

## February 2021



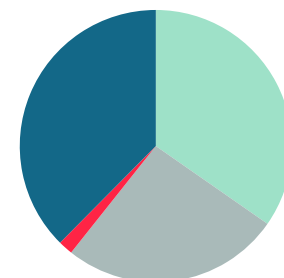
Area Delimited by County Of Washington - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	February 2021	+/-%
Closed Listings	58	60	3.45%
Pending Listings	64	45	-29.69%
New Listings	82	56	-31.71%
Average List Price	167,775	136,725	-18.51%
Average Sale Price	156,335	133,663	-14.50%
Average Percent of Selling Price to List Price	95.96%	95.56%	-0.41%
Average Days on Market to Sale	48.72	32.63	-33.02%
End of Month Inventory	180	65	-63.89%
Months Supply of Inventory	2.44	0.84	-65.49%



■ Closed (34.68%)  
■ Pending (26.01%)  
■ Other OffMarket (1.73%)  
■ Active (37.57%)

**Absorption:** Last 12 months, an Average of **77** Sales/Month  
**Active Inventory** as of February 28, 2021 = **65**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **63.89%** to 65 existing homes available for sale. Over the last 12 months this area has had an average of 77 closed sales per month. This represents an unsold inventory index of **0.84** MSI for this period.

##### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **14.50%** in February 2021 to \$133,663 versus the previous year at \$156,335.

##### Average Days on Market Shortens

The average number of **32.63** days that homes spent on the market before selling decreased by 16.09 days or **33.02%** in February 2021 compared to last year's same month at **48.72** DOM.

##### Sales Success for February 2021 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 56 New Listings in February 2021, down **31.71%** from last year at 82. Furthermore, there were 60 Closed Listings this month versus last year at 58, a **3.45%** increase.

Closed versus Listed trends yielded a **107.1%** ratio, up from previous year's, February 2020, at **70.7%**, a **51.48%** 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

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

#### 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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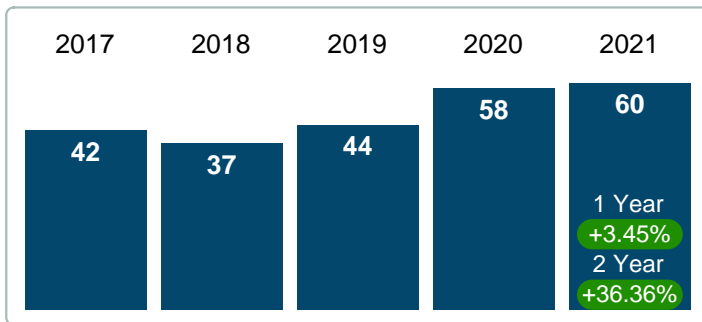
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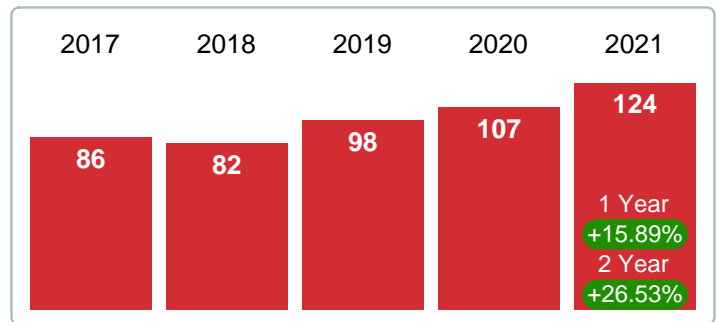
## CLOSED LISTINGS

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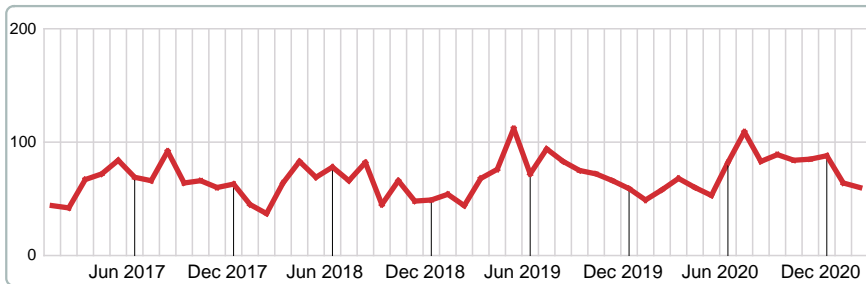
### FEBRUARY



