

January 2021



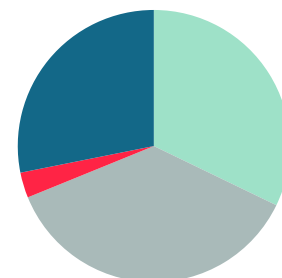
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	134,000	131,200	-2.09%
Median Sale Price	135,700	125,000	-7.89%
Median Percent of Selling Price to List Price	98.41%	98.75%	0.34%
Median Days on Market to Sale	24.00	18.50	-22.92%
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.

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 **7.89%** in January 2021 to \$125,000 versus the previous year at \$135,700.

Median Days on Market Shortens

The median number of **18.50** days that homes spent on the market before selling decreased by 5.50 days or **22.92%** in January 2021 compared to last year's same month at **24.00** DOM.

Sales Success for January 2021 is Positive

Overall, with Median 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.

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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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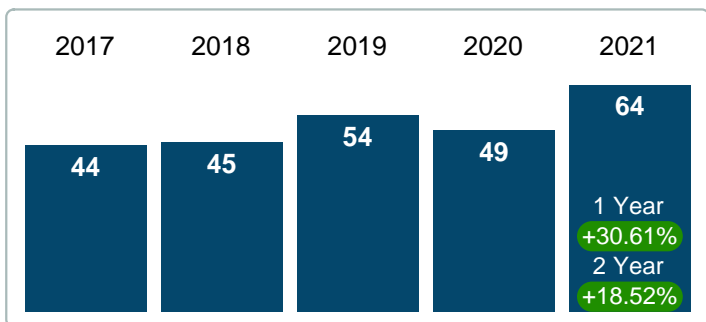
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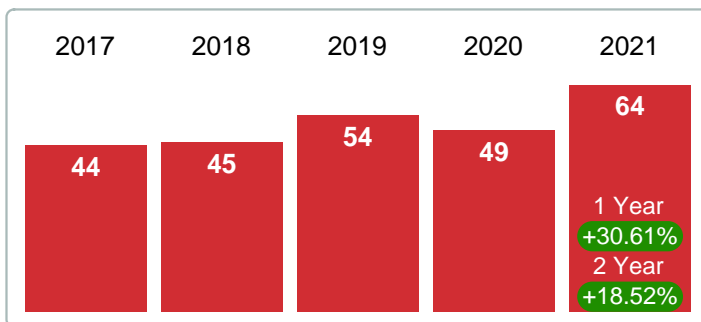
CLOSED LISTINGS

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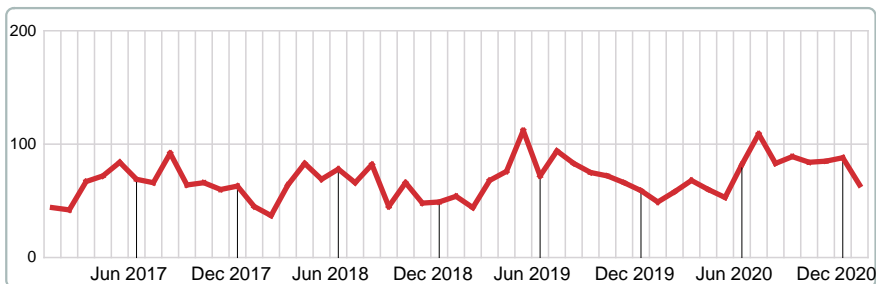
JANUARY



YEAR TO DATE (YTD)

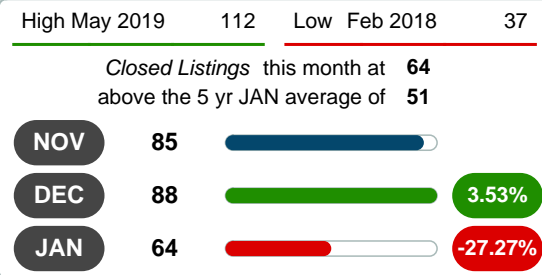


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 51



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	12.50%	32.0	4	4	0	0
\$50,001 - \$70,000	4	6.25%	69.5	2	2	0	0
\$70,001 - \$90,000	10	15.63%	5.5	2	8	0	0
\$90,001 - \$140,000	18	28.13%	8.0	3	13	2	0
\$140,001 - \$200,000	9	14.06%	7.0	2	5	2	0
\$200,001 - \$280,000	7	10.94%	60.0	0	4	2	1
\$280,001 and up	8	12.50%	26.0	0	4	4	0
Total Closed Units	64			13	40	10	1
Total Closed Volume	9,464,125	100%	18.5	1.09M	5.63M	2.47M	273.00K
Median Closed Price	\$125,000			\$88,000	\$122,500	\$243,750	\$273,000

