

June 2021



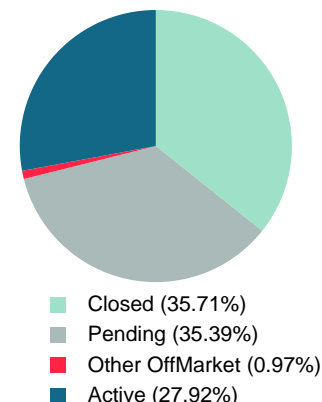
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	June 2021	+/-%
Closed Listings	82	110	34.15%
Pending Listings	107	109	1.87%
New Listings	102	111	8.82%
Average List Price	160,001	180,834	13.02%
Average Sale Price	156,593	181,592	15.96%
Average Percent of Selling Price to List Price	97.18%	99.40%	2.29%
Average Days on Market to Sale	29.13	14.33	-50.82%
End of Month Inventory	146	86	-41.10%
Months Supply of Inventory	2.14	1.02	-52.52%



Absorption: Last 12 months, an Average of **85** Sales/Month
Active Inventory as of June 30, 2021 = **86**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2021 decreased **41.10%** to 86 existing homes available for sale. Over the last 12 months this area has had an average of 85 closed sales per month. This represents an unsold inventory index of **1.02** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **15.96%** in June 2021 to \$181,592 versus the previous year at \$156,593.

Average Days on Market Shortens

The average number of **14.33** days that homes spent on the market before selling decreased by 14.81 days or **50.82%** in June 2021 compared to last year's same month at **29.13** DOM.

Sales Success for June 2021 is Positive

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

There were 111 New Listings in June 2021, up **8.82%** from last year at 102. Furthermore, there were 110 Closed Listings this month versus last year at 82, a **34.15%** increase.

Closed versus Listed trends yielded a **99.1%** ratio, up from previous year's, June 2020, at **80.4%**, a **23.27%** 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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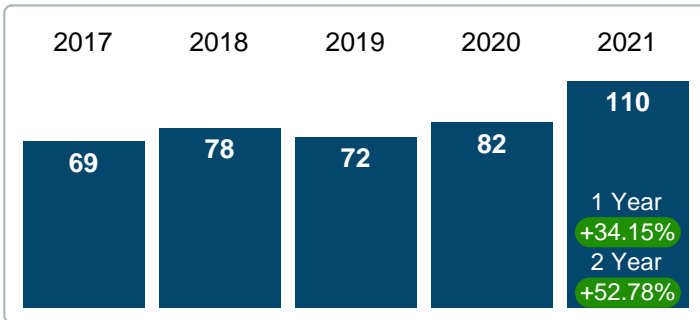
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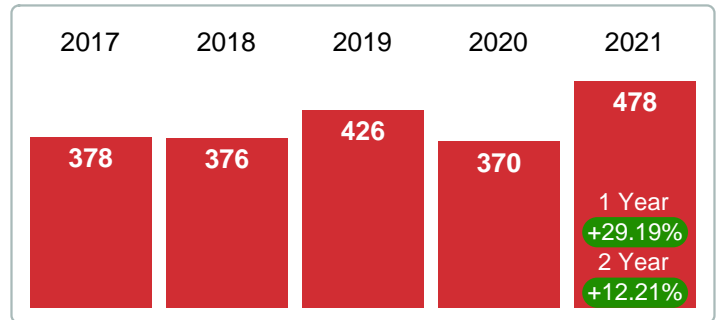
CLOSED LISTINGS

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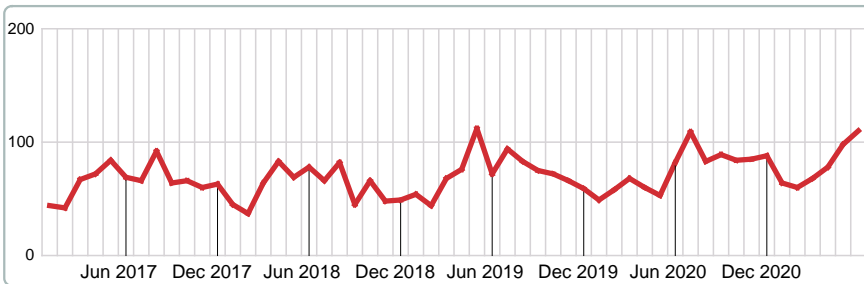
JUNE



YEAR TO DATE (YTD)