### YEAR TO DATE (YTD)

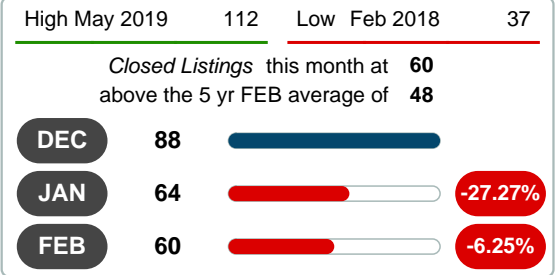


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 48



### 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	11	18.33%	40.0	2	8	1	0
\$50,001 - \$60,000	2	3.33%	63.5	1	1	0	0
\$60,001 - \$100,000	9	15.00%	51.8	0	8	1	0
\$100,001 - \$160,000	16	26.67%	25.4	1	13	2	0
\$160,001 - \$190,000	8	13.33%	18.4	0	4	3	1
\$190,001 - \$230,000	8	13.33%	16.6	1	2	4	1
\$230,001 and up	6	10.00%	39.7	0	1	5	0
<b>Total Closed Units</b>	<b>60</b>			<b>5</b>	<b>37</b>	<b>16</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>8,019,750</b>	<b>100%</b>	<b>32.6</b>	<b>453.20K</b>	<b>4.01M</b>	<b>3.19M</b>	<b>367.50K</b>
<b>Average Closed Price</b>	<b>\$133,663</b>			<b>\$90,640</b>	<b>\$108,422</b>	<b>\$199,216</b>	<b>\$183,750</b>

# February 2021



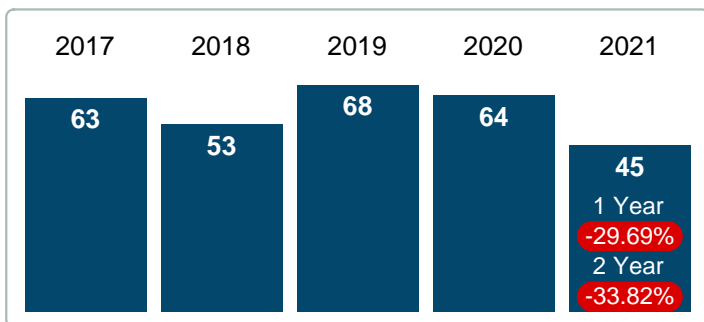
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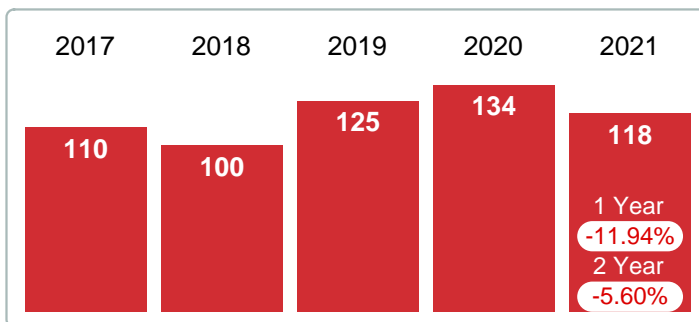
## PENDING LISTINGS

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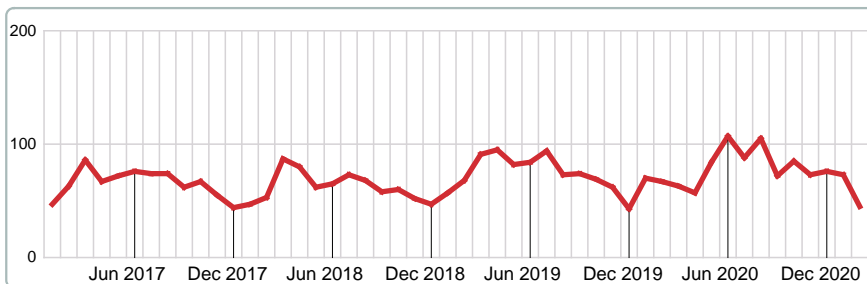
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 59

High Jun 2020 107 Low Dec 2019 43

Pending Listings this month at **45**  
below the 5 yr FEB average of **59**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	8.89%	16.3	2	1	1	0
\$75,001 - \$100,000	3	6.67%	16.7	1	1	1	0
\$100,001 - \$125,000	5	11.11%	28.0	0	5	0	0
\$125,001 - \$175,000	14	31.11%	20.6	0	13	1	0
\$175,001 - \$225,000	8	17.78%	6.5	1	1	6	0
\$225,001 - \$300,000	5	11.11%	17.4	0	3	2	0
\$300,001 and up	6	13.33%	42.7	0	3	3	0
<b>Total Pending Units</b>	<b>45</b>			<b>4</b>	<b>27</b>	<b>14</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>8,325,550</b>	<b>100%</b>	<b>21.3</b>	<b>359.30K</b>	<b>4.77M</b>	<b>3.20M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$186,263</b>			<b>\$89,825</b>	<b>\$176,650</b>	<b>\$228,336</b>	<b>\$0</b>