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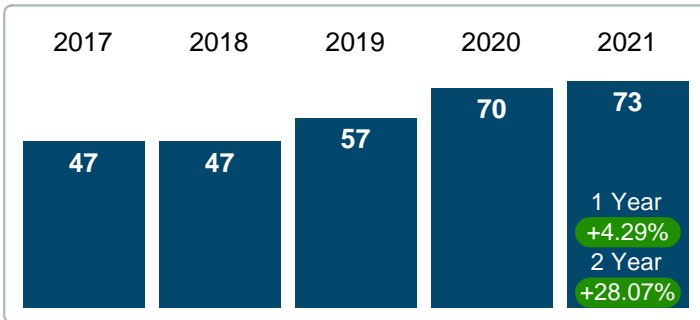
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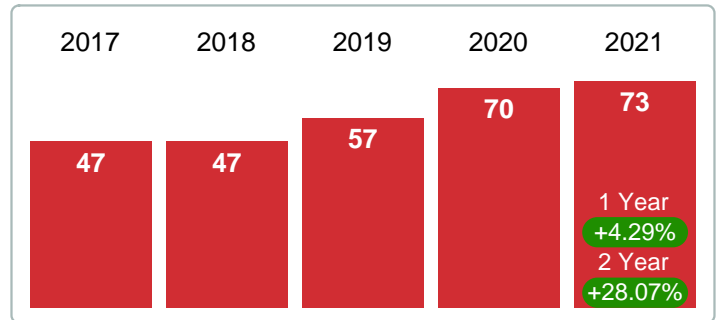
PENDING LISTINGS

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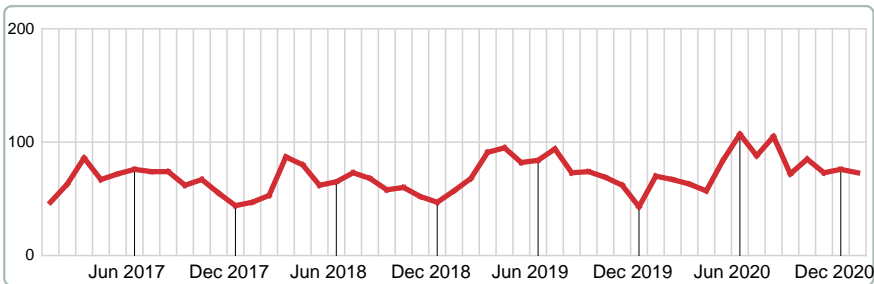
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

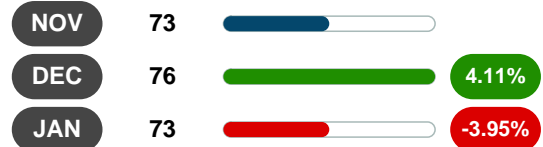


3 MONTHS

5 year JAN AVG = 59

High Jun 2020 107 Low Dec 2019 43

Pending Listings this month at 73
above the 5 yr JAN 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
\$50,000 and less	7	9.59%	49.0	1	5	1	0
\$50,001 - \$80,000	6	8.22%	19.0	2	4	0	0
\$80,001 - \$110,000	12	16.44%	5.0	1	11	0	0
\$110,001 - \$160,000	17	23.29%	5.0	1	14	2	0
\$160,001 - \$200,000	14	19.18%	6.0	0	6	8	0
\$200,001 - \$280,000	9	12.33%	3.0	0	1	7	1
\$280,001 and up	8	10.96%	24.5	0	4	3	1
Total Pending Units	73			5	45	21	2
Total Pending Volume	11,159,337	100%	6.0	347.00K	5.84M	4.38M	589.90K
Median Listing Price	\$138,500			\$60,000	\$117,900	\$190,000	\$294,950

