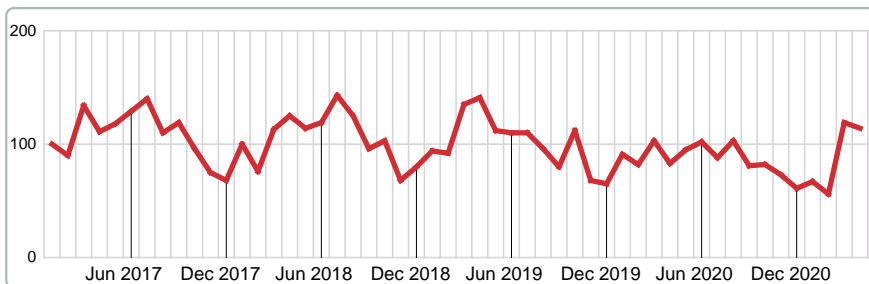
APRIL



YEAR TO DATE (YTD)

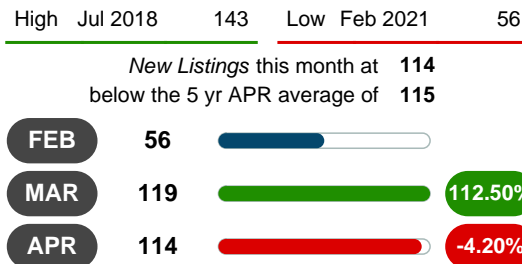


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 115



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		1.90M				10.53M				8.79M				1.78M			
Median New Listed Listing Price	\$165,650		\$62,500				\$145,000				\$269,500				\$375,000			

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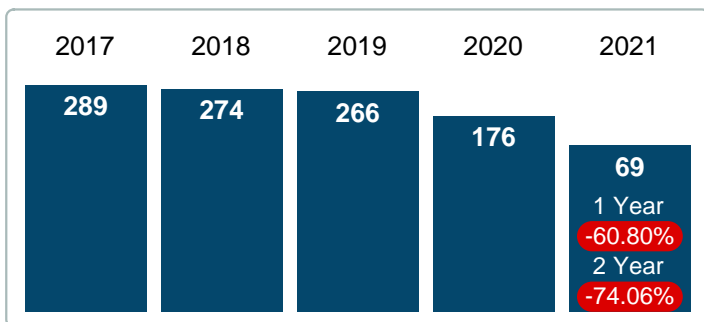
Area Delimited by County Of Washington - Residential Property Type



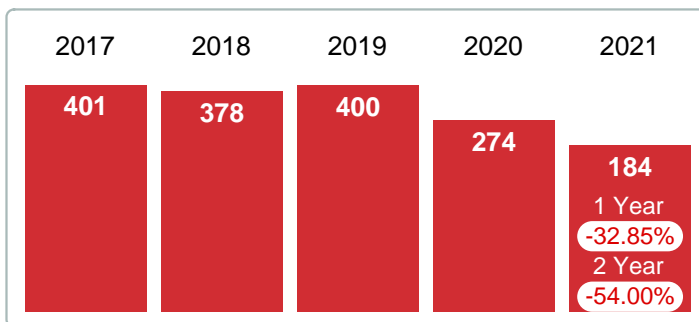
ACTIVE INVENTORY

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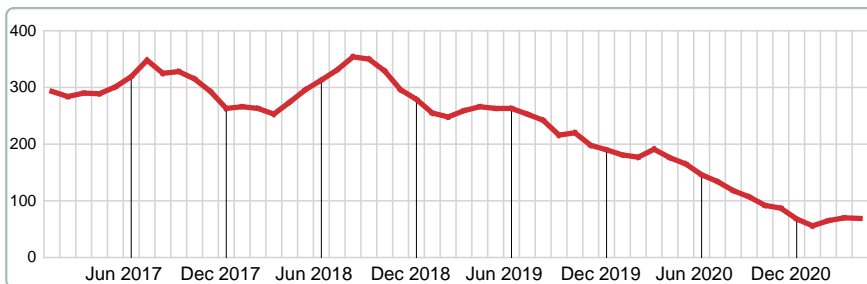
END OF APRIL