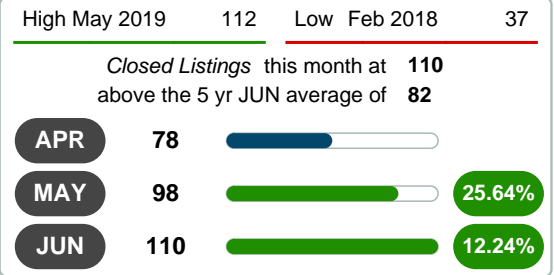


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 82



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	9	8.18%	27.2	4	4	1	0
\$50,001 - \$75,000	14	12.73%	30.6	9	5	0	0
\$75,001 - \$100,000	10	9.09%	11.2	0	9	0	1
\$100,001 - \$175,000	30	27.27%	13.4	4	26	0	0
\$175,001 - \$225,000	17	15.45%	8.2	0	11	4	2
\$225,001 - \$350,000	19	17.27%	5.8	0	4	13	2
\$350,001 and up	11	10.00%	12.7	0	1	5	5
Total Closed Units	110			17	60	23	10
Total Closed Volume	19,975,152	100%	14.3	1.23M	8.79M	6.45M	3.50M
Average Closed Price	\$181,592			\$72,576	\$146,563	\$280,539	\$349,518

June 2021



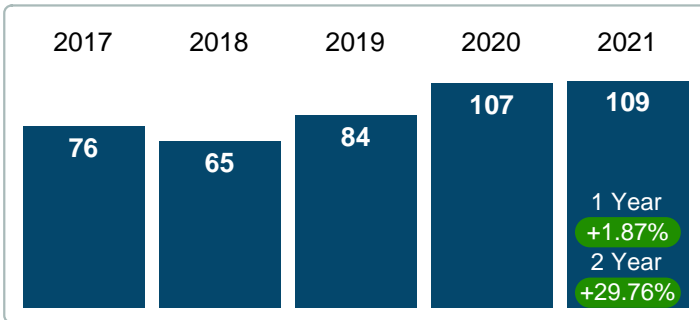
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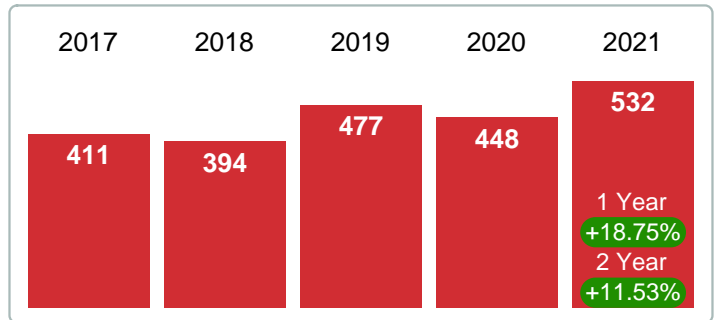
PENDING LISTINGS

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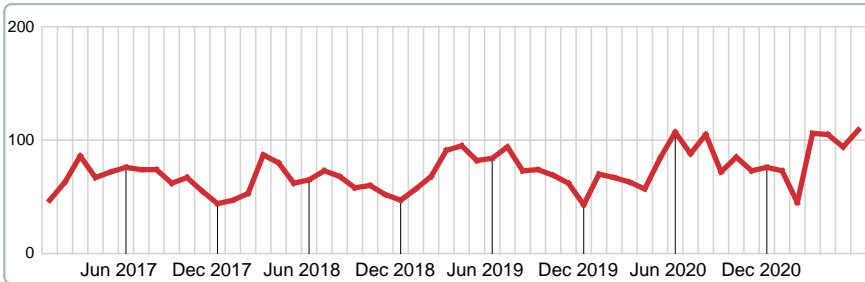
JUNE



YEAR TO DATE (YTD)