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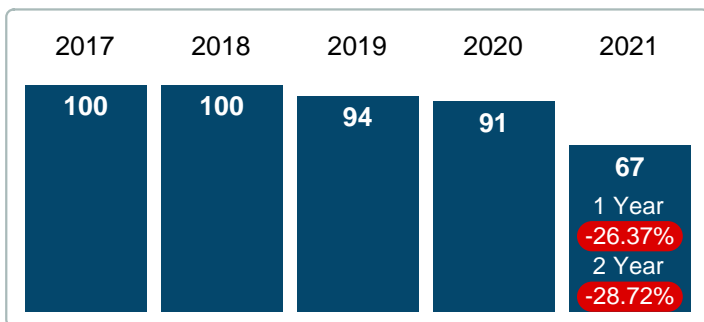
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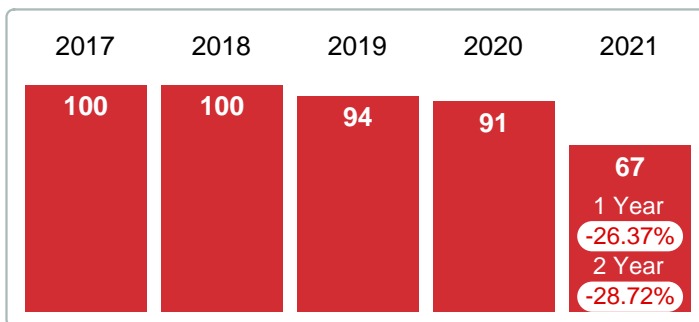
NEW LISTINGS

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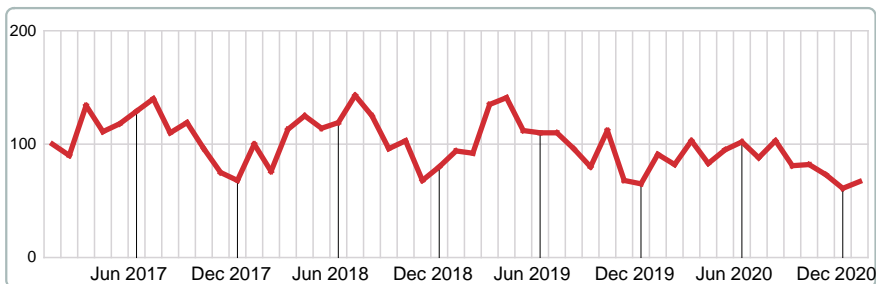
JANUARY



YEAR TO DATE (YTD)

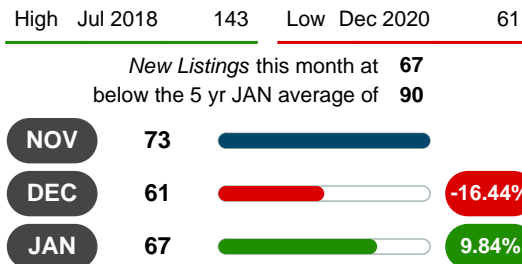


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$145,000		\$65,000	\$130,000	\$190,000	\$0

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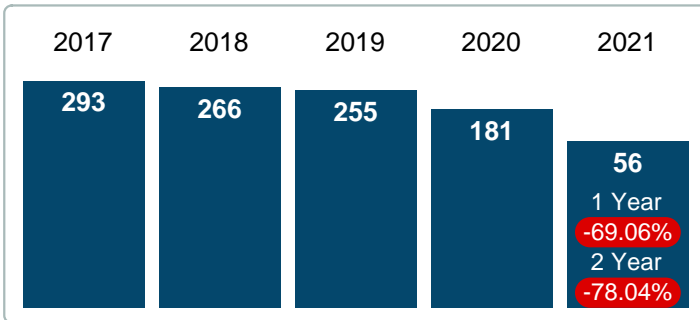
Area Delimited by County Of Washington - Residential Property Type



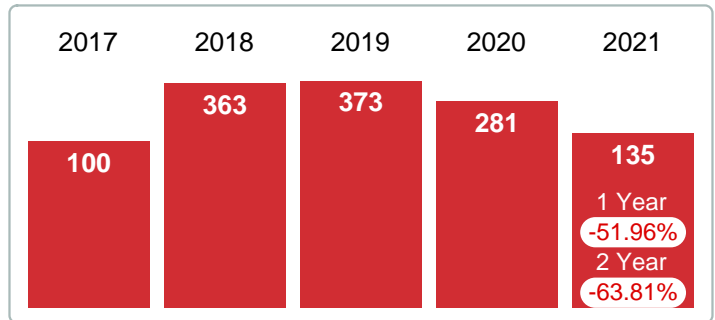
ACTIVE INVENTORY

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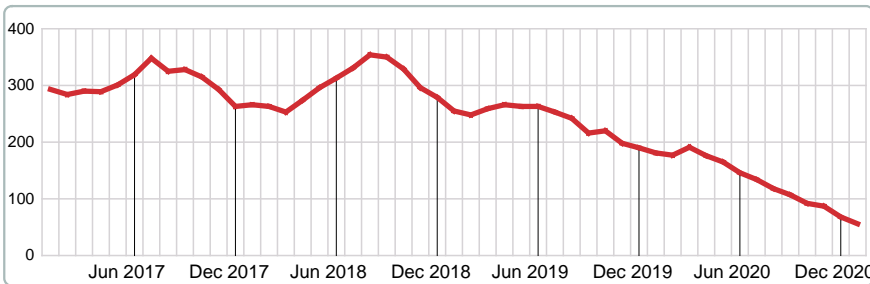
END OF JANUARY



