

February 2021



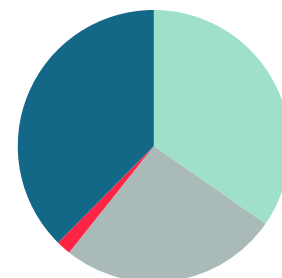
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	133,375	127,250	-4.59%
Median Sale Price	127,625	125,050	-2.02%
Median Percent of Selling Price to List Price	97.96%	99.19%	1.26%
Median Days on Market to Sale	41.50	11.50	-72.29%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **2.02%** in February 2021 to \$125,050 versus the previous year at \$127,625.

Median Days on Market Shortens

The median number of **11.50** days that homes spent on the market before selling decreased by 30.00 days or **72.29%** in February 2021 compared to last year's same month at **41.50** DOM.

Sales Success for February 2021 is Positive

Overall, with Median 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.

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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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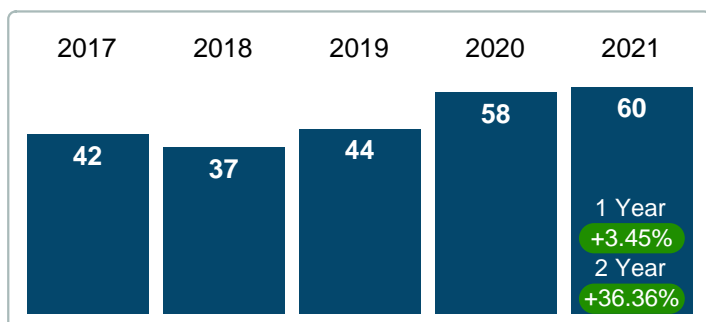
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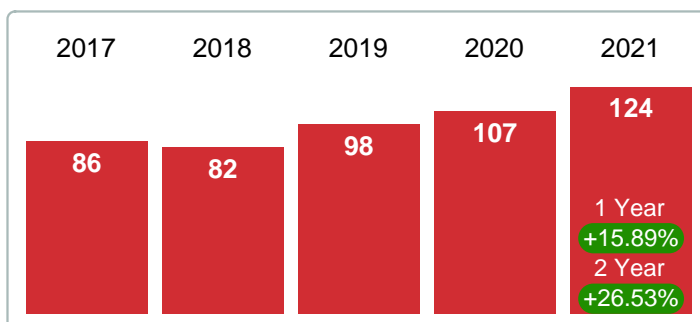
CLOSED LISTINGS

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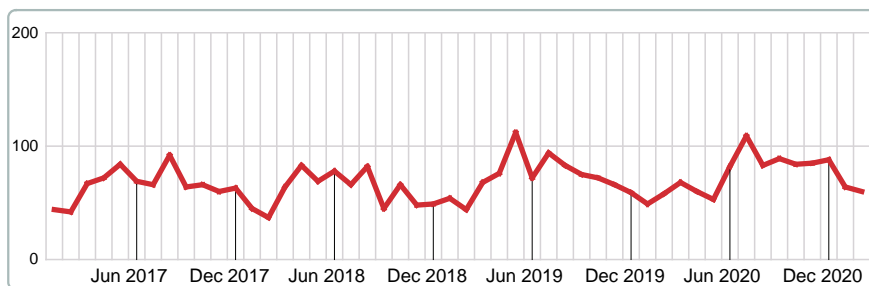
FEBRUARY



YEAR TO DATE (YTD)

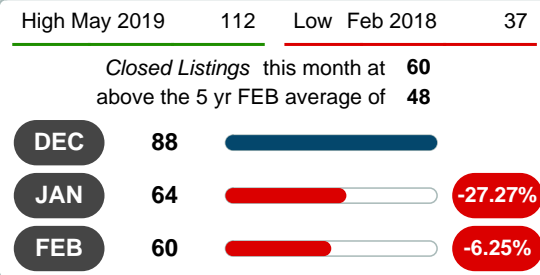


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 48



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	18.33%	17.0	2	8	1	0
\$50,001 - \$60,000	2	3.33%	63.5	1	1	0	0
\$60,001 - \$100,000	9	15.00%	9.0	0	8	1	0
\$100,001 - \$160,000	16	26.67%	5.5	1	13	2	0
\$160,001 - \$190,000	8	13.33%	7.0	0	4	3	1
\$190,001 - \$230,000	8	13.33%	2.0	1	2	4	1
\$230,001 and up	6	10.00%	32.0	0	1	5	0
Total Closed Units	60			5	37	16	2
Total Closed Volume	8,019,750	100%	11.5	453.20K	4.01M	3.19M	367.50K
Median Closed Price	\$125,050			\$58,000	\$107,000	\$204,000	\$183,750