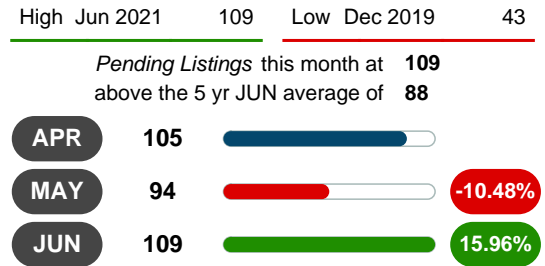


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 88



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	10	9.17%	15.7	3	6	1	0
\$50,001 - \$75,000	14	12.84%	48.5	5	8	1	0
\$75,001 - \$100,000	10	9.17%	14.7	0	10	0	0
\$100,001 - \$175,000	30	27.52%	18.0	3	26	1	0
\$175,001 - \$225,000	16	14.68%	10.8	1	9	5	1
\$225,001 - \$325,000	16	14.68%	13.4	0	5	9	2
\$325,001 and up	13	11.93%	34.4	1	1	8	3
Total Pending Units	109			13	65	25	6
Total Pending Volume	19,523,790	100%	22.1	1.44M	8.67M	7.33M	2.08M
Average Listing Price	\$178,904			\$110,554	\$133,455	\$293,140	\$347,250

June 2021



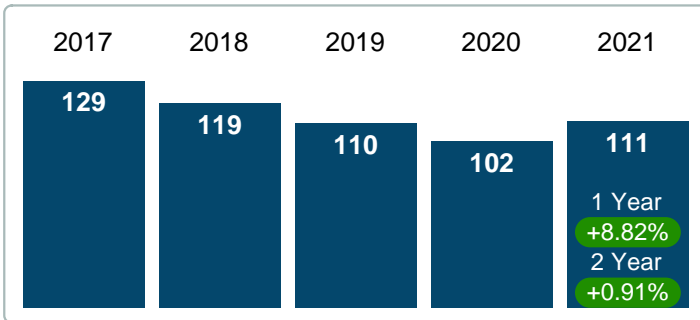
Area Delimited by County Of Washington - Residential Property Type



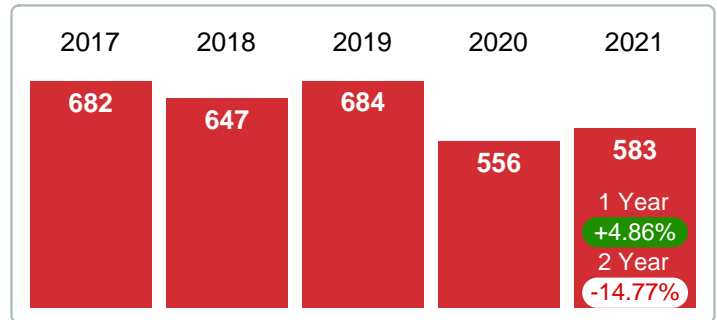
NEW LISTINGS

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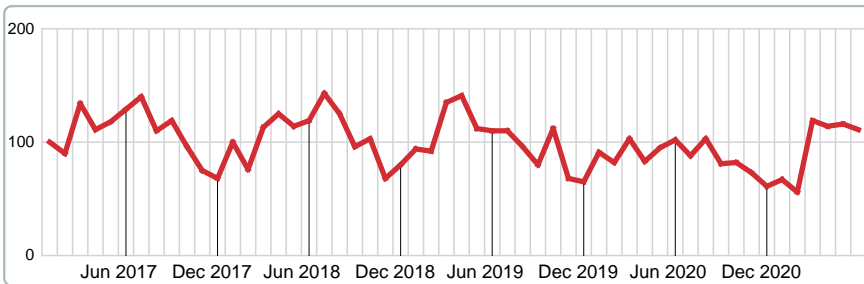
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

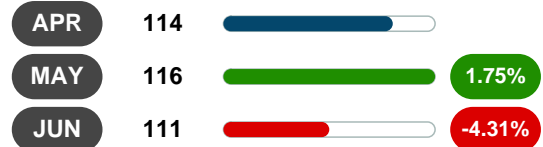


3 MONTHS

5 year JUN AVG = 114

High Jul 2018 143 Low Feb 2021 56

New Listings this month at 111
below the 5 yr JUN average of 114



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	9	8.11%	2	6	1	0
\$50,001 - \$75,000	10	9.01%	1	9	0	0
\$75,001 - \$125,000	22	19.82%	3	18	1	0
\$125,001 - \$175,000	20	18.02%	1	17	1	1
\$175,001 - \$225,000	20	18.02%	1	11	7	1
\$225,001 - \$400,000	19	17.12%	1	5	11	2
\$400,001 and up	11	9.91%	0	3	4	4
Total New Listed Units	111		9	69	25	8
Total New Listed Volume	23,711,698	100%	1.19M	11.25M	8.13M	3.14M
Average New Listed Listing Price	\$199,516		\$132,433	\$162,984	\$325,336	\$392,563