ACTIVE DURING JANUARY

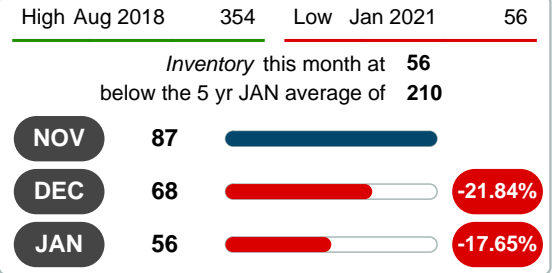


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 210



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	7.14%	81.0	2	0	2	0
\$50,001 - \$75,000	7	12.50%	24.0	4	1	2	0
\$75,001 - \$125,000	9	16.07%	69.0	1	6	2	0
\$125,001 - \$200,000	15	26.79%	17.0	0	10	5	0
\$200,001 - \$275,000	7	12.50%	45.0	1	4	2	0
\$275,001 - \$425,000	8	14.29%	111.0	0	2	5	1
\$425,001 and up	6	10.71%	131.0	0	2	3	1
Total Active Inventory by Units	56			8	25	21	2
Total Active Inventory by Volume	11,887,990	100%	61.0	630.70K	5.02M	5.09M	1.15M
Median Active Inventory Listing Price	\$163,500			\$67,450	\$149,000	\$197,500	\$573,500

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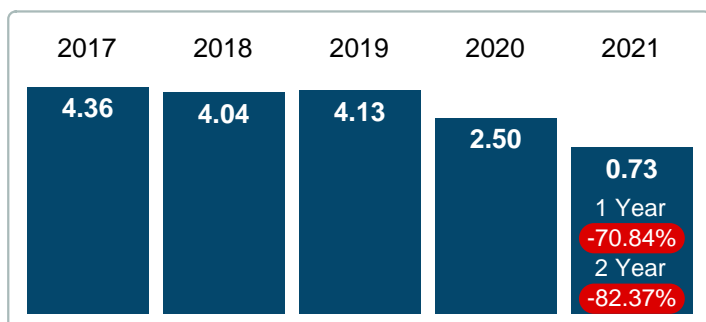
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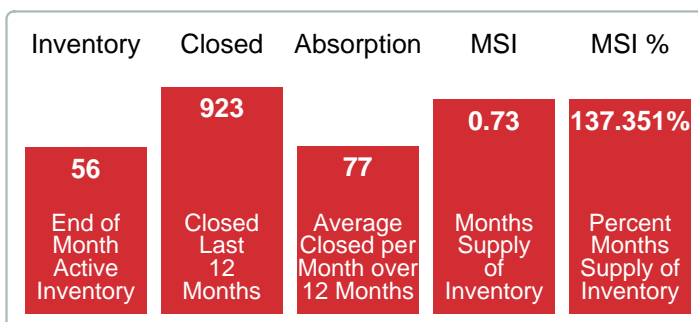
MONTHS SUPPLY of INVENTORY (MSI)

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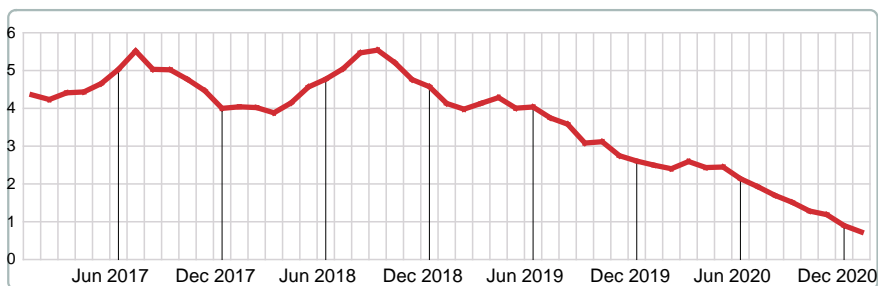
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