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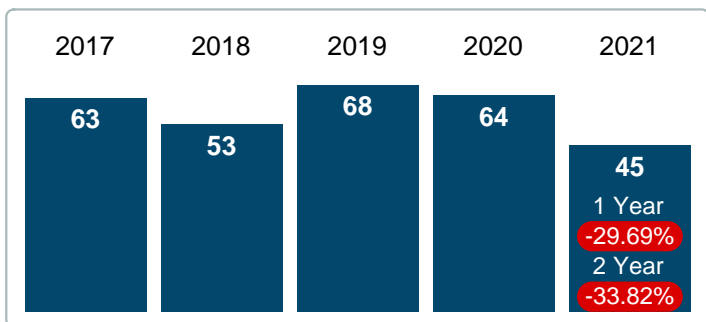
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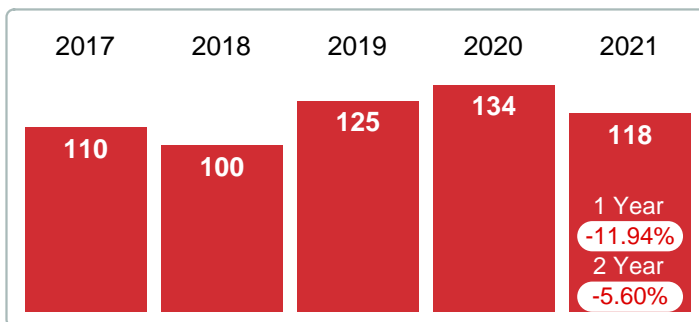
PENDING LISTINGS

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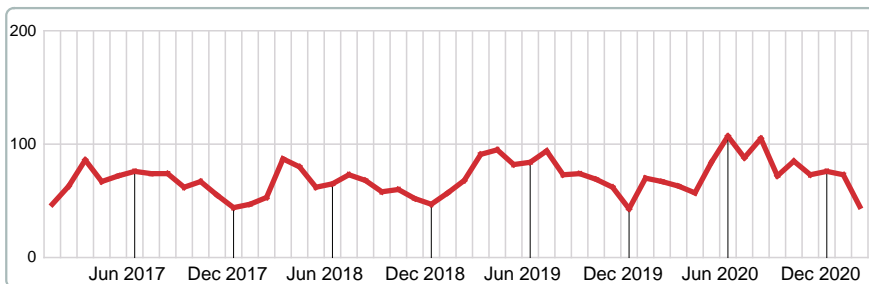
FEBRUARY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	8.89%	3.5	2	1	1	0
\$75,001 - \$100,000	3	6.67%	18.0	1	1	1	0
\$100,001 - \$125,000	5	11.11%	9.0	0	5	0	0
\$125,001 - \$175,000	14	31.11%	6.0	0	13	1	0
\$175,001 - \$225,000	8	17.78%	4.5	1	1	6	0
\$225,001 - \$300,000	5	11.11%	12.0	0	3	2	0
\$300,001 and up	6	13.33%	11.5	0	3	3	0
Total Pending Units	45			4	27	14	0
Total Pending Volume	8,325,550	100%	7.0	359.30K	4.77M	3.20M	0.00B
Median Listing Price	\$168,000			\$64,700	\$150,000	\$215,000	\$0

February 2021



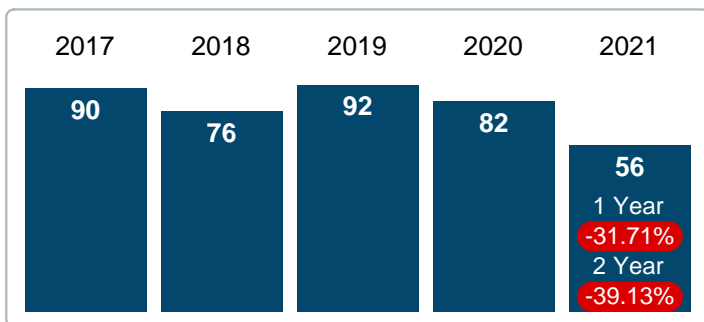
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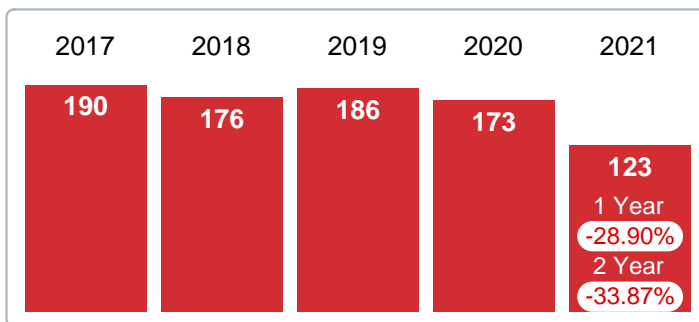
NEW LISTINGS

