

January 2021



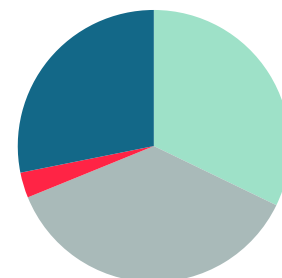
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	49	64	30.61%
Pending Listings	70	73	4.29%
New Listings	91	67	-26.37%
Average List Price	162,130	151,278	-6.69%
Average Sale Price	159,280	147,877	-7.16%
Average Percent of Selling Price to List Price	97.89%	96.85%	-1.06%
Average Days on Market to Sale	36.53	31.38	-14.11%
End of Month Inventory	181	56	-69.06%
Months Supply of Inventory	2.50	0.73	-70.84%



■ Closed (32.16%)
■ Pending (36.68%)
■ Other OffMarket (3.02%)
■ Active (28.14%)

Absorption: Last 12 months, an Average of **77** Sales/Month
Active Inventory as of January 31, 2021 = **56**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2021 decreased **69.06%** to 56 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 **0.73** 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 **7.16%** in January 2021 to \$147,877 versus the previous year at \$159,280.

Average Days on Market Shortens

The average number of **31.38** days that homes spent on the market before selling decreased by 5.16 days or **14.11%** in January 2021 compared to last year's same month at **36.53** DOM.

Sales Success for January 2021 is Positive

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

There were 67 New Listings in January 2021, down **26.37%** from last year at 91. Furthermore, there were 64 Closed Listings this month versus last year at 49, a **30.61%** increase.

Closed versus Listed trends yielded a **95.5%** ratio, up from previous year's, January 2020, at **53.8%**, a **77.40%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

January 2021



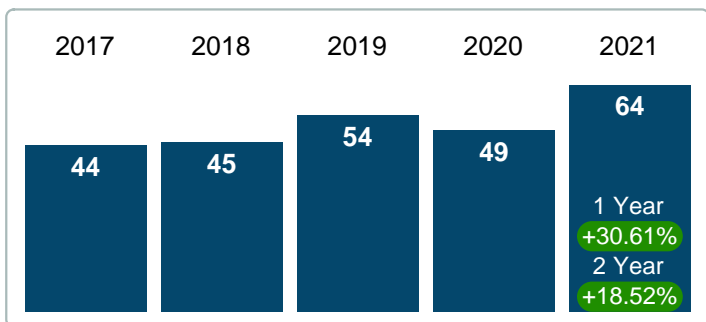
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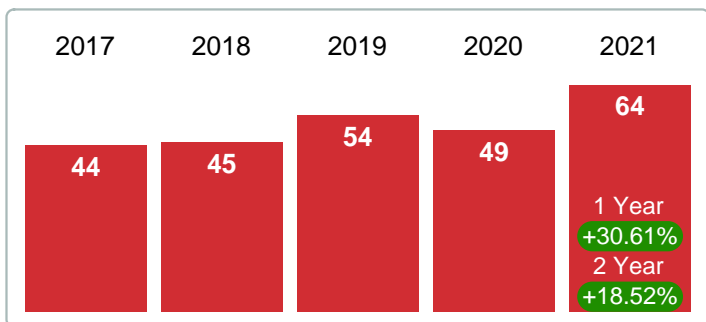
CLOSED LISTINGS

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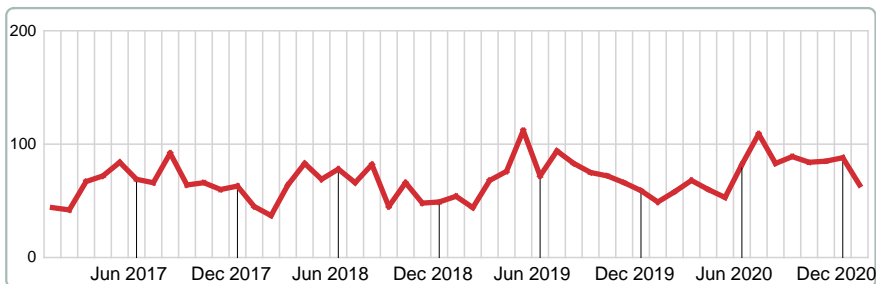
JANUARY



YEAR TO DATE (YTD)

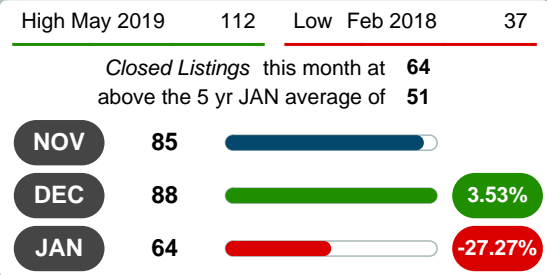


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 51



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	8	12.50%	38.0	4	4	0	0
\$50,001 - \$70,000	4	6.25%	61.3	2	2	0	0
\$70,001 - \$90,000	10	15.63%	14.5	2	8	0	0
\$90,001 - \$140,000	18	28.13%	24.1	3	13	2	0
\$140,001 - \$200,000	9	14.06%	18.6	2	5	2	0
\$200,001 - \$280,000	7	10.94%	51.0	0	4	2	1
\$280,001 and up	8	12.50%	44.5	0	4	4	0
Total Closed Units	64			13	40	10	1
Total Closed Volume	9,464,125	100%	31.4	1.09M	5.63M	2.47M	273.00K
Average Closed Price	\$147,877			\$84,015	\$140,780	\$246,773	\$273,000