# February 2021



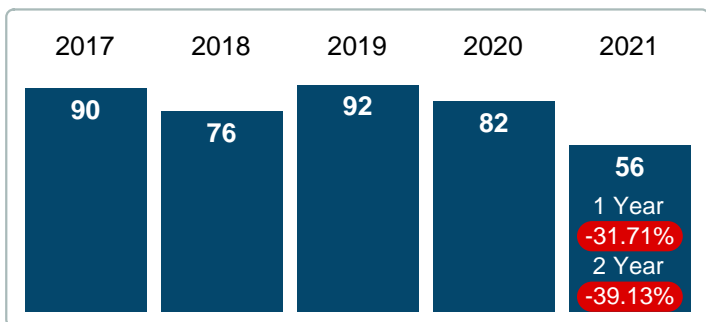
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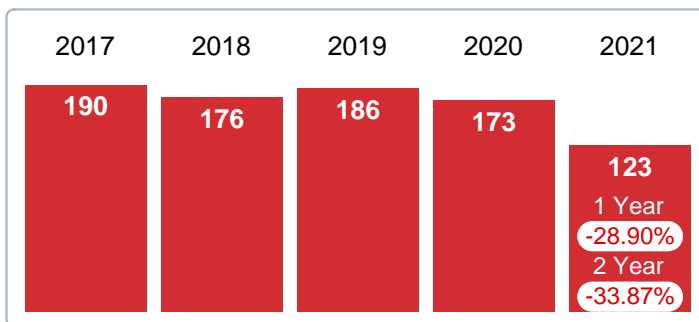
## NEW LISTINGS

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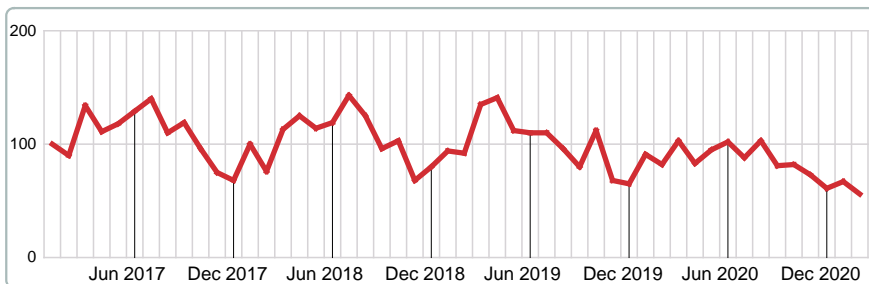
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 79

High Jul 2018 143 Low Feb 2021 56

New Listings this month at 56  
below the 5 yr FEB average of 79



### 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	4	7.14%	1	3	0	0
\$50,001 - \$100,000	8	14.29%	3	3	2	0
\$100,001 - \$125,000	6	10.71%	0	6	0	0
\$125,001 - \$175,000	16	28.57%	0	15	1	0
\$175,001 - \$225,000	8	14.29%	1	2	5	0
\$225,001 - \$325,000	8	14.29%	0	2	6	0
\$325,001 and up	6	10.71%	0	3	3	0
<b>Total New Listed Units</b>	<b>56</b>		<b>5</b>	<b>34</b>	<b>17</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>10,403,450</b>	<b>100%</b>	<b>438.90K</b>	<b>5.29M</b>	<b>4.68M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$186,603</b>		<b>\$87,780</b>	<b>\$155,469</b>	<b>\$275,212</b>	<b>\$0</b>

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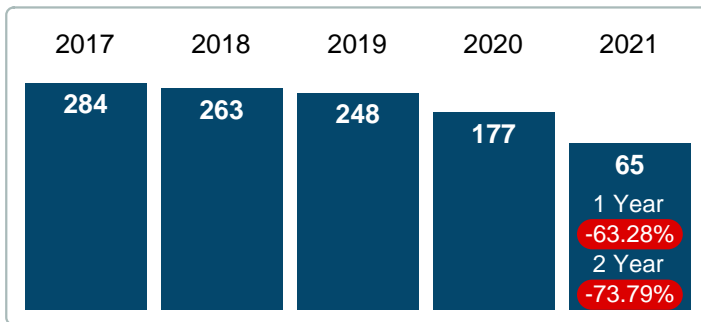
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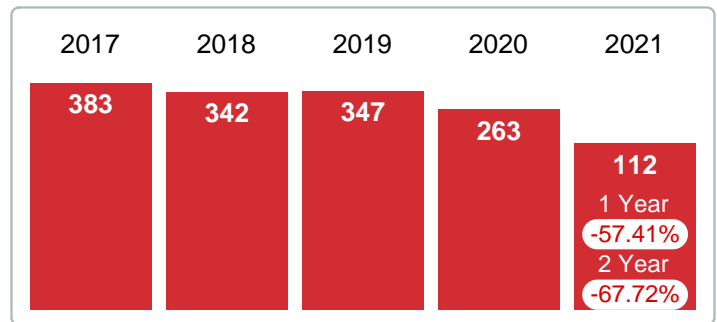
## ACTIVE INVENTORY

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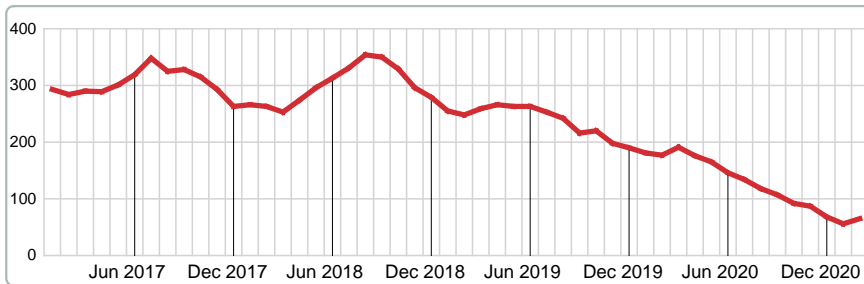
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