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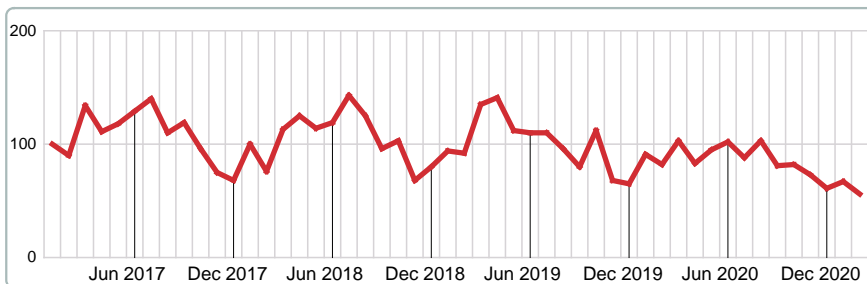
FEBRUARY



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**

Month	New Listings	% Change
DEC	61	
JAN	67	9.84%
FEB	56	-16.42%

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
Total New Listed Units	56		5	34	17	0
Total New Listed Volume	10,403,450	100%	438.90K	5.29M	4.68M	0.00B
Median New Listed Listing Price	\$159,450		\$69,500	\$137,950	\$234,000	\$0

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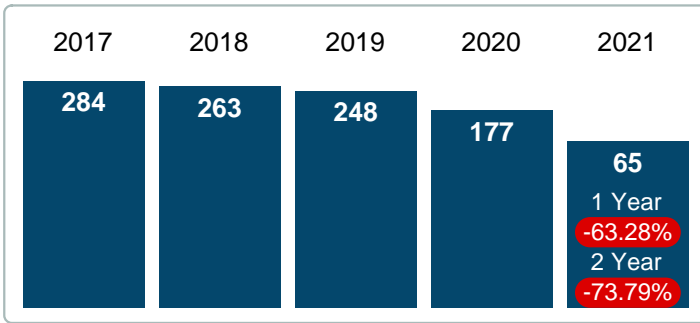
Area Delimited by County Of Washington - Residential Property Type



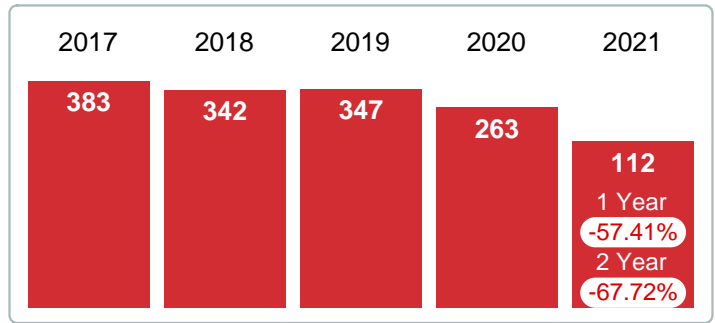
ACTIVE INVENTORY

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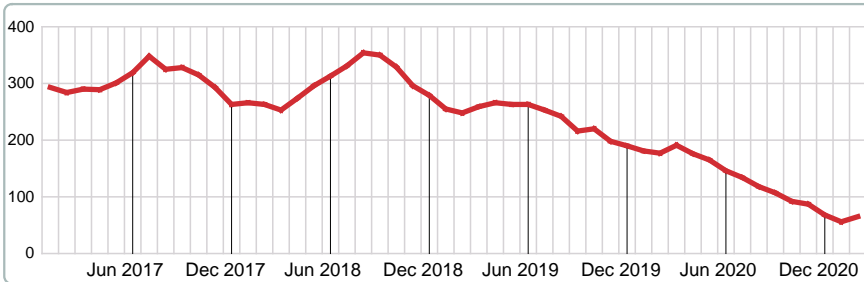
END OF FEBRUARY