January 2021



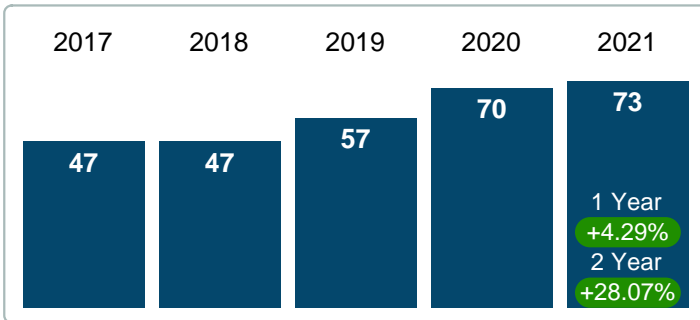
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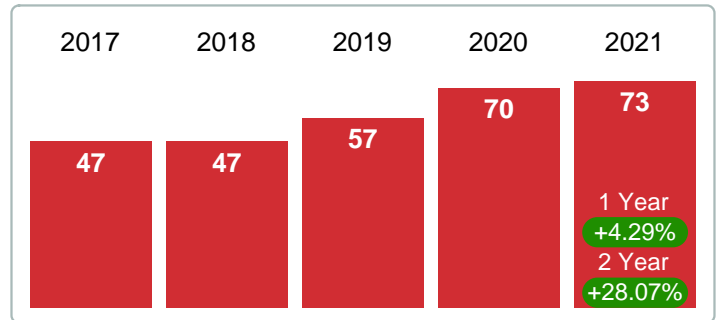
PENDING LISTINGS

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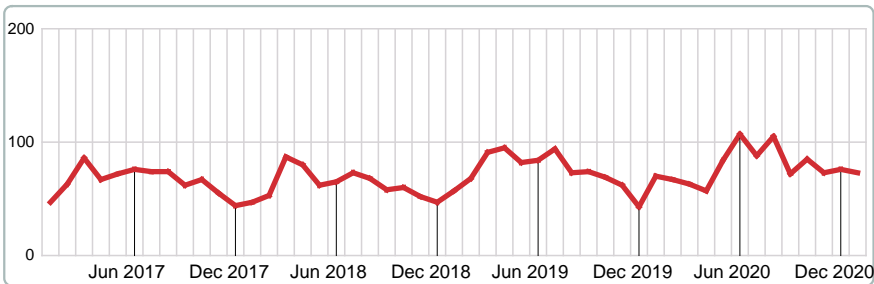
JANUARY



YEAR TO DATE (YTD)

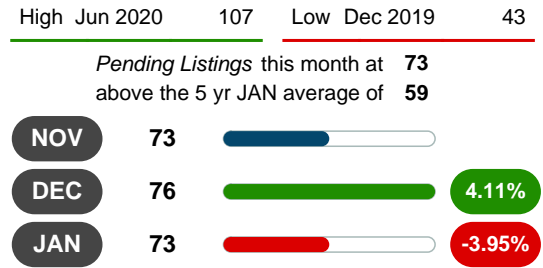


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 59



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	7	9.59%	49.3	1	5	1	0
\$50,001 - \$75,000	6	8.22%	45.5	2	4	0	0
\$75,001 - \$100,000	9	12.33%	16.6	1	8	0	0
\$100,001 - \$150,000	17	23.29%	24.6	1	15	1	0
\$150,001 - \$200,000	17	23.29%	23.0	0	8	9	0
\$200,001 - \$275,000	9	12.33%	13.7	0	1	7	1
\$275,001 and up	8	10.96%	50.0	0	4	3	1
Total Pending Units	73			5	45	21	2
Total Pending Volume	11,159,337	100%	28.8	347.00K	5.84M	4.38M	589.90K
Average Listing Price	\$152,868			\$69,400	\$129,732	\$208,785	\$294,950