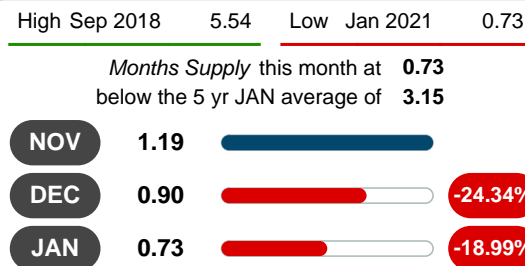


5 YEAR MARKET ACTIVITY TRENDS



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

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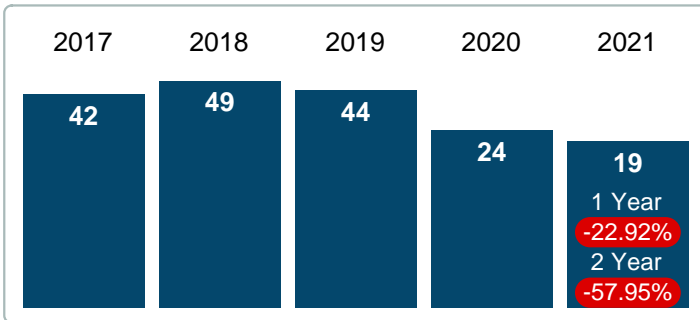
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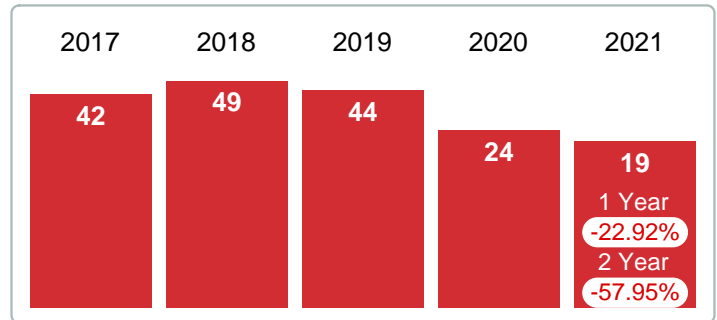
MEDIAN DAYS ON MARKET TO SALE

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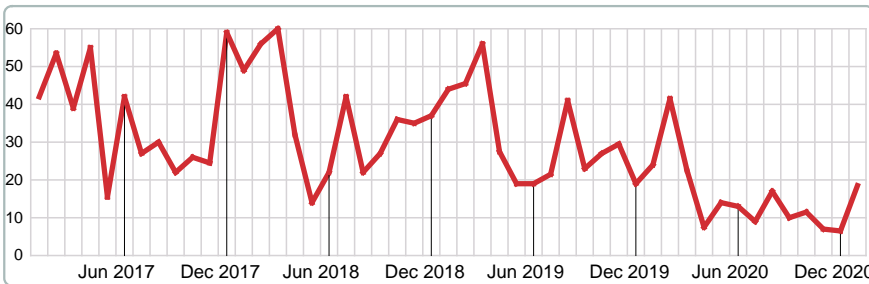
JANUARY



YEAR TO DATE (YTD)

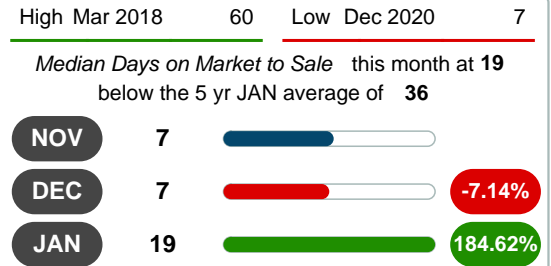


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 36



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	12.50%	32	23	43	0	0
\$50,001 - \$70,000	6.25%	70	70	53	0	0
\$70,001 - \$90,000	15.63%	6	20	6	0	0
\$90,001 - \$140,000	28.13%	8	1	17	5	0
\$140,001 - \$200,000	14.06%	7	50	4	6	0
\$200,001 - \$280,000	10.94%	60	0	45	46	99
\$280,001 and up	12.50%	26	0	20	32	0
Median Closed DOM		19	33	19	14	99
Total Closed Units	100%	18.5	13	40	10	1
Total Closed Volume		9,464,125	1.09M	5.63M	2.47M	273.00K