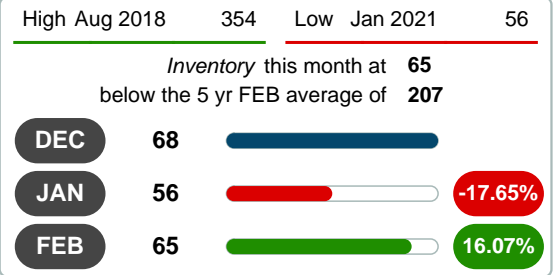


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 207



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	7.69%	80.2	1	2	2	0
\$50,001 - \$75,000	9	13.85%	54.2	6	1	2	0
\$75,001 - \$100,000	7	10.77%	59.4	1	5	1	0
\$100,001 - \$175,000	18	27.69%	41.4	0	15	3	0
\$175,001 - \$275,000	10	15.38%	57.3	0	5	5	0
\$275,001 - \$350,000	7	10.77%	57.9	0	2	5	0
\$350,001 and up	9	13.85%	119.3	0	2	5	2
<b>Total Active Inventory by Units</b>	<b>65</b>			<b>8</b>	<b>32</b>	<b>23</b>	<b>2</b>
<b>Total Active Inventory by Volume</b>	<b>13,104,390</b>	<b>100%</b>	<b>63.1</b>	<b>507.80K</b>	<b>5.52M</b>	<b>5.93M</b>	<b>1.15M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$201,606</b>			<b>\$63,475</b>	<b>\$172,397</b>	<b>\$257,952</b>	<b>\$573,500</b>

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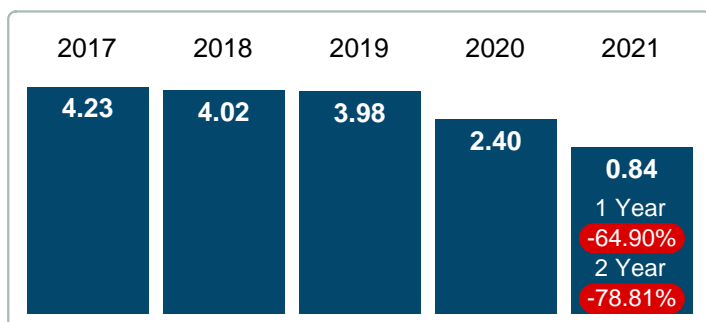
Area Delimited by County Of Washington - Residential Property Type



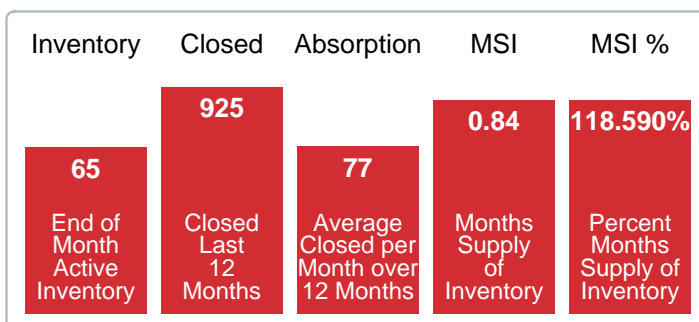
## MONTHS SUPPLY of INVENTORY (MSI)

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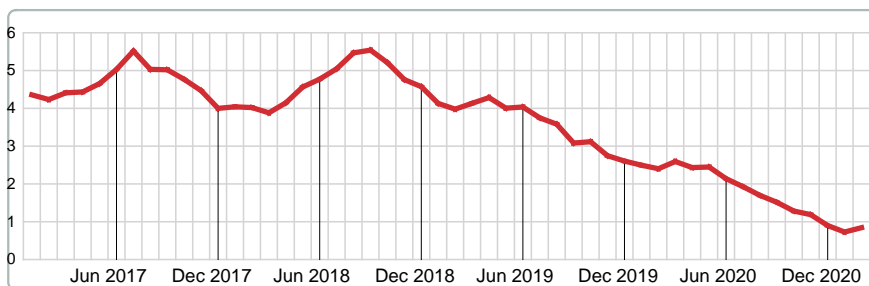
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2021



### 5 YEAR MARKET ACTIVITY TRENDS

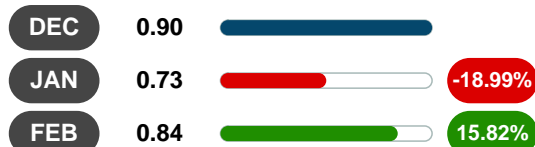


### 3 MONTHS

5 year FEB AVG = 3.10

High Sep 2018 5.54 Low Jan 2021 0.73

Months Supply this month at **0.84**  
below the 5 yr FEB average of **3.10**



### 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
\$50,000 and less	5	7.69%	0.57	0.24	0.44	8.00	0.00
\$50,001 - \$70,000	8	12.31%	1.23	1.94	0.29	4.80	0.00
\$70,001 - \$110,000	9	13.85%	0.60	0.86	0.55	0.60	0.00
\$110,001 - \$180,000	18	27.69%	0.79	0.00	0.96	0.56	0.00
\$180,001 - \$280,000	10	15.38%	0.62	0.00	0.80	0.64	0.00
\$280,001 - \$370,000	8	12.31%	1.55	0.00	3.00	1.46	0.00
\$370,001 and up	7	10.77%	2.55	0.00	1.50	2.82	3.43
Market Supply of Inventory (MSI)			0.84	0.73	0.78	1.05	0.67
Total Active Inventory by Units		100%	0.84	8	32	23	2