January 2021



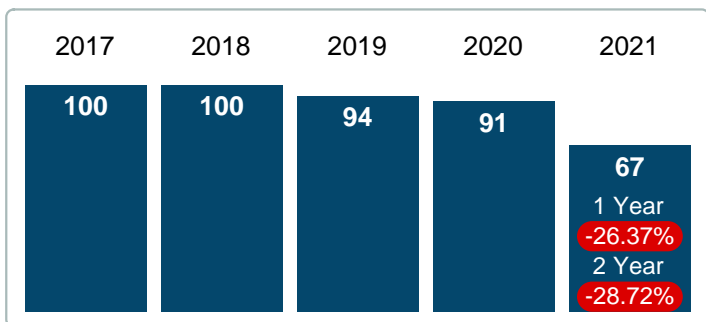
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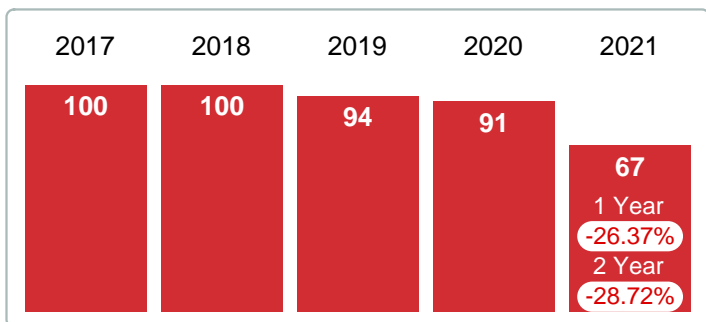
NEW LISTINGS

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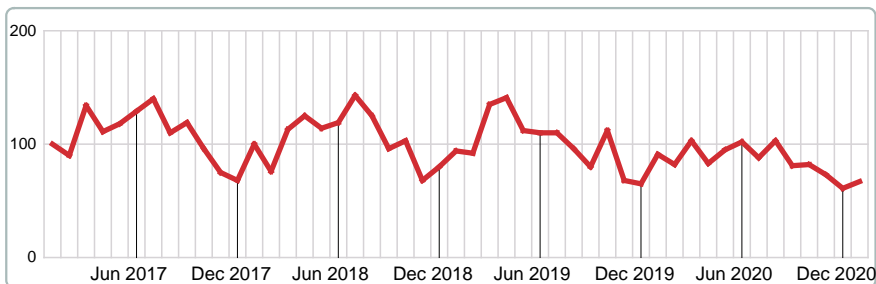
JANUARY



YEAR TO DATE (YTD)

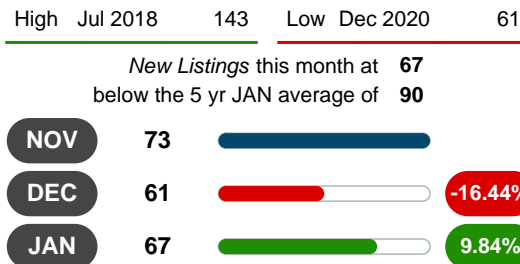


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 90



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	8.96%	3	3	0	0
\$60,001 - \$80,000	6	8.96%	2	3	1	0
\$80,001 - \$120,000	12	17.91%	1	10	1	0
\$120,001 - \$170,000	17	25.37%	1	15	1	0
\$170,001 - \$190,000	11	16.42%	0	3	8	0
\$190,001 - \$260,000	8	11.94%	0	2	6	0
\$260,001 and up	7	10.45%	0	3	4	0
Total New Listed Units	67		7	39	21	0
Total New Listed Volume	10,110,837	100%	509.40K	5.34M	4.26M	0.00B
Average New Listed Listing Price	\$149,208		\$72,771	\$136,888	\$202,990	\$0

January 2021



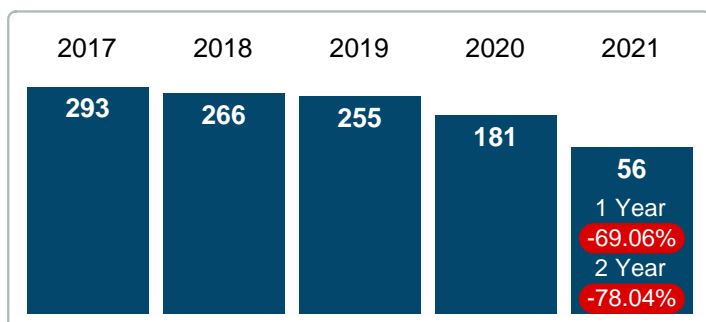
Area Delimited by County Of Washington - Residential Property Type