ACTIVE DURING FEBRUARY

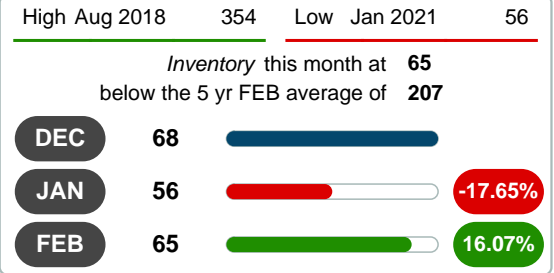


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 207



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	7.69%	46.0	1	2	2	0
\$50,001 - \$70,000	8	12.31%	48.5	5	1	2	0
\$70,001 - \$110,000	9	13.85%	23.0	2	6	1	0
\$110,001 - \$180,000	18	27.69%	23.0	0	15	3	0
\$180,001 - \$280,000	10	15.38%	65.0	0	4	6	0
\$280,001 - \$370,000	8	12.31%	28.5	0	3	5	0
\$370,001 and up	7	10.77%	106.0	0	1	4	2
Total Active Inventory by Units	65			8	32	23	2
Total Active Inventory by Volume	13,104,390	100%	31.0	507.80K	5.52M	5.93M	1.15M
Median Active Inventory Listing Price	\$139,000			\$67,250	\$135,950	\$234,000	\$573,500

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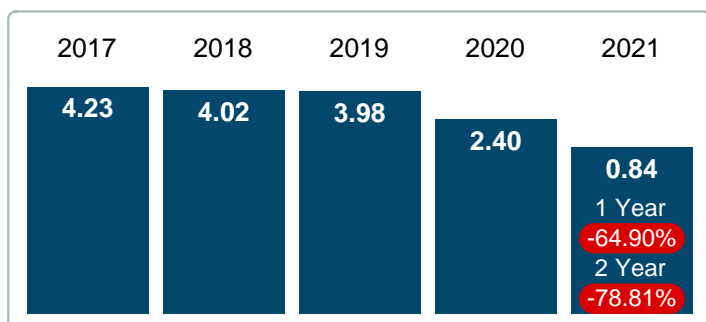
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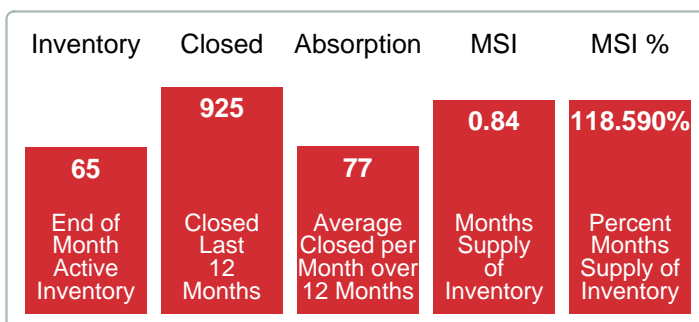
MONTHS SUPPLY of INVENTORY (MSI)

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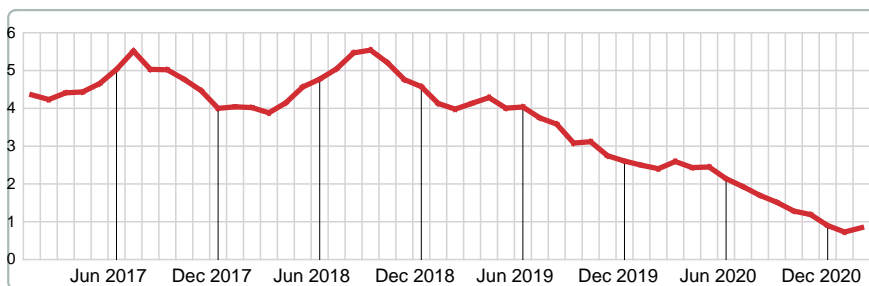
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021