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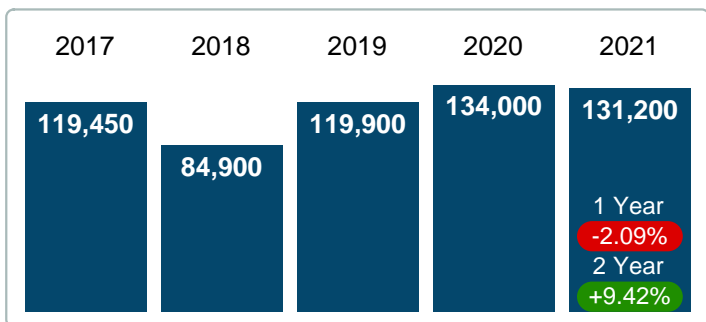
Area Delimited by County Of Washington - Residential Property Type



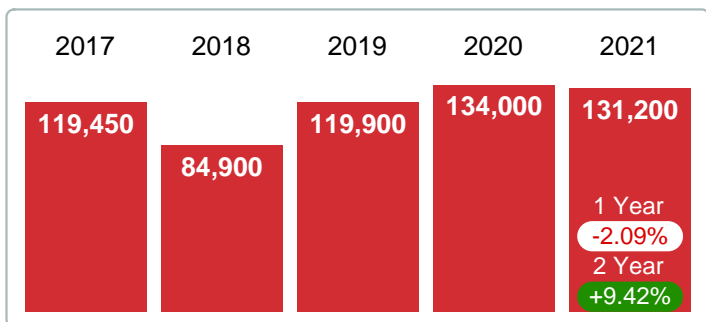
MEDIAN LIST PRICE AT CLOSING

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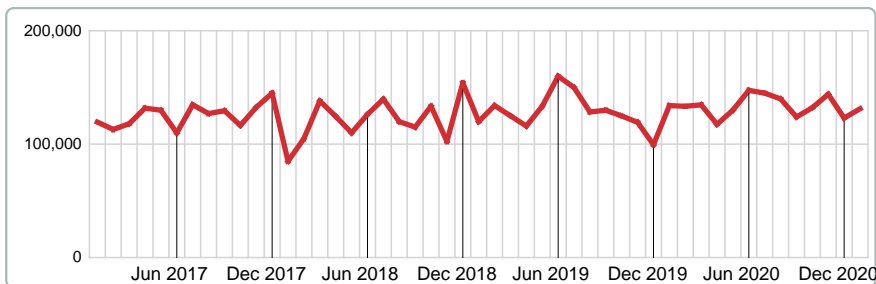
JANUARY



YEAR TO DATE (YTD)

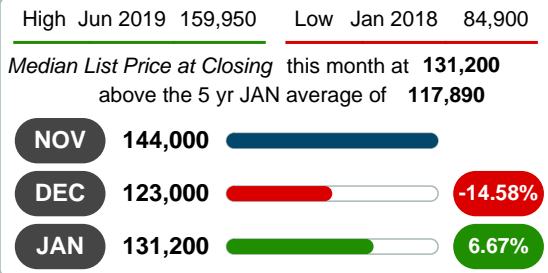


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 117,890



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	6	9.38%	29,950	33,000	24,000	0	0
\$50,001 - \$70,000	4	6.25%	56,950	54,900	59,000	0	0
\$70,001 - \$90,000	12	18.75%	80,300	88,500	79,950	0	0
\$90,001 - \$140,000	20	31.25%	131,200	115,750	131,200	127,750	0
\$140,001 - \$200,000	8	12.50%	179,500	189,000	145,250	189,900	0
\$200,001 - \$280,000	6	9.38%	216,500	0	213,500	259,900	279,900
\$280,001 and up	8	12.50%	350,000	0	355,000	349,500	0
Median List Price			131,200	88,000	129,450	229,450	279,900
Total Closed Units		100%	131,200	13	40	10	1
Total Closed Volume			9,681,799	1.11M	5.83M	2.46M	279.90K

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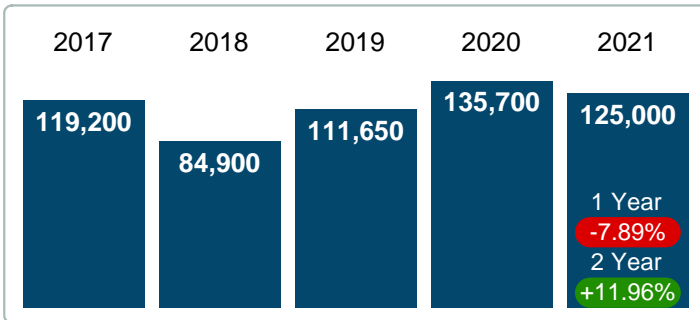
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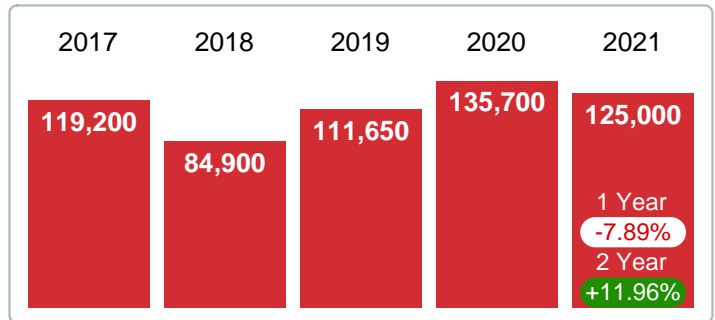
MEDIAN SOLD PRICE AT CLOSING