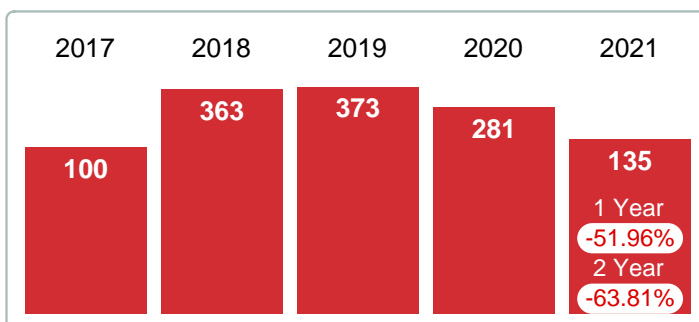
ACTIVE INVENTORY

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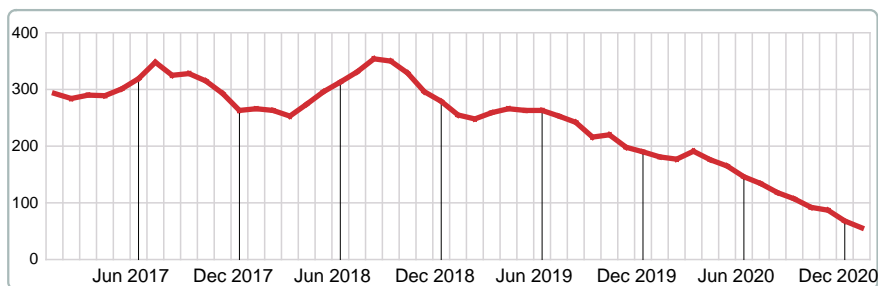
END OF JANUARY



ACTIVE DURING JANUARY

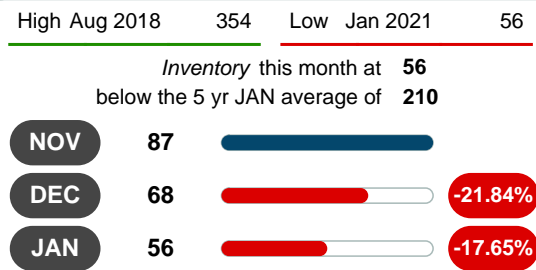


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 210



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	4	7.14%	85.0	2	0	2	0
\$50,001 - \$75,000	7	12.50%	37.9	4	1	2	0
\$75,001 - \$125,000	9	16.07%	74.1	1	6	2	0
\$125,001 - \$200,000	15	26.79%	46.8	0	10	5	0
\$200,001 - \$275,000	7	12.50%	50.3	1	4	2	0
\$275,001 - \$425,000	8	14.29%	96.8	0	2	5	1
\$425,001 and up	6	10.71%	121.3	0	2	3	1
Total Active Inventory by Units	56			8	25	21	2
Total Active Inventory by Volume	11,887,990	100%	68.4	630.70K	5.02M	5.09M	1.15M
Average Active Inventory Listing Price	\$212,286			\$78,838	\$200,772	\$242,428	\$573,500

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

January 2021



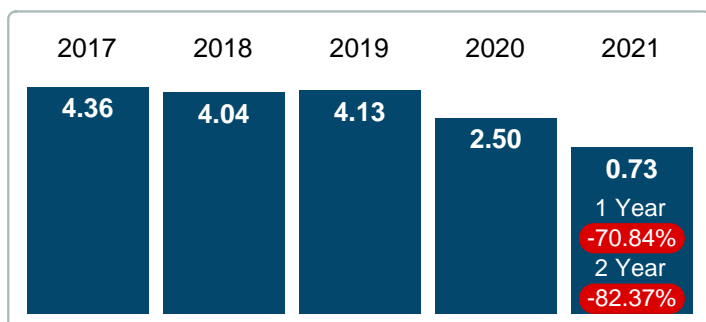
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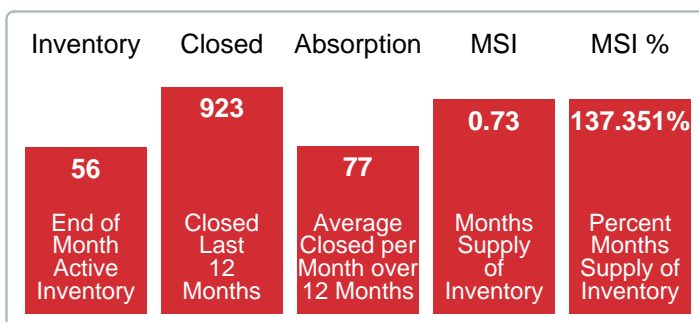
MONTHS SUPPLY of INVENTORY (MSI)

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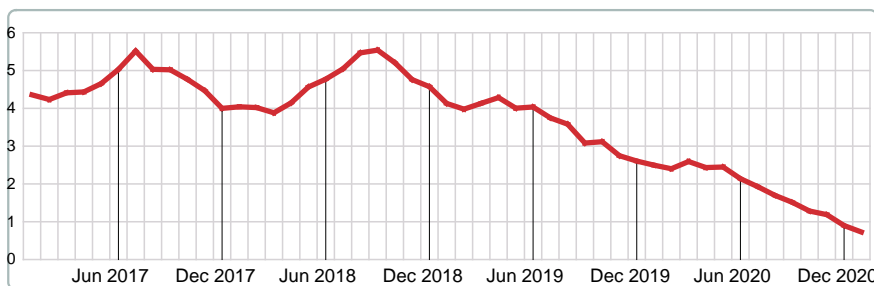
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