June 2021



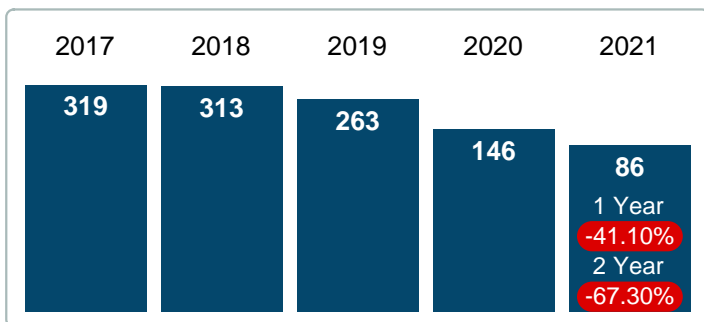
Area Delimited by County Of Washington - Residential Property Type



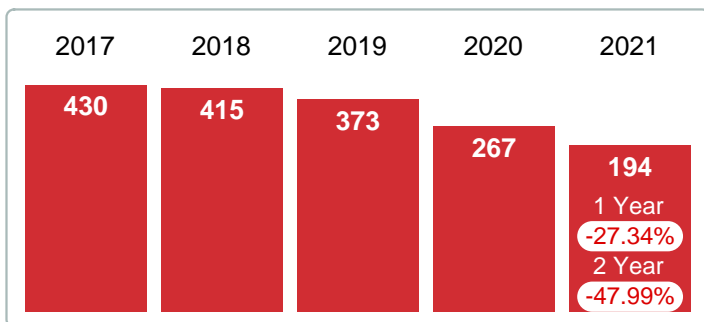
ACTIVE INVENTORY

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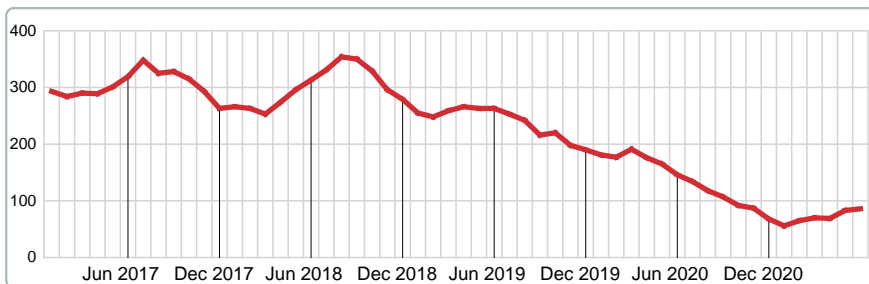
END OF JUNE



ACTIVE DURING JUNE

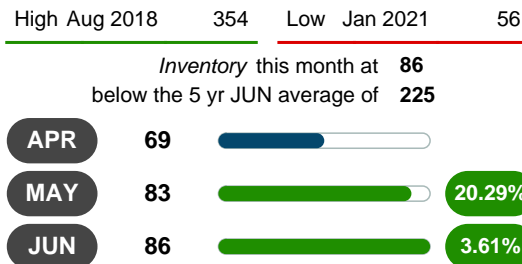


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 225



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	8	9.30%	59.4	3	5	0	0
\$50,001 - \$75,000	7	8.14%	60.3	3	4	0	0
\$75,001 - \$125,000	16	18.60%	32.5	3	10	3	0
\$125,001 - \$225,000	22	25.58%	26.6	0	15	6	1
\$225,001 - \$375,000	11	12.79%	33.8	1	2	6	2
\$375,001 - \$625,000	13	15.12%	53.7	0	0	10	3
\$625,001 and up	9	10.47%	59.1	1	4	2	2
Total Active Inventory by Units	86			11	40	27	8
Total Active Inventory by Volume	23,332,408	100%	41.9	1.76M	7.98M	10.03M	3.57M
Average Active Inventory Listing Price	\$271,307			\$160,318	\$199,378	\$371,382	\$445,813