# February 2021



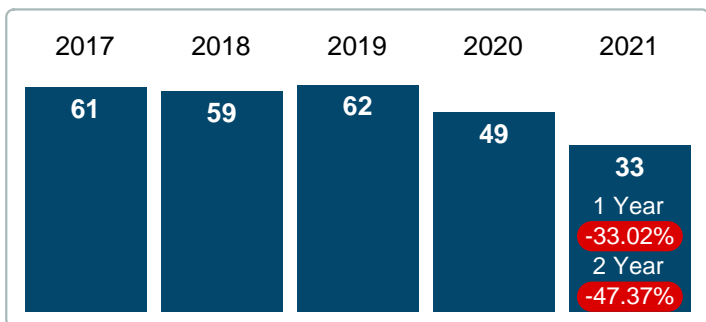
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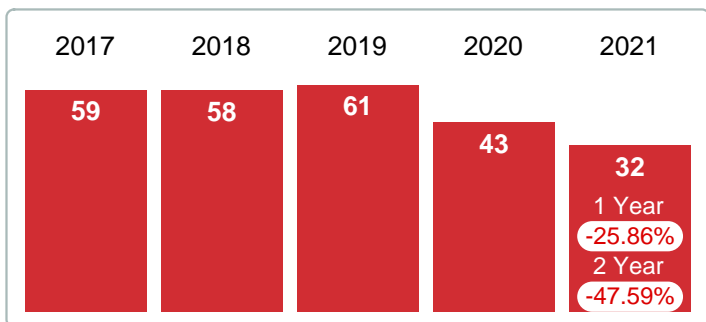
## AVERAGE DAYS ON MARKET TO SALE

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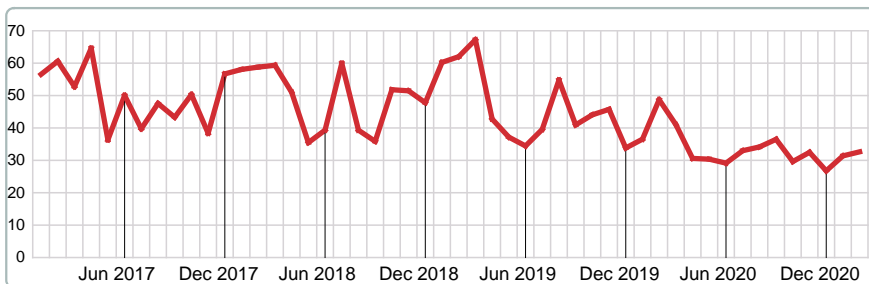
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

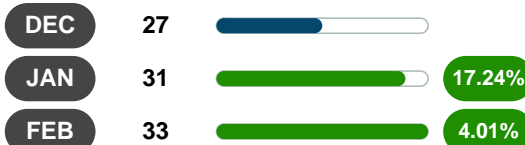


### 3 MONTHS

5 year FEB AVG = 53

High Mar 2019 67 Low Dec 2020 27

Average Days on Market to Sale this month at 33 below the 5 yr FEB average of 53



### 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	11	18.33%	40	28	46	16	0
\$50,001 - \$60,000	2	3.33%	64	107	20	0	0
\$60,001 - \$100,000	9	15.00%	52	0	42	127	0
\$100,001 - \$160,000	16	26.67%	25	1	24	46	0
\$160,001 - \$190,000	8	13.33%	18	0	5	22	61
\$190,001 - \$230,000	8	13.33%	17	1	46	2	35
\$230,001 and up	6	10.00%	40	0	38	40	0
<b>Average Closed DOM</b>			<b>33</b>	<b>33</b>	<b>32</b>	<b>32</b>	<b>48</b>
<b>Total Closed Units</b>			<b>60</b>	<b>5</b>	<b>37</b>	<b>16</b>	<b>2</b>
<b>Total Closed Volume</b>			<b>8,019,750</b>	<b>453.20K</b>	<b>4.01M</b>	<b>3.19M</b>	<b>367.50K</b>