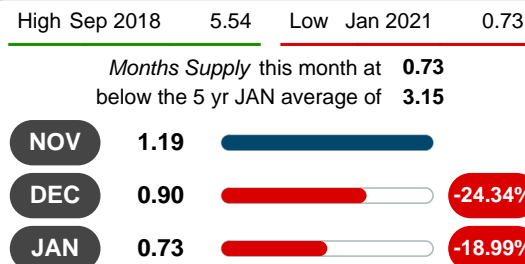


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 3.15



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	4	7.14%	0.48	0.48	0.00	12.00	0.00
\$50,001 - \$75,000	7	12.50%	0.84	1.37	0.21	3.43	0.00
\$75,001 - \$125,000	9	16.07%	0.45	0.39	0.40	0.89	0.00
\$125,001 - \$200,000	15	26.79%	0.70	0.00	0.78	0.70	0.00
\$200,001 - \$275,000	7	12.50%	0.66	2.40	1.41	0.30	0.00
\$275,001 - \$425,000	8	14.29%	1.19	0.00	1.41	1.22	0.92
\$425,001 and up	6	10.71%	3.60	0.00	6.00	3.27	2.40
Market Supply of Inventory (MSI)			0.73	0.73	0.61	0.97	0.67
Total Active Inventory by Units		100%	0.73	8	25	21	2

January 2021



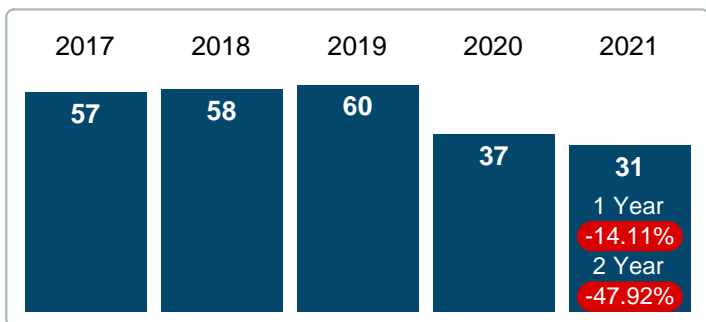
Area Delimited by County Of Washington - Residential Property Type



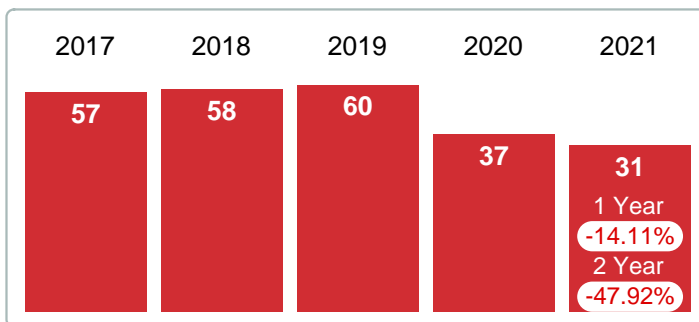
AVERAGE DAYS ON MARKET TO SALE

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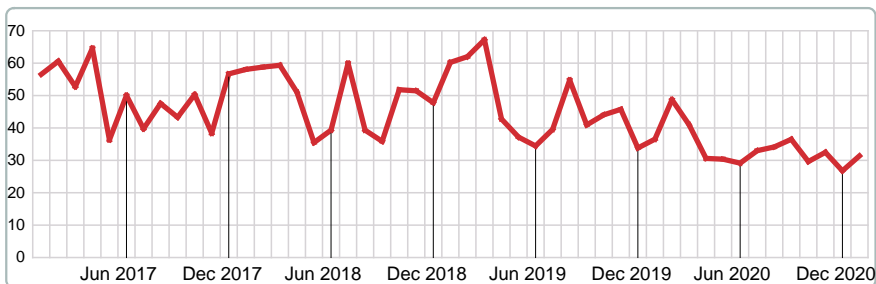
JANUARY



YEAR TO DATE (YTD)

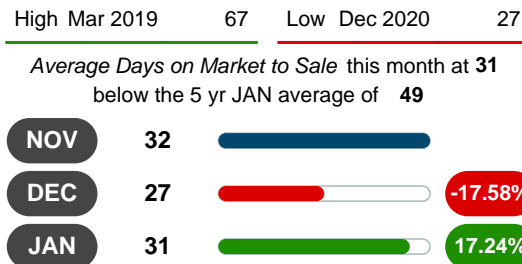


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 49



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	12.50%	38	30	46	0	0
\$50,001 - \$70,000	6.25%	61	70	53	0	0
\$70,001 - \$90,000	15.63%	15	20	13	0	0
\$90,001 - \$140,000	28.13%	24	12	30	5	0
\$140,001 - \$200,000	14.06%	19	50	11	6	0
\$200,001 - \$280,000	10.94%	51	0	42	46	99
\$280,001 and up	12.50%	45	0	34	55	0
Average Closed DOM		31				
Total Closed Units	100%	64	13	40	10	1
Total Closed Volume		9,464,125	1.09M	5.63M	2.47M	273.00K