ACTIVE DURING APRIL

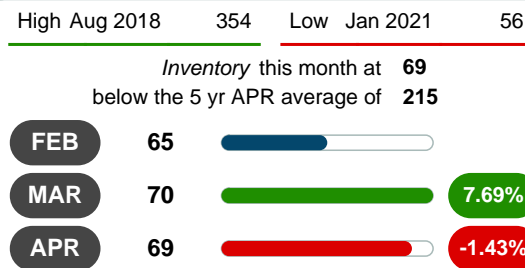


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 215



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	2	2.90%	49.5	1	1	0	0
\$40,001 - \$60,000	8	11.59%	37.5	4	3	1	0
\$60,001 - \$80,000	13	18.84%	28.0	9	3	0	1
\$80,001 - \$240,000	19	27.54%	23.0	0	16	3	0
\$240,001 - \$380,000	11	15.94%	18.0	2	3	4	2
\$380,001 - \$670,000	9	13.04%	18.0	0	0	7	2
\$670,001 and up	7	10.14%	35.0	1	3	1	2
Total Active Inventory by Units	69			17	29	16	7
Total Active Inventory by Volume	17,151,890	100%	25.0	2.27M	5.80M	5.69M	3.39M
Median Active Inventory Listing Price	\$145,000			\$69,500	\$134,900	\$374,500	\$436,000

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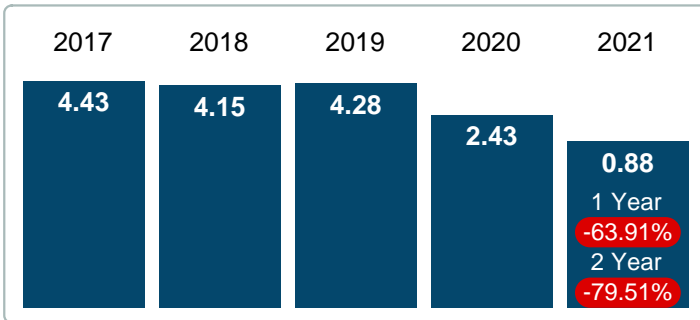
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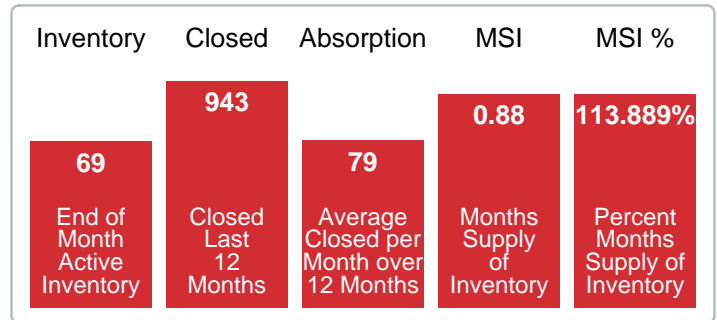
MONTHS SUPPLY of INVENTORY (MSI)

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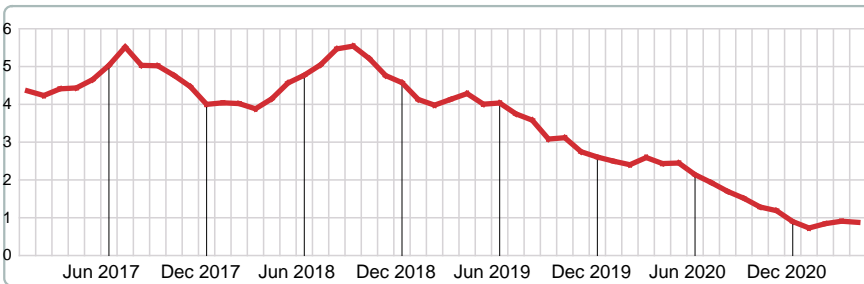
MSI FOR APRIL



INDICATORS FOR APRIL 2021

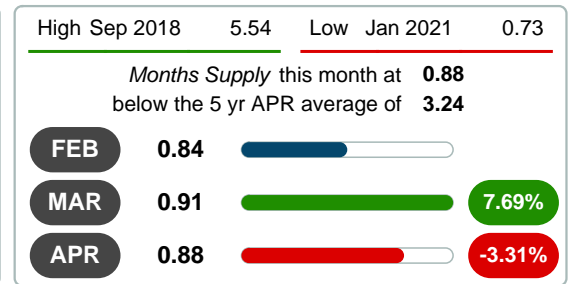


5 YEAR MARKET ACTIVITY TRENDS



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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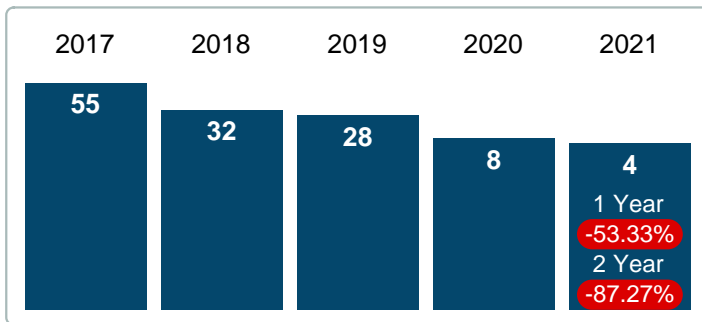
Area Delimited by County Of Washington - Residential Property Type