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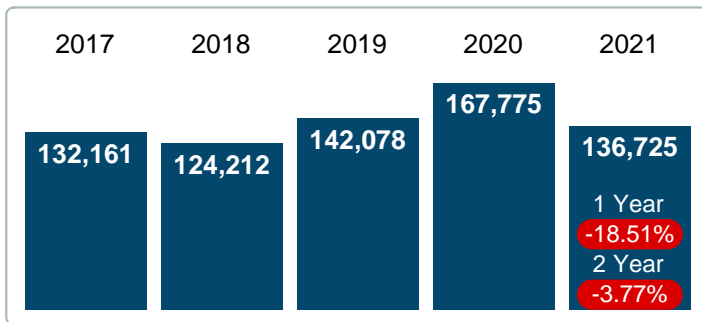
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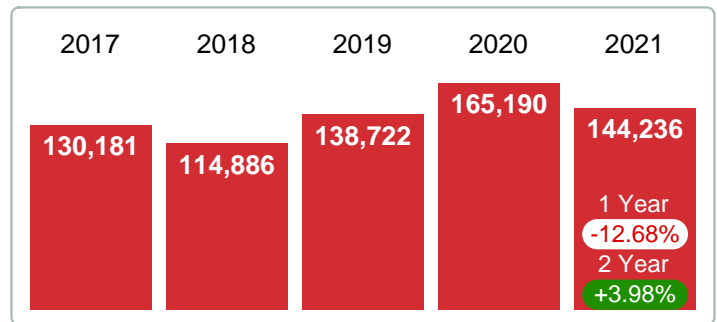
## AVERAGE LIST PRICE AT CLOSING

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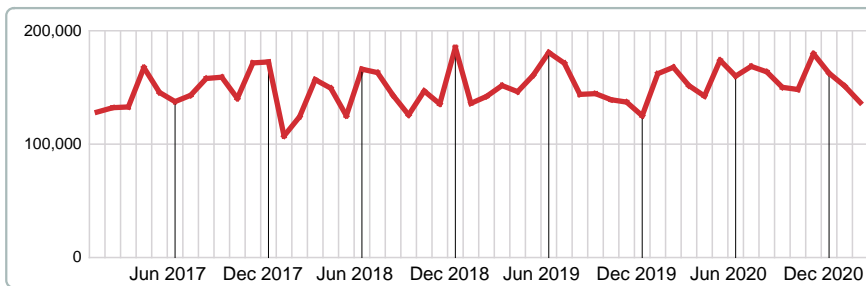
### FEBRUARY



### YEAR TO DATE (YTD)

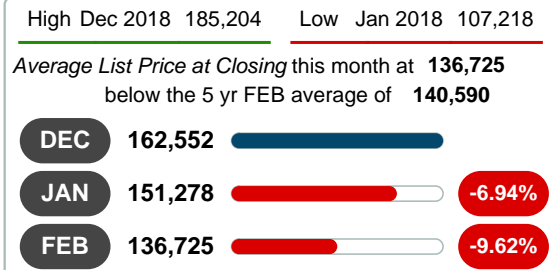


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 140,590



### 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	10.00%	24,717	33,500	44,838	22,900	0
\$50,001 - \$60,000	10.00%	58,533	60,000	59,900	0	0
\$60,001 - \$100,000	15.00%	78,489	0	84,675	68,000	0
\$100,001 - \$160,000	26.67%	128,219	125,000	127,585	162,400	0
\$160,001 - \$190,000	16.67%	177,850	0	179,825	176,433	175,000
\$190,001 - \$230,000	11.67%	209,243	205,000	207,400	207,475	205,000
\$230,001 and up	10.00%	283,817	0	250,000	290,580	0
<b>Average List Price</b>		<b>136,725</b>	<b>91,400</b>	<b>111,857</b>	<b>201,738</b>	<b>190,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>136,725</b>	<b>5</b>	<b>37</b>	<b>16</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>8,203,499</b>	<b>457.00K</b>	<b>4.14M</b>	<b>3.23M</b>	<b>380.00K</b>



# February 2021



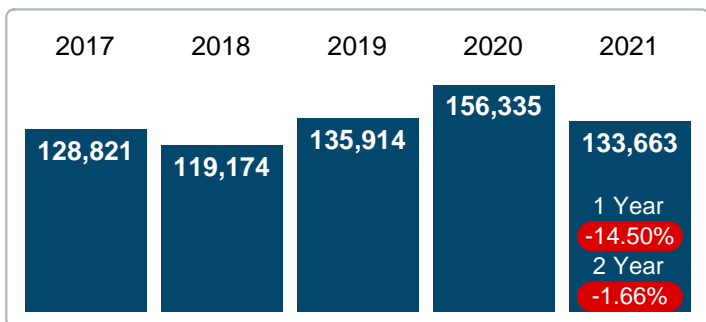
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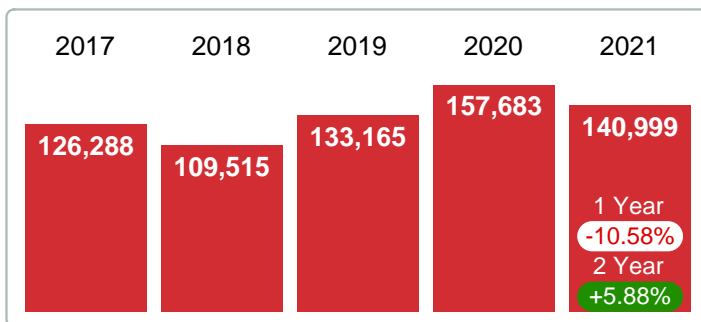
## AVERAGE SOLD PRICE AT CLOSING