5 YEAR MARKET ACTIVITY TRENDS

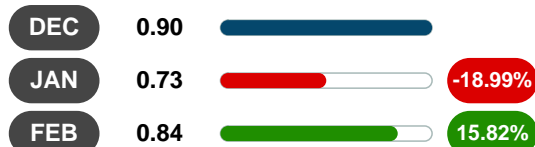


3 MONTHS

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

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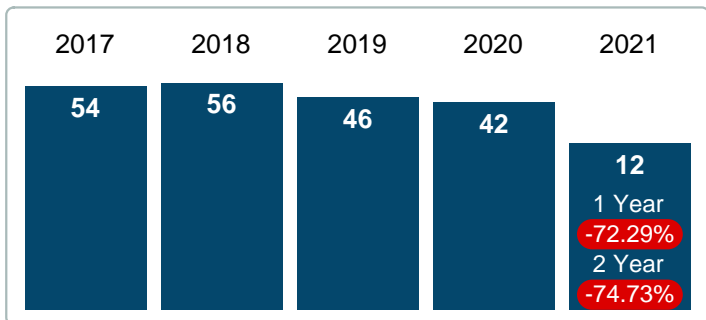
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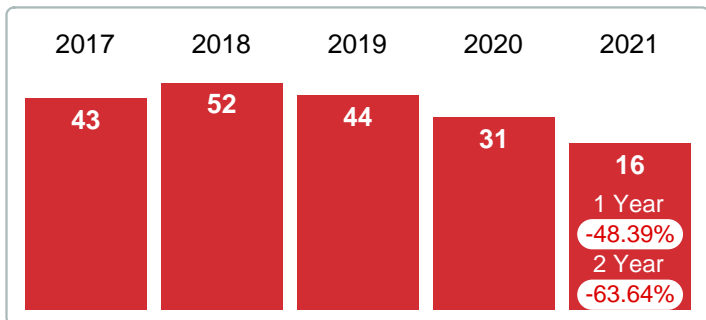
MEDIAN DAYS ON MARKET TO SALE

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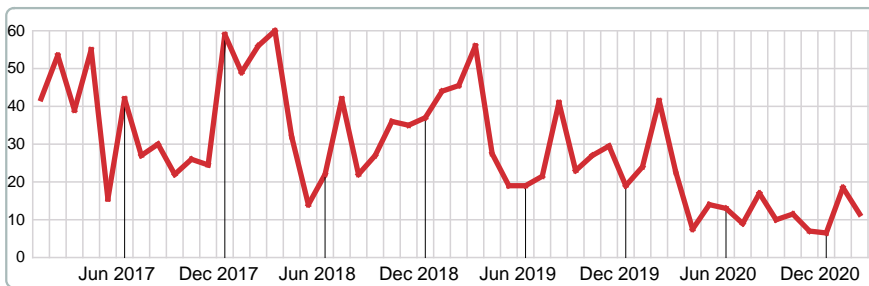
FEBRUARY



YEAR TO DATE (YTD)

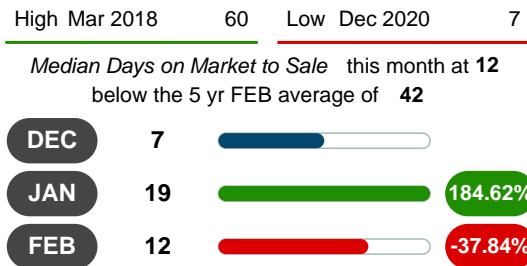


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 42



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	18.33%	17	28	43	16	0
\$50,001 - \$60,000	3.33%	64	107	20	0	0
\$60,001 - \$100,000	15.00%	9	0	7	127	0
\$100,001 - \$160,000	26.67%	6	1	5	46	0
\$160,001 - \$190,000	13.33%	7	0	5	8	61
\$190,001 - \$230,000	13.33%	2	1	46	1	35
\$230,001 and up	10.00%	32	0	38	26	0
Median Closed DOM		12	7	6	18	48
Total Closed Units	100%	60	5	37	16	2
Total Closed Volume		8,019,750	453.20K	4.01M	3.19M	367.50K

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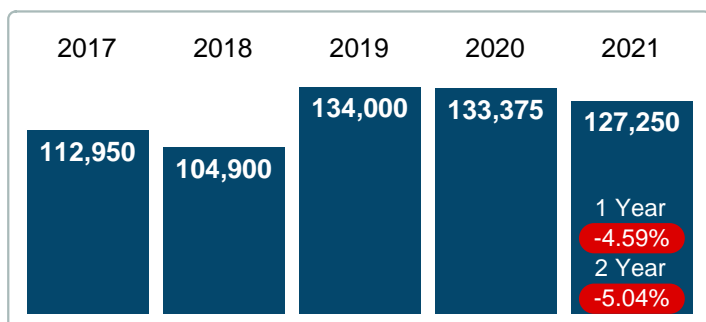
Area Delimited by County Of Washington - Residential Property Type