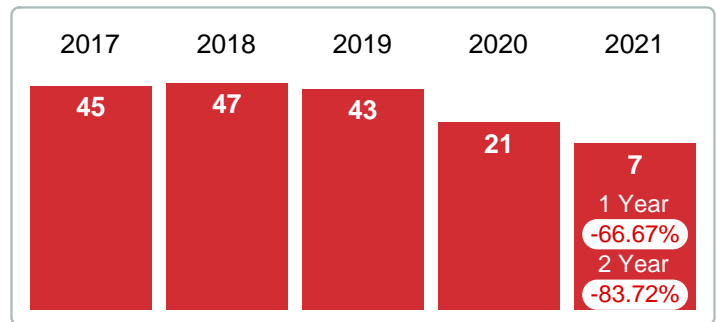
MEDIAN DAYS ON MARKET TO SALE

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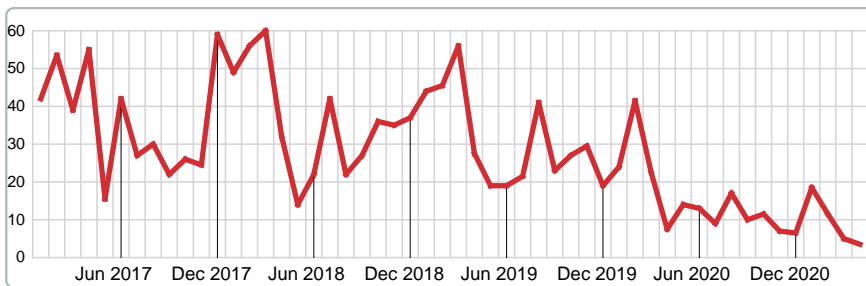
APRIL



YEAR TO DATE (YTD)

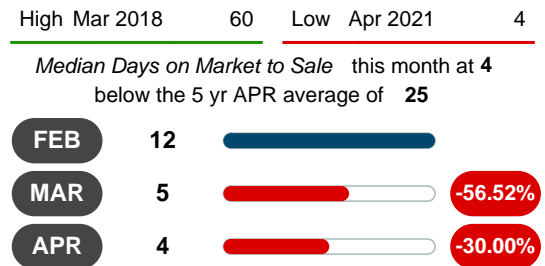


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 25



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	5.13%	8	5	10	0	0
\$50,001 - \$75,000	8.97%	15	2	10	27	0
\$75,001 - \$125,000	16.67%	1	8	1	9	0
\$125,001 - \$175,000	23.08%	4	0	3	13	0
\$175,001 - \$250,000	24.36%	3	0	3	3	0
\$250,001 - \$275,000	3.85%	12	0	0	12	0
\$275,001 and up	17.95%	4	2	4	2	8
Median Closed DOM		4	3	3	8	8
Total Closed Units	100%	78	6	45	25	2
Total Closed Volume		14,250,962	661.30K	7.03M	5.74M	821.00K

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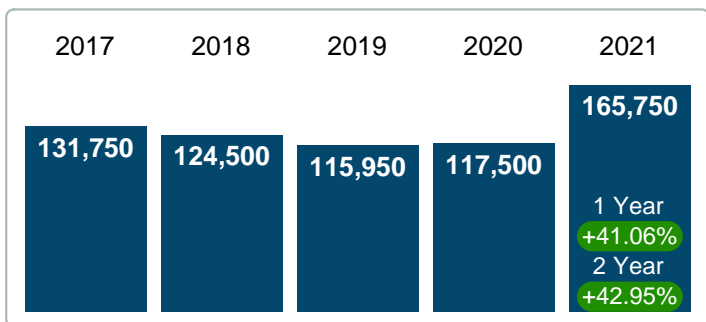
Area Delimited by County Of Washington - Residential Property Type