June 2021



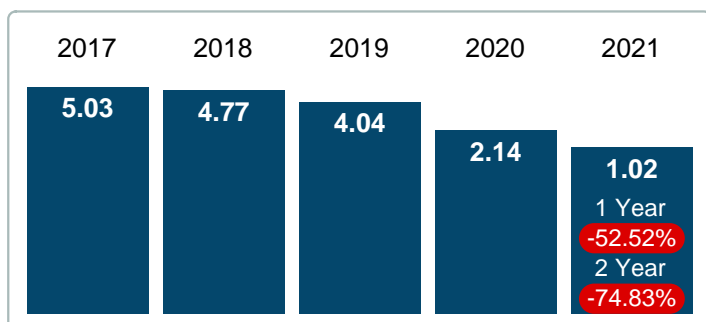
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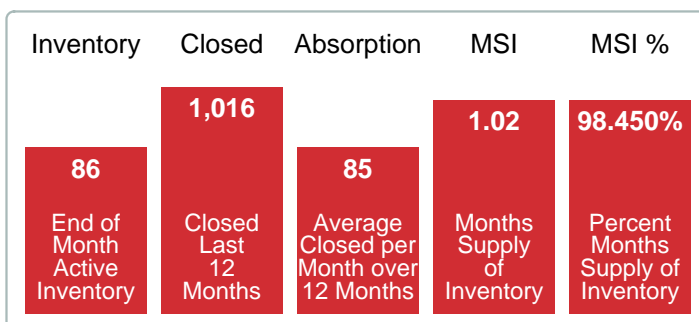
MONTHS SUPPLY of INVENTORY (MSI)

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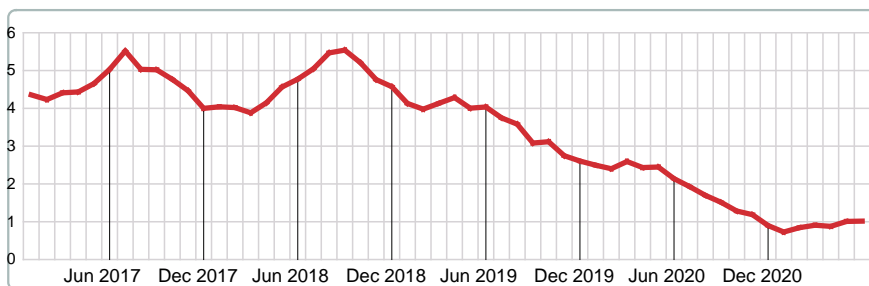
MSI FOR JUNE



INDICATORS FOR JUNE 2021

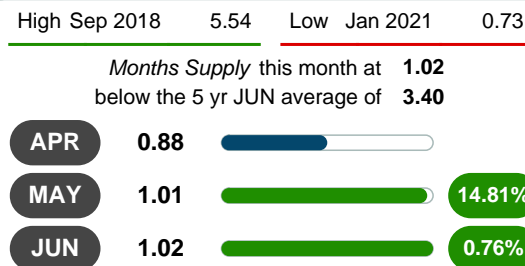


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 3.40



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	8	9.30%	0.95	0.78	1.18	0.00	0.00
\$50,001 - \$75,000	7	8.14%	0.84	0.95	0.91	0.00	0.00
\$75,001 - \$125,000	16	18.60%	0.83	1.16	0.68	1.64	0.00
\$125,001 - \$225,000	22	25.58%	0.73	0.00	0.81	0.65	0.80
\$225,001 - \$375,000	11	12.79%	0.71	2.40	0.49	0.62	1.50
\$375,001 - \$625,000	13	15.12%	5.20	0.00	0.00	8.57	4.00
\$625,001 and up	9	10.47%	12.00	0.00	16.00	4.80	24.00
Market Supply of Inventory (MSI)			1.02	0.99	0.86	1.16	2.29
Total Active Inventory by Units		100%	1.02	11	40	27	8

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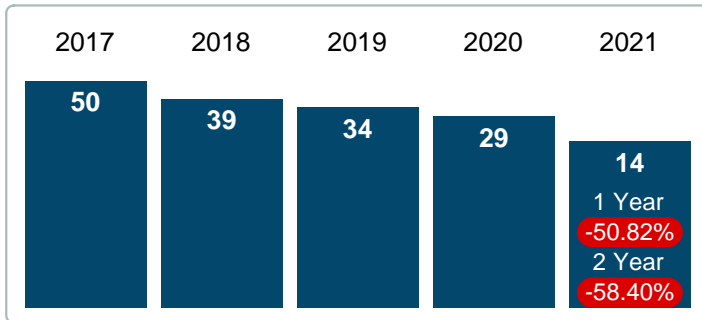
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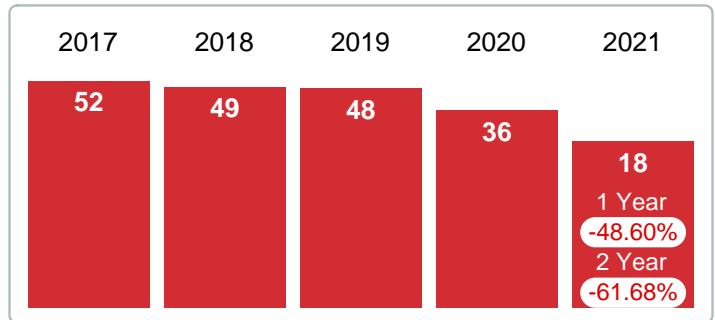
AVERAGE DAYS ON MARKET TO SALE