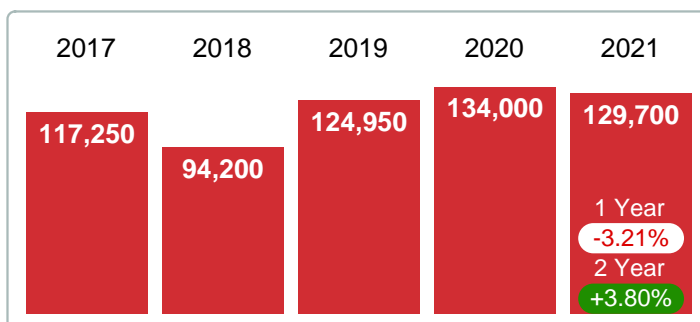
MEDIAN LIST PRICE AT CLOSING

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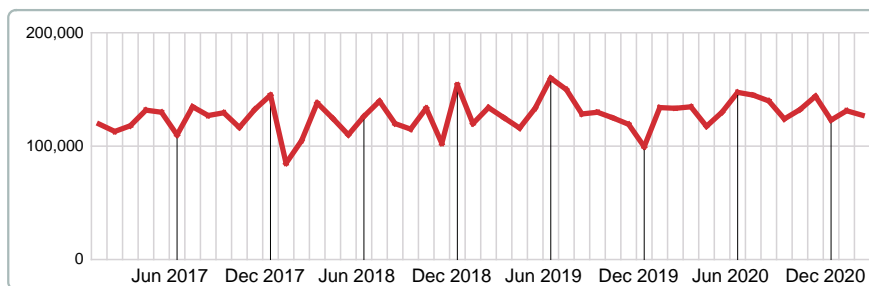
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

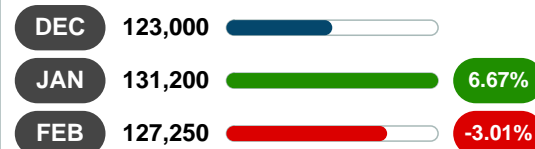


3 MONTHS

5 year FEB AVG = 122,495

High Jun 2019 159,950 Low Jan 2018 84,900

Median List Price at Closing this month at **127,250**
 above the 5 yr FEB average of **122,495**



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	10.00%	23,200	12,000	24,250	22,900	0
\$50,001 - \$60,000	10.00%	59,650	57,500	59,650	0	0
\$60,001 - \$100,000	15.00%	74,000	0	79,500	68,000	0
\$100,001 - \$160,000	26.67%	124,950	125,000	122,400	159,900	0
\$160,001 - \$190,000	16.67%	179,900	0	182,450	179,900	175,000
\$190,001 - \$230,000	11.67%	210,000	205,000	207,400	214,900	205,000
\$230,001 and up	10.00%	268,950	0	250,000	282,900	0
Median List Price		127,250	60,000	109,900	200,000	190,000
Total Closed Units	100%	127,250	5	37	16	2
Total Closed Volume		8,203,499	457.00K	4.14M	3.23M	380.00K

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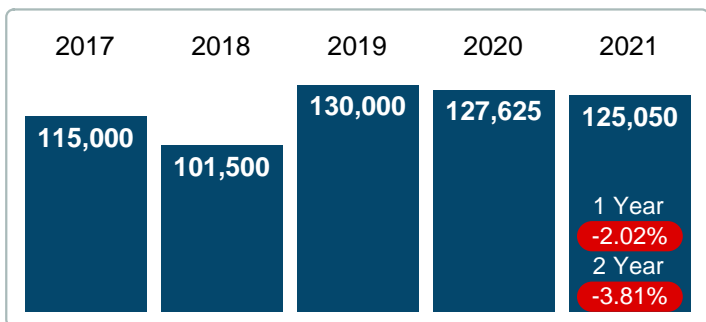
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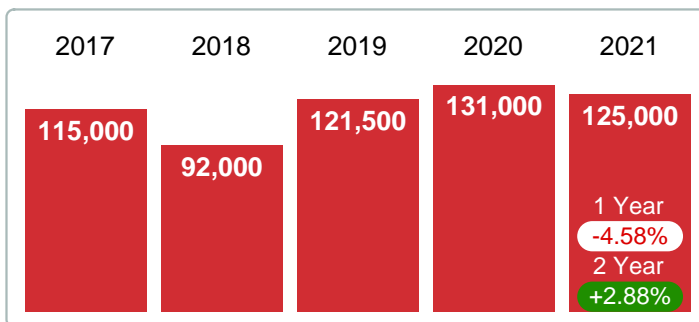
MEDIAN SOLD PRICE AT CLOSING