January 2021



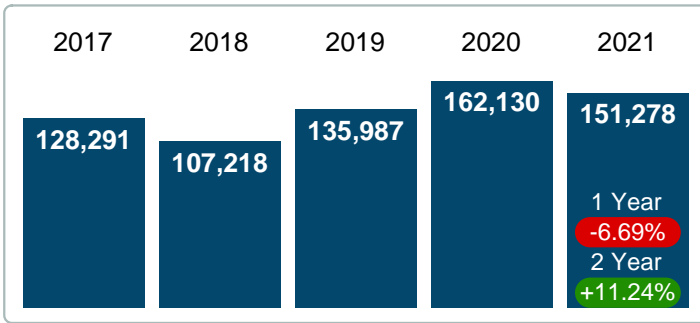
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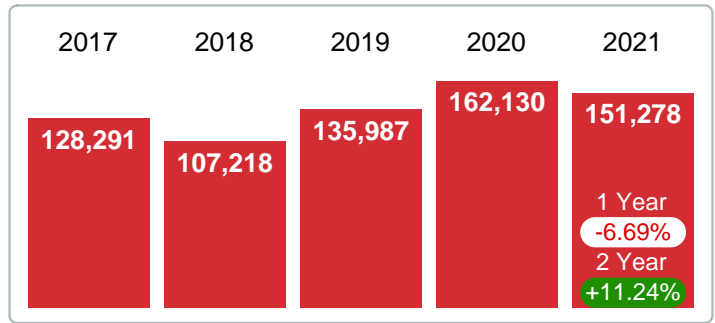
AVERAGE LIST PRICE AT CLOSING

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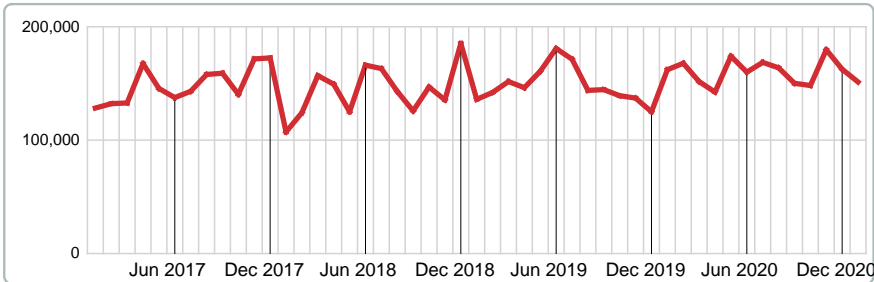
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

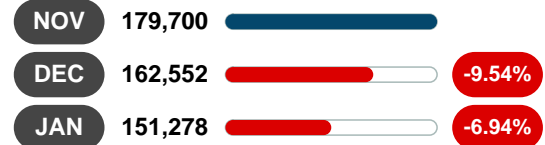


3 MONTHS

5 year JAN AVG = 136,981

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

Average List Price at Closing this month at **151,278**
above the 5 yr JAN average of **136,981**



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	9.38%	29,550	39,600	33,200	0	0
\$50,001 - \$75,000	6.25%	57,825	58,700	79,850	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$125,000	31.25%	92,775	92,750	103,471	117,000	0
\$125,001 - \$200,000	31.25%	149,945	153,000	144,200	175,800	0
\$200,001 - \$275,000	7.81%	221,180	0	211,500	170,000	279,900
\$275,001 and up	14.06%	368,100	0	411,250	329,580	0
Average List Price		151,278	85,062	145,845	246,230	279,900
Total Closed Units	100%	151,278	13	40	10	1
Total Closed Volume		9,681,799	1.11M	5.83M	2.46M	279.90K

January 2021



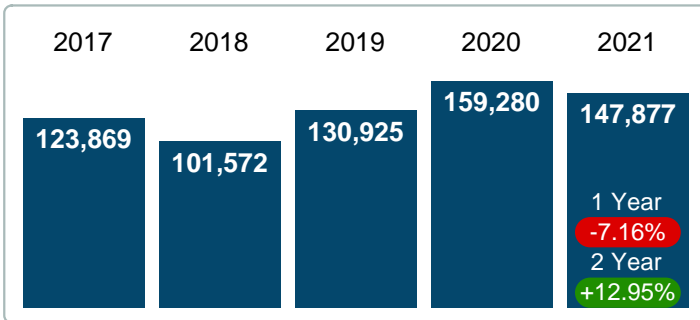
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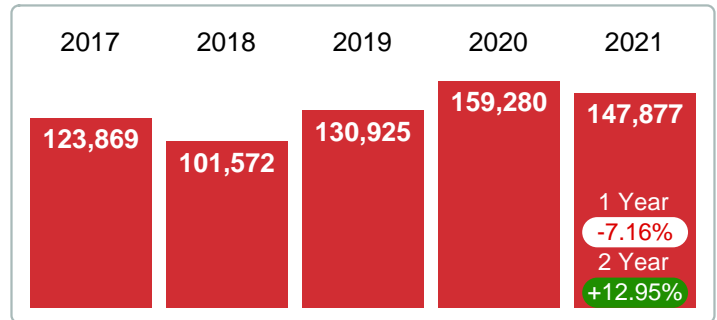
AVERAGE SOLD PRICE AT CLOSING