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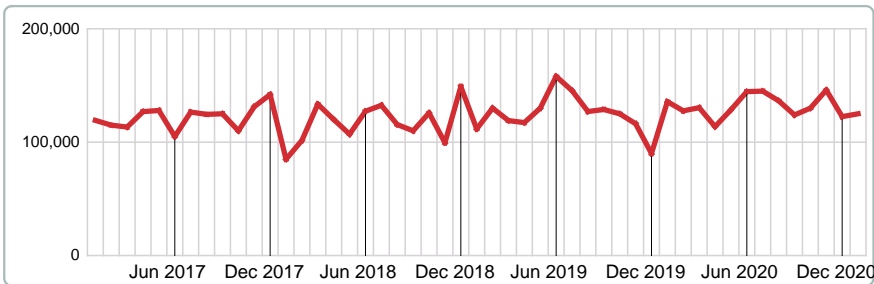
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 115,290

High Jun 2019 158,000 Low Jan 2018 84,900

Median Sold Price at Closing this month at **125,000**
 above the 5 yr JAN average of **115,290**



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	12.50%	28,950	32,500	24,950	0	0
\$50,001 - \$70,000	6.25%	62,500	55,750	66,500	0	0
\$70,001 - \$90,000	15.63%	79,800	88,500	78,500	0	0
\$90,001 - \$140,000	28.13%	122,500	100,700	125,000	125,750	0
\$140,001 - \$200,000	14.06%	146,500	164,750	146,000	193,500	0
\$200,001 - \$280,000	10.94%	215,000	0	209,500	243,750	273,000
\$280,001 and up	12.50%	350,000	0	355,000	350,000	0
Median Sold Price		125,000	88,000	122,500	243,750	273,000
Total Closed Units	100%	125,000	13	40	10	1
Total Closed Volume		9,464,125	1.09M	5.63M	2.47M	273.00K

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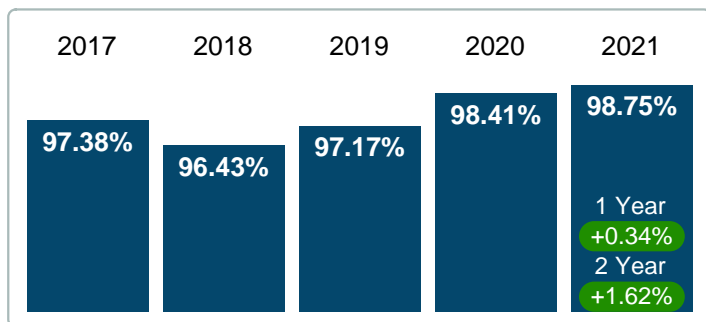
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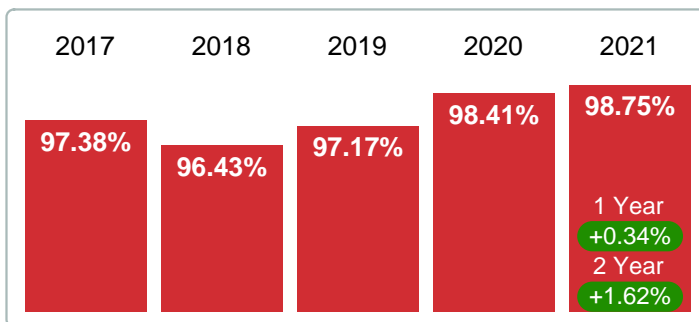
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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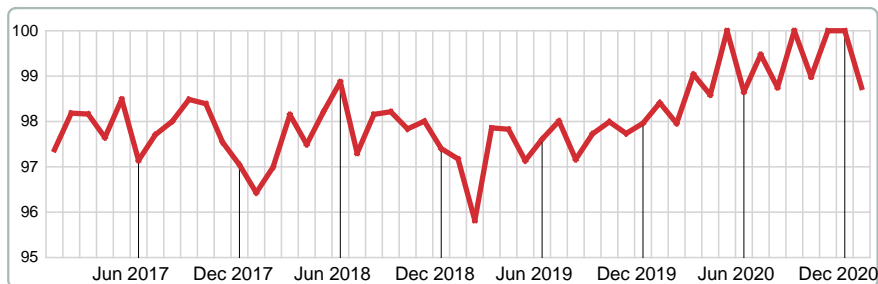
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