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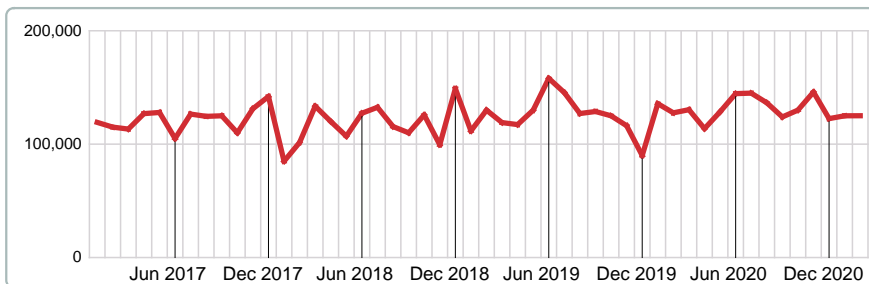
FEBRUARY



YEAR TO DATE (YTD)

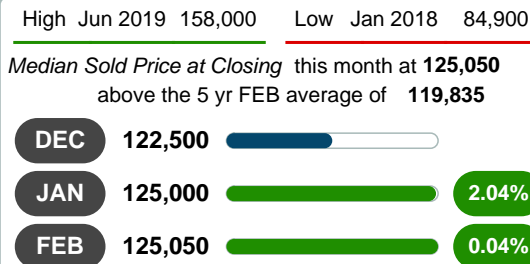


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 119,835



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	11	18.33%	37,000	30,000	43,500	23,950		
\$50,001 - \$60,000	2	3.33%	54,750	58,000	51,500	0		
\$60,001 - \$100,000	9	15.00%	78,000	0	78,500	61,750		
\$100,001 - \$160,000	16	26.67%	125,050	125,200	123,900	159,450		
\$160,001 - \$190,000	8	13.33%	181,775	0	187,450	179,900		
\$190,001 - \$230,000	8	13.33%	208,750	210,000	201,200	215,000		
\$230,001 and up	6	10.00%	259,000	0	243,000	275,000		
Median Sold Price		125,050		58,000	107,000	204,000	183,750	
Total Closed Units		60	100%	125,050	5	37	16	2
Total Closed Volume		8,019,750		453.20K	4.01M	3.19M	367.50K	

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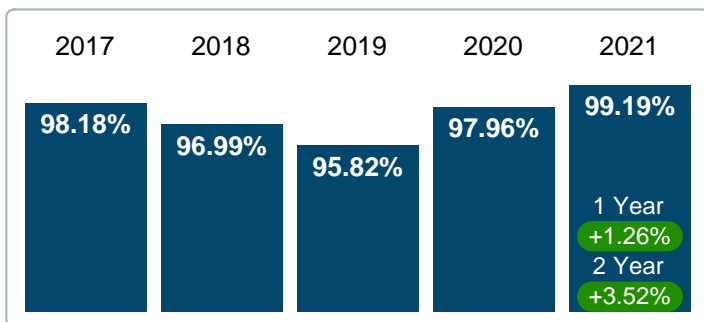
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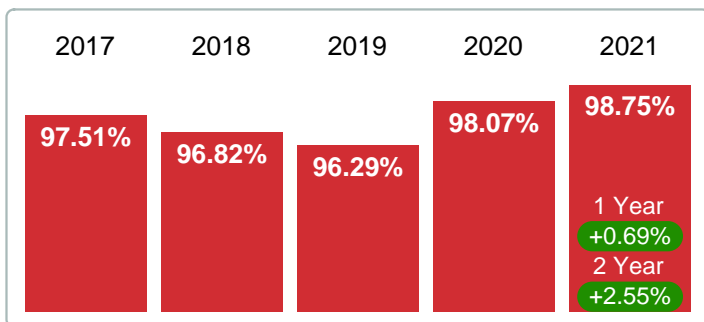
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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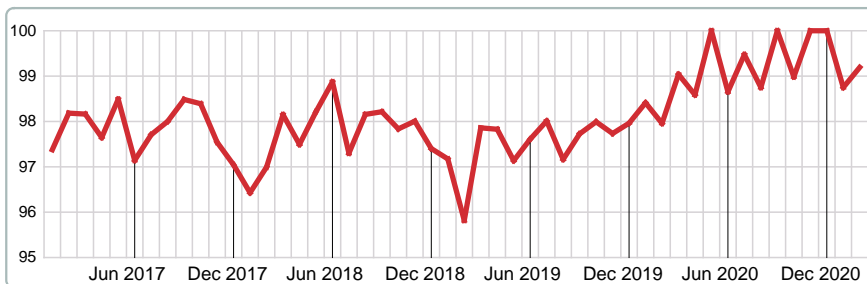
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