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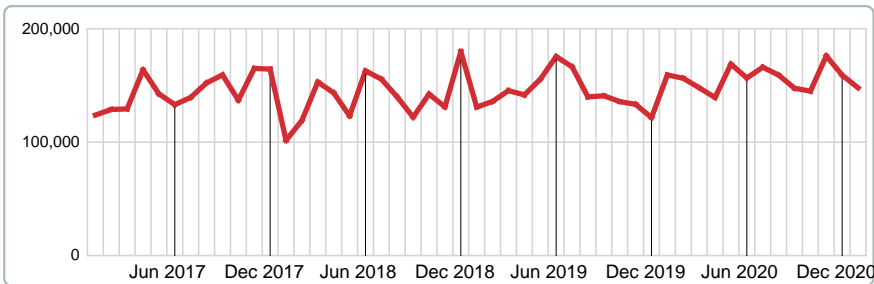
JANUARY



YEAR TO DATE (YTD)

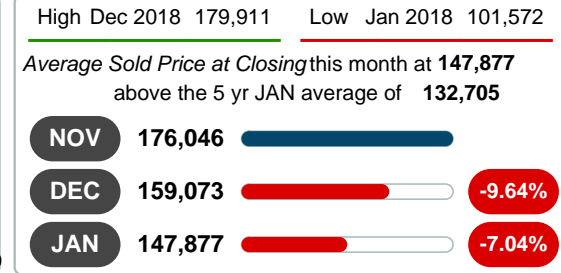


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 132,705



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	12.50%	32,738	35,500	29,975	0	0
\$50,001 - \$70,000	6.25%	61,125	55,750	66,500	0	0
\$70,001 - \$90,000	15.63%	80,510	88,500	78,513	0	0
\$90,001 - \$140,000	28.13%	118,911	110,733	119,746	125,750	0
\$140,001 - \$200,000	14.06%	163,889	164,750	151,700	193,500	0
\$200,001 - \$280,000	10.94%	228,643	0	210,000	243,750	273,000
\$280,001 and up	12.50%	367,091	0	398,750	335,431	0
Average Sold Price		147,877	84,015	140,780	246,773	273,000
Total Closed Units	100%	147,877	13	40	10	1
Total Closed Volume		9,464,125	1.09M	5.63M	2.47M	273.00K

January 2021



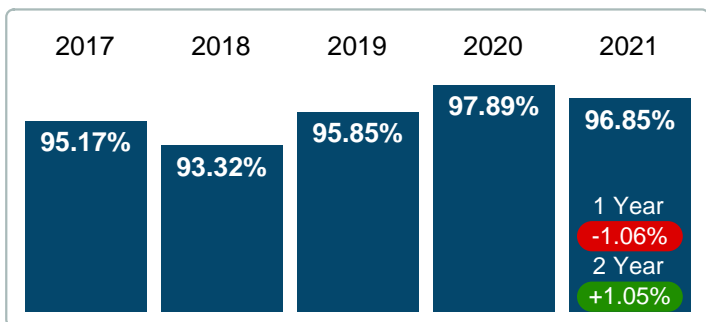
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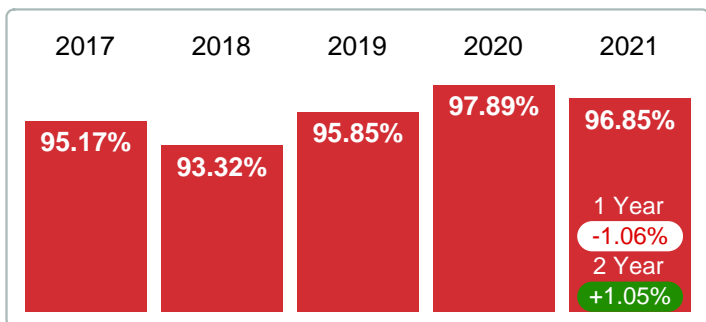
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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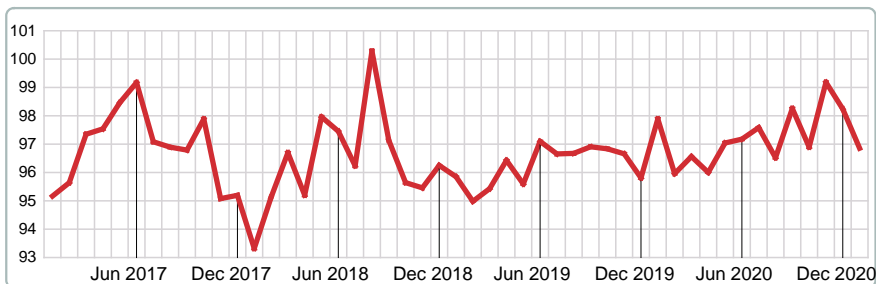
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