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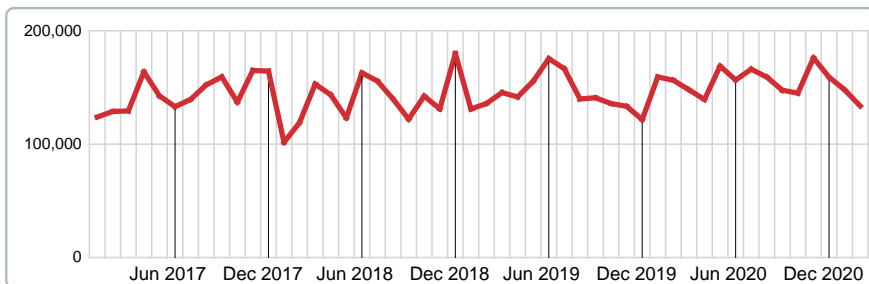
### FEBRUARY



### YEAR TO DATE (YTD)

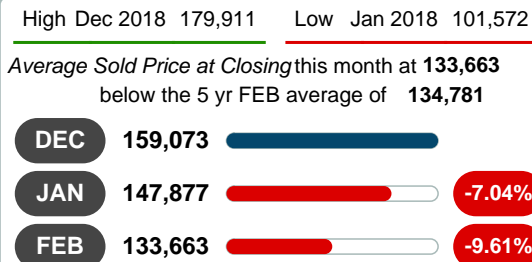


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 134,781



### 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	11	18.33%	33,950	30,000	36,188	23,950		
\$50,001 - \$60,000	2	3.33%	54,750	58,000	51,500	0		
\$60,001 - \$100,000	9	15.00%	78,861	0	81,000	61,750		
\$100,001 - \$160,000	16	26.67%	130,588	125,200	126,562	159,450		
\$160,001 - \$190,000	8	13.33%	179,419	0	182,975	177,817		
\$190,001 - \$230,000	8	13.33%	206,925	210,000	201,200	211,375		
\$230,001 and up	6	10.00%	274,483	0	243,000	280,780		
<b>Average Sold Price</b>		<b>133,663</b>		<b>90,640</b>	<b>108,422</b>	<b>199,216</b>	<b>183,750</b>	
<b>Total Closed Units</b>		<b>60</b>	<b>100%</b>	<b>133,663</b>	<b>5</b>	<b>37</b>	<b>16</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>8,019,750</b>		<b>453.20K</b>	<b>4.01M</b>	<b>3.19M</b>	<b>367.50K</b>	

# February 2021



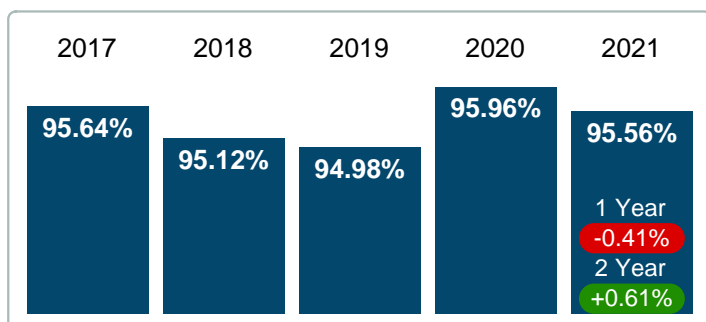
Area Delimited by County Of Washington - Residential Property Type



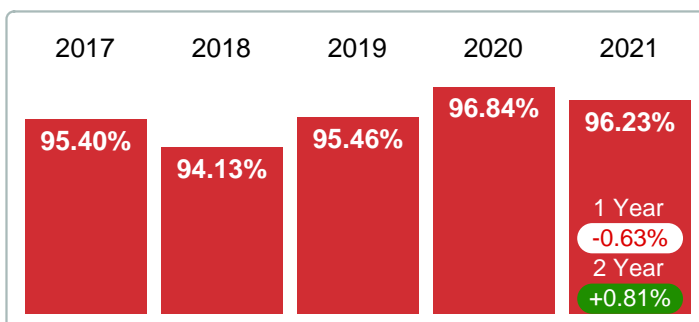
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

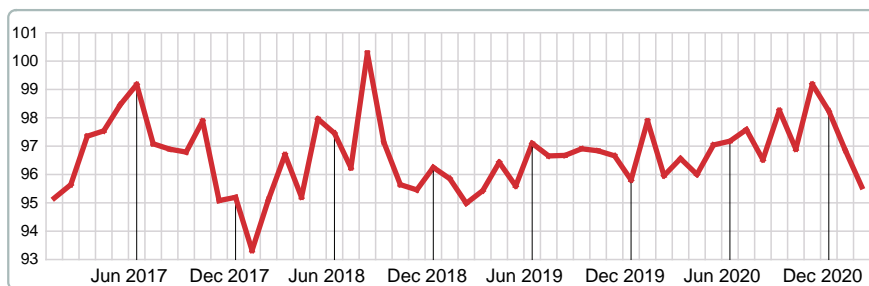
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