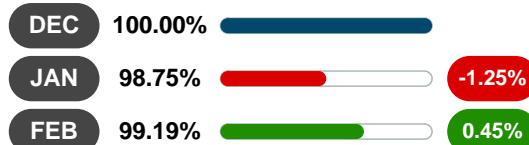


3 MONTHS

5 year FEB AVG = 97.63%

High Dec 2020 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **99.19%**
above the 5 yr FEB average of **97.63%**



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	11	18.33%	83.47%	87.12%	82.85%	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%	92.73%	0.00%	96.36%	90.81%	0.00%
\$100,001 - \$160,000	16	26.67%	100.00%	100.16%	100.00%	98.21%	0.00%
\$160,001 - \$190,000	8	13.33%	100.88%	0.00%	102.11%	100.24%	97.14%
\$190,001 - \$230,000	8	13.33%	100.79%	102.44%	97.18%	101.98%	96.34%
\$230,001 and up	6	10.00%	97.04%	0.00%	97.20%	96.88%	0.00%
Median Sold/List Ratio		99.19%		96.67%	98.39%	100.00%	96.74%
Total Closed Units		60	100%	5	37	16	2
Total Closed Volume		8,019,750		453.20K	4.01M	3.19M	367.50K

February 2021



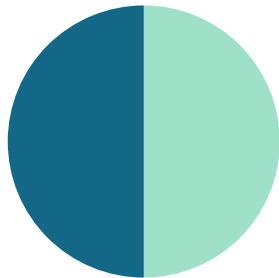
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

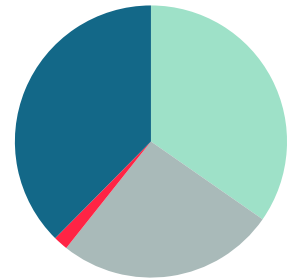


Inventory
 New Listings
56 = 50.00%
 Start Inventory
56
 Total Inventory Units
112
 Volume
\$22,291,440

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%
Median List Price	133,375	127,250	-4.59%	134,000	129,700	-3.21%
Median Sale Price	127,625	125,050	-2.02%	131,000	125,000	-4.58%
Median Percent of Selling Price to List Price	97.96%	99.19%	1.26%	98.07%	98.75%	0.69%
Median Days on Market to Sale	41.50	11.50	-72.29%	31.00	16.00	-48.39%
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

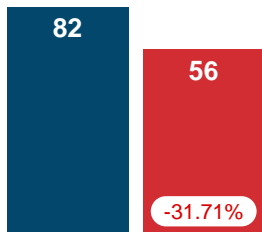
Inventory on February 28, 2021 = **65**

2020 **2021**

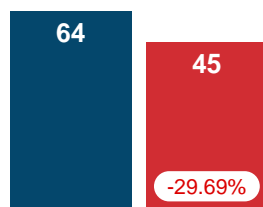
FEBRUARY MARKET

MEDIAN PRICES

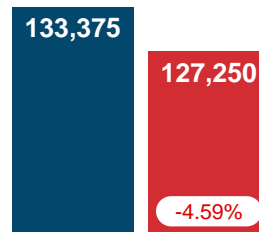
New Listings



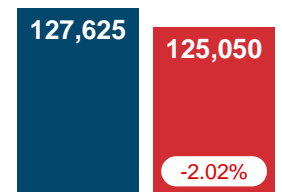
Pending Listings



List Price



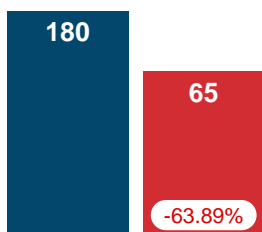
Sale Price



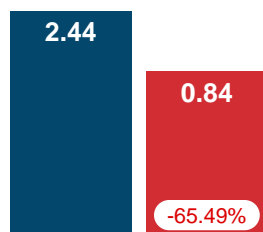
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

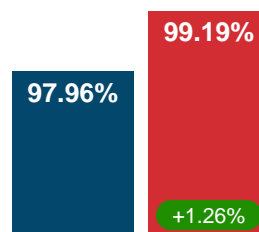
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