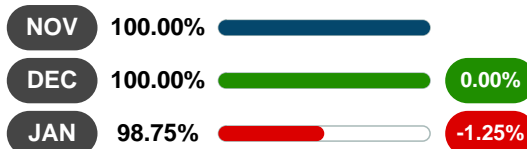


3 MONTHS

5 year JAN AVG = 97.63%

High Dec 2020 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **98.75%**
above the 5 yr JAN 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	8	12.50%	90.54%	90.54%	92.37%	0.00%	0.00%
\$50,001 - \$70,000	4	6.25%	88.02%	95.52%	84.17%	0.00%	0.00%
\$70,001 - \$90,000	10	15.63%	98.25%	100.00%	95.74%	0.00%	0.00%
\$90,001 - \$140,000	18	28.13%	98.29%	100.00%	95.00%	98.29%	0.00%
\$140,001 - \$200,000	9	14.06%	101.11%	101.59%	101.38%	99.55%	0.00%
\$200,001 - \$280,000	7	10.94%	100.00%	0.00%	99.31%	115.15%	97.53%
\$280,001 and up	8	12.50%	100.00%	0.00%	100.00%	97.14%	0.00%
Median Sold/List Ratio		98.75%		100.00%	98.12%	100.14%	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



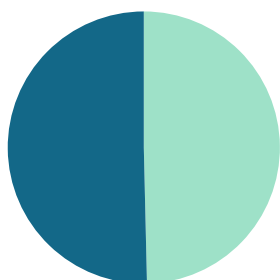
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

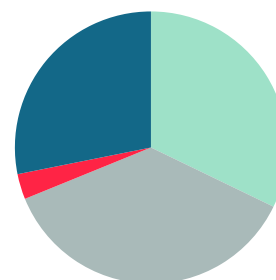


Inventory
 New Listings
67 = 49.63%
 Start Inventory
68
 Total Inventory Units
135
 Volume
\$23,708,127

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%
Median List Price	134,000	131,200	-2.09%	134,000	131,200	-2.09%
Median Sale Price	135,700	125,000	-7.89%	135,700	125,000	-7.89%
Median Percent of Selling Price to List Price	98.41%	98.75%	0.34%	98.41%	98.75%	0.34%
Median Days on Market to Sale	24.00	18.50	-22.92%	24.00	18.50	-22.92%
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

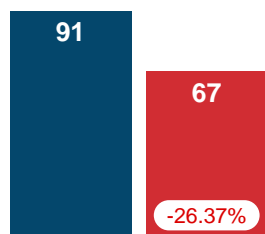
Inventory on January 31, 2021 = **56**

2020 **2021**

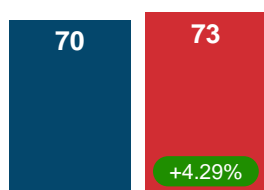
JANUARY MARKET

MEDIAN PRICES

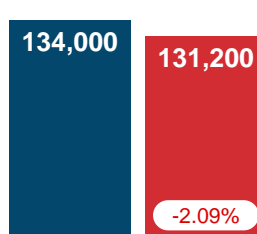
New Listings



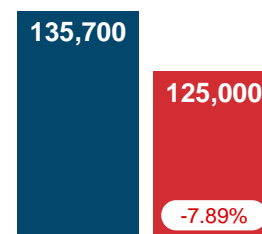
Pending Listings



List Price



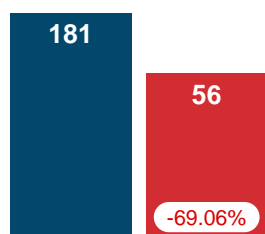
Sale Price



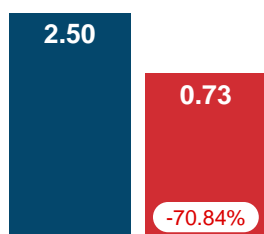
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

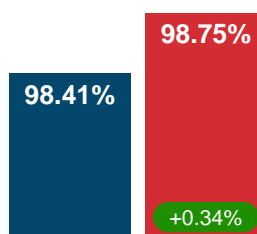
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