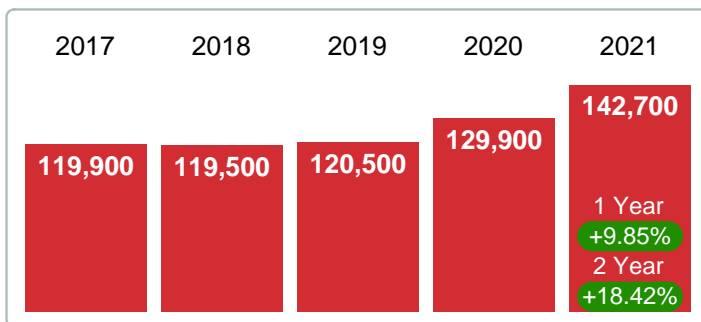
MEDIAN LIST PRICE AT CLOSING

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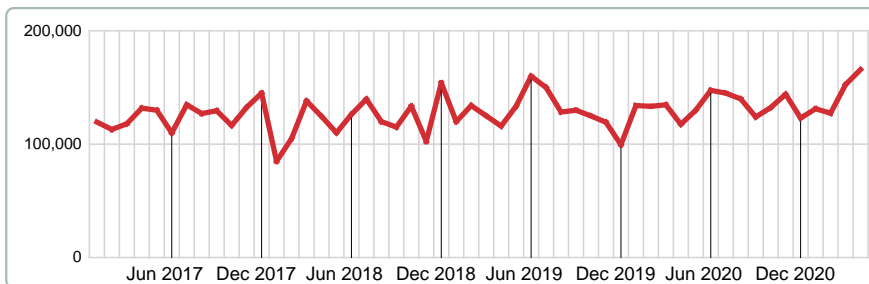
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

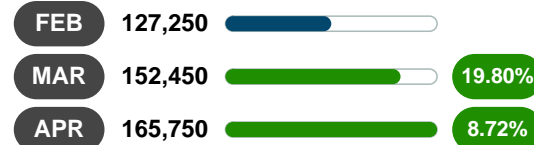


3 MONTHS

5 year APR AVG = 131,090

High Apr 2021 165,750 Low Jan 2018 84,900

Median List Price at Closing this month at **165,750**
above the 5 yr APR average of **131,090**



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	3.85%	35,000	44,900	27,500	0	0
\$50,001 - \$75,000	8.97%	60,000	61,250	62,450	59,900	0
\$75,001 - \$125,000	17.95%	94,950	102,000	94,900	98,000	0
\$125,001 - \$175,000	21.79%	150,000	0	150,000	152,500	0
\$175,001 - \$250,000	25.64%	199,000	0	199,000	214,000	0
\$250,001 - \$275,000	3.85%	264,900	0	0	264,900	0
\$275,001 and up	17.95%	314,074	279,900	331,324	304,500	409,950
Median List Price		165,750	77,250	150,000	225,000	409,950
Total Closed Units	100%	165,750	6	45	25	2
Total Closed Volume		14,329,247	651.30K	7.09M	5.77M	819.90K

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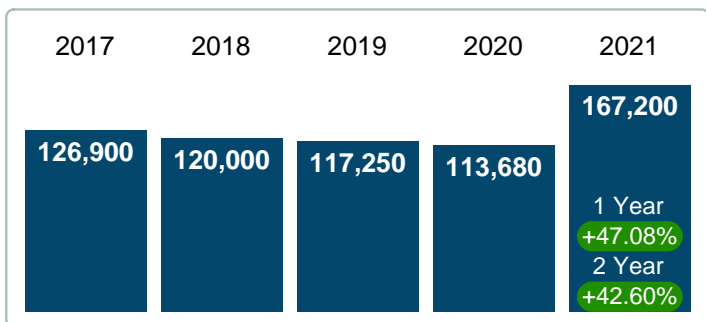
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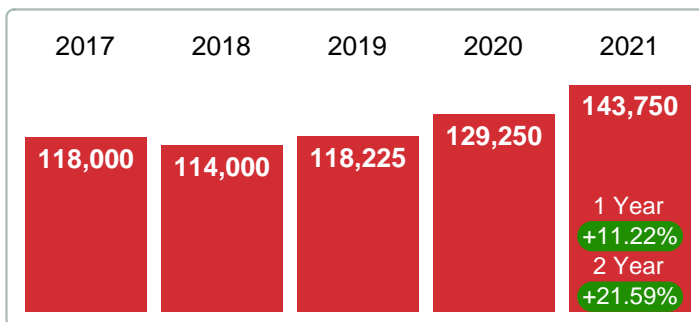
MEDIAN SOLD PRICE AT CLOSING