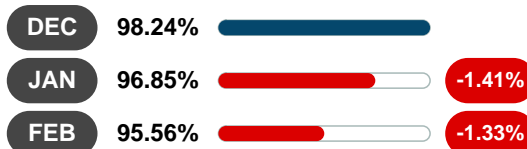


### 3 MONTHS

5 year FEB AVG = 95.45%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **95.56%**  
above the 5 yr FEB average of **95.45%**



### 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	11	18.33%	83.33%	87.12%	79.73%	104.59%	0.00%	
\$50,001 - \$60,000	2	3.33%	91.32%	96.67%	85.98%	0.00%	0.00%	
\$60,001 - \$100,000	9	15.00%	95.67%	0.00%	96.27%	90.81%	0.00%	
\$100,001 - \$160,000	16	26.67%	99.06%	100.16%	99.11%	98.21%	0.00%	
\$160,001 - \$190,000	8	13.33%	100.82%	0.00%	101.76%	100.77%	97.14%	
\$190,001 - \$230,000	8	13.33%	100.08%	102.44%	97.18%	101.87%	96.34%	
\$230,001 and up	6	10.00%	96.91%	0.00%	97.20%	96.85%	0.00%	
Average Sold/List Ratio		95.60%		94.70%	94.08%	99.12%	96.74%	
Total Closed Units		60	100%	95.60%	5	37	16	2
Total Closed Volume		8,019,750			453.20K	4.01M	3.19M	367.50K

# February 2021



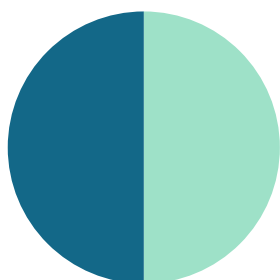
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



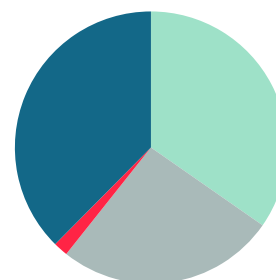
**Inventory**

- New Listings **56 = 50.00%**
- Start Inventory **56**
- Total Inventory Units **112**
- Volume **\$22,291,440**

### Market Activity

- Closed Sales **60 = 34.68%**
- Pending Sales **45 = 26.01%**
- Other Off Market **3 = 1.73%**
- Active Inventory **65 = 37.57%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	58	60	3.45%	107	124	15.89%
Pending Sales	64	45	-29.69%	134	118	-11.94%
New Listings	82	56	-31.71%	173	123	-28.90%
Average List Price	167,775	136,725	-18.51%	165,190	144,236	-12.68%
Average Sale Price	156,335	133,663	-14.50%	157,683	140,999	-10.58%
Average Percent of Selling Price to List Price	95.96%	95.56%	-0.41%	96.84%	96.23%	-0.63%
Average Days on Market to Sale	48.72	32.63	-33.02%	43.14	31.98	-25.86%
Monthly Inventory	180	65	-63.89%	180	65	-63.89%
Months Supply of Inventory	2.44	0.84	-65.49%	2.44	0.84	-65.49%

**Absorption:** Last 12 months, an Average of **77** Sales/Month

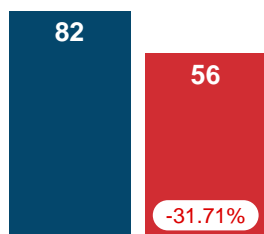
**Inventory** on February 28, 2021 = **65**

**2020** **2021**

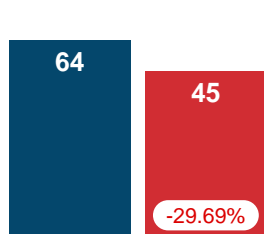
### FEBRUARY MARKET

### AVERAGE PRICES

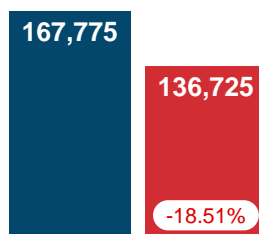
#### New Listings



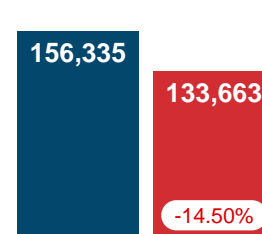
#### Pending Listings



#### List Price



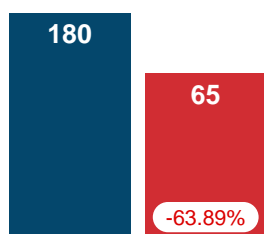
#### Sale Price



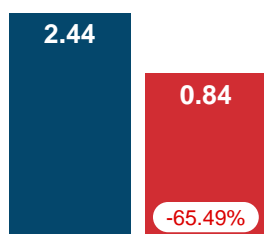
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

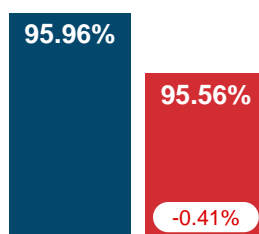
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