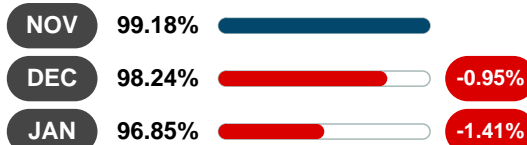


3 MONTHS

5 year JAN AVG = 95.82%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **96.85%** above the 5 yr JAN average of **95.82%**



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	8	12.50%	90.73%	89.32%	92.15%	0.00%	0.00%
\$50,001 - \$70,000	4	6.25%	89.85%	95.52%	84.17%	0.00%	0.00%
\$70,001 - \$90,000	10	15.63%	96.40%	100.00%	95.50%	0.00%	0.00%
\$90,001 - \$140,000	18	28.13%	96.69%	102.00%	95.21%	98.29%	0.00%
\$140,001 - \$200,000	9	14.06%	100.53%	101.59%	100.49%	99.55%	0.00%
\$200,001 - \$280,000	7	10.94%	103.57%	0.00%	99.29%	115.15%	97.53%
\$280,001 and up	8	12.50%	97.42%	0.00%	98.08%	96.76%	0.00%
Average Sold/List Ratio		96.90%		96.73%	95.77%	101.30%	97.53%
Total Closed Units		64	100%	13	40	10	1
Total Closed Volume		9,464,125		1.09M	5.63M	2.47M	273.00K

January 2021



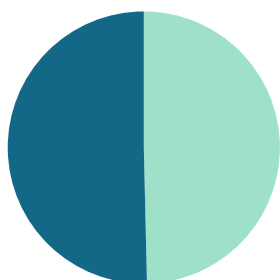
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

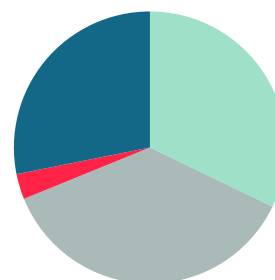


Inventory
 New Listings
67 = 49.63%
 Start Inventory
68
 Total Inventory Units
135
 Volume
\$23,708,127

Market Activity

Closed Sales
64 = 32.16%
 Pending Sales
73 = 36.68%
 Other Off Market
6 = 3.02%
 Active Inventory
56 = 28.14%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	49	64	30.61%	49	64	30.61%
Pending Sales	70	73	4.29%	70	73	4.29%
New Listings	91	67	-26.37%	91	67	-26.37%
Average List Price	162,130	151,278	-6.69%	162,130	151,278	-6.69%
Average Sale Price	159,280	147,877	-7.16%	159,280	147,877	-7.16%
Average Percent of Selling Price to List Price	97.89%	96.85%	-1.06%	97.89%	96.85%	-1.06%
Average Days on Market to Sale	36.53	31.38	-14.11%	36.53	31.38	-14.11%
Monthly Inventory	181	56	-69.06%	181	56	-69.06%
Months Supply of Inventory	2.50	0.73	-70.84%	2.50	0.73	-70.84%

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

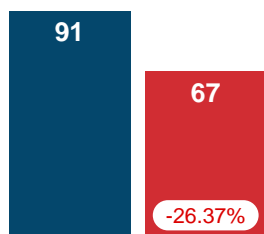
Inventory on January 31, 2021 = **56**

2020 **2021**

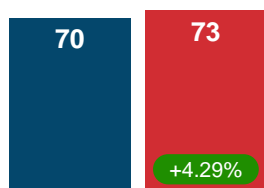
JANUARY MARKET

AVERAGE PRICES

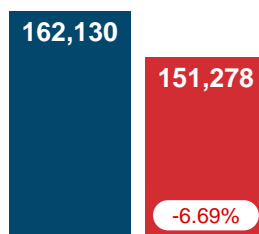
New Listings



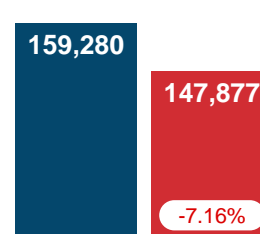
Pending Listings



List Price



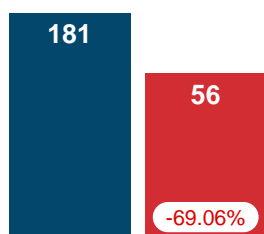
Sale Price



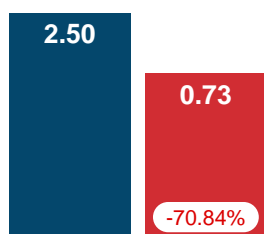
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

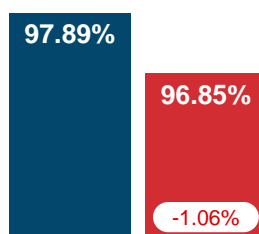
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