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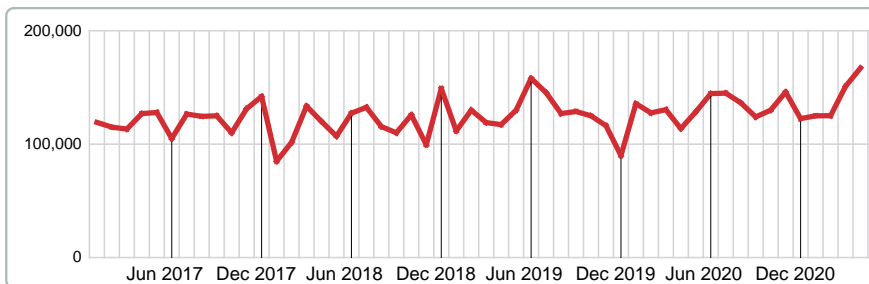
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

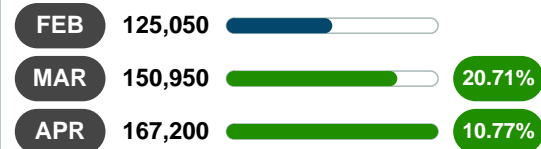


3 MONTHS

5 year APR AVG = 129,006

High Apr 2021 167,200 Low Jan 2018 84,900

Median Sold Price at Closing this month at 167,200 above the 5 yr APR average of 129,006



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	4	5.13%	32,450	44,900	20,000	0	0
\$50,001 - \$75,000	7	8.97%	65,900	66,250	68,950	62,600	0
\$75,001 - \$125,000	13	16.67%	95,000	102,000	93,500	112,000	0
\$125,001 - \$175,000	18	23.08%	151,000	0	151,000	153,750	0
\$175,001 - \$250,000	19	24.36%	202,000	0	200,500	210,000	0
\$250,001 - \$275,000	3	3.85%	263,000	0	0	263,000	0
\$275,001 and up	14	17.95%	309,250	279,900	324,250	298,500	410,500
Median Sold Price			167,200	81,000	150,000	225,000	410,500
Total Closed Units		100%	167,200	6	45	25	2
Total Closed Volume			14,250,962	661.30K	7.03M	5.74M	821.00K

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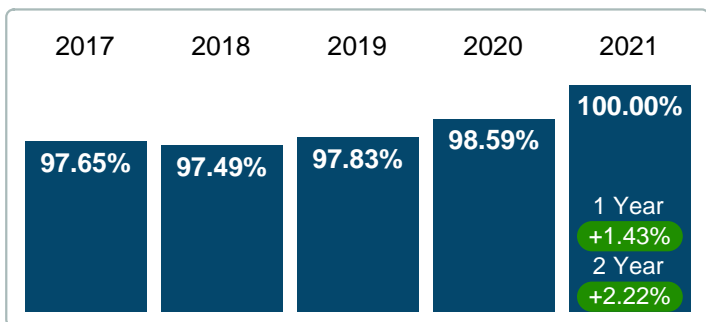
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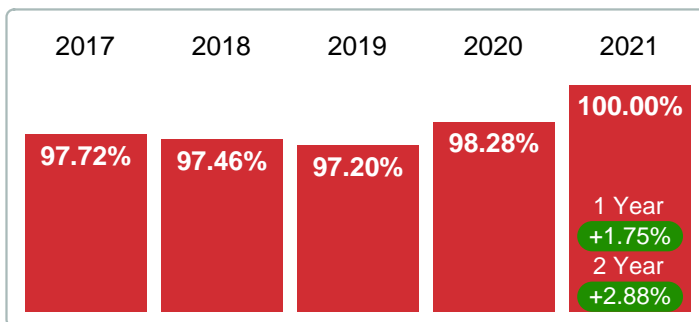
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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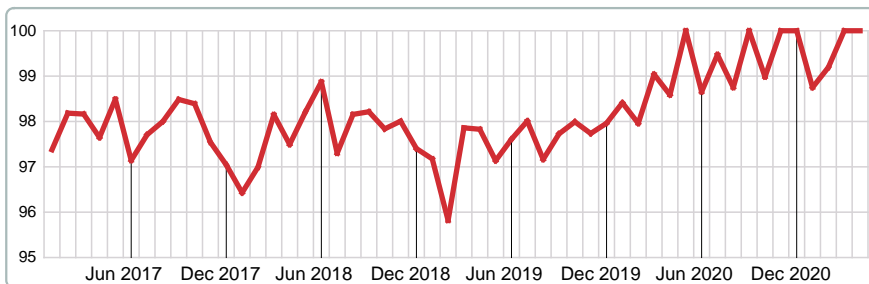
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

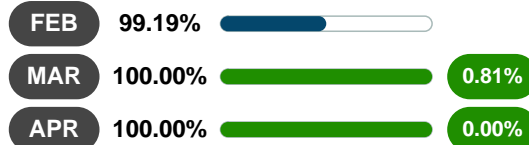


3 MONTHS

5 year APR AVG = 98.31%

High Apr 2021 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr APR average of **98.31%**



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	4	5.13%	86.10%	100.00%	82.20%	0.00%	0.00%
\$50,001 - \$75,000	7	8.97%	100.08%	108.33%	95.28%	104.51%	0.00%
\$75,001 - \$125,000	13	16.67%	100.00%	100.00%	100.00%	114.29%	0.00%
\$125,001 - \$175,000	18	23.08%	100.00%	0.00%	100.00%	100.86%	0.00%
\$175,001 - \$250,000	19	24.36%	100.00%	0.00%	100.00%	100.56%	0.00%
\$250,001 - \$275,000	3	3.85%	100.00%	0.00%	0.00%	100.00%	0.00%
\$275,001 and up	14	17.95%	100.02%	100.00%	98.15%	99.22%	100.11%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.47%	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



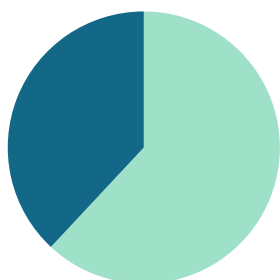
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

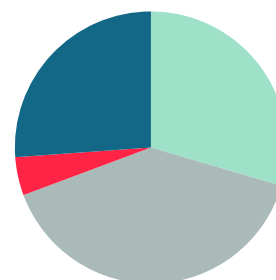


Inventory
 New Listings
114 = 61.96%
 Start Inventory
70
 Total Inventory Units
184
 Volume
\$39,068,660

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%
Median List Price	117,500	165,750	41.06%	129,900	142,700	9.85%
Median Sale Price	113,680	167,200	47.08%	129,250	143,750	11.22%
Median Percent of Selling Price to List Price	98.59%	100.00%	1.43%	98.28%	100.00%	1.75%
Median Days on Market to Sale	7.50	3.50	-53.33%	21.00	7.00	-66.67%
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

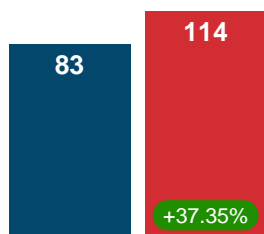
Inventory on April 30, 2021 = **69**

2020 **2021**

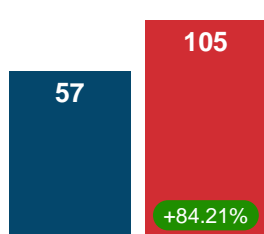
APRIL MARKET

MEDIAN PRICES

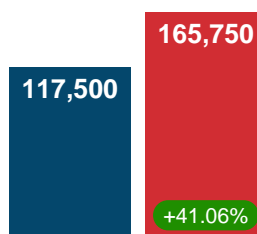
New Listings



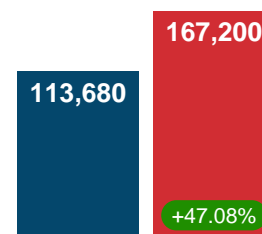
Pending Listings



List Price



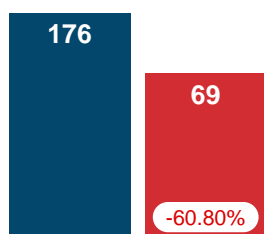
Sale Price



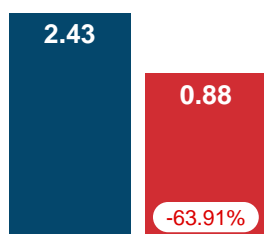
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

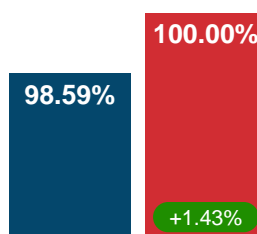
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