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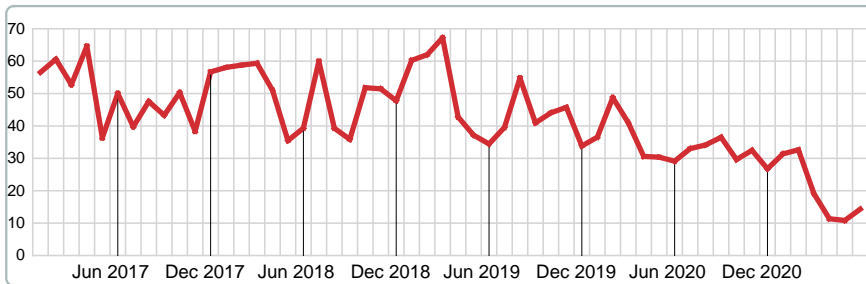
JUNE



YEAR TO DATE (YTD)

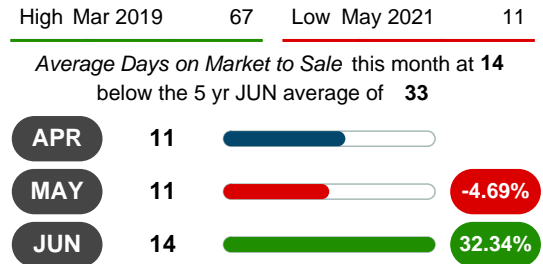


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 33



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	8.18%	27	9	13	159	0
\$50,001 - \$75,000	12.73%	31	20	49	0	0
\$75,001 - \$100,000	9.09%	11	0	12	0	7
\$100,001 - \$175,000	27.27%	13	8	14	0	0
\$175,001 - \$225,000	15.45%	8	0	11	3	4
\$225,001 - \$350,000	17.27%	6	0	7	6	3
\$350,001 and up	10.00%	13	0	33	3	19
Average Closed DOM		14	15	16	11	11
Total Closed Units	100%	14	17	60	23	10
Total Closed Volume		19,975,152	1.23M	8.79M	6.45M	3.50M

June 2021



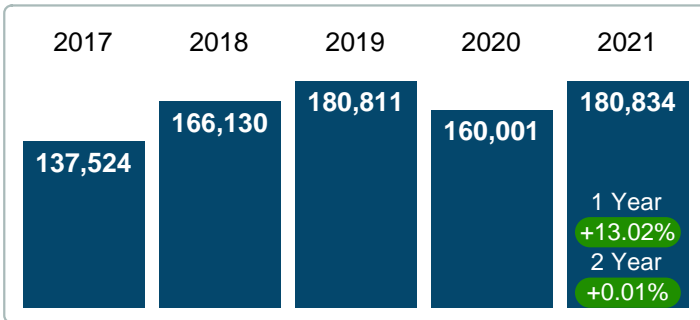
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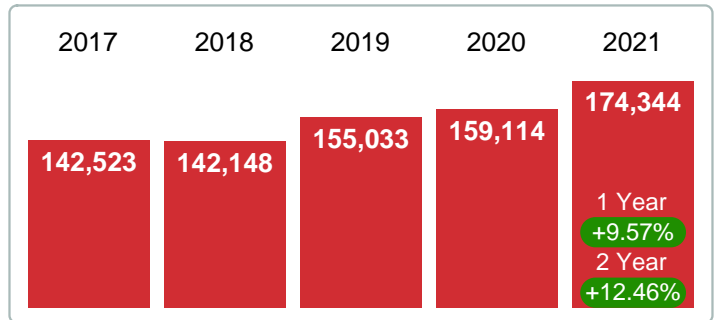
AVERAGE LIST PRICE AT CLOSING

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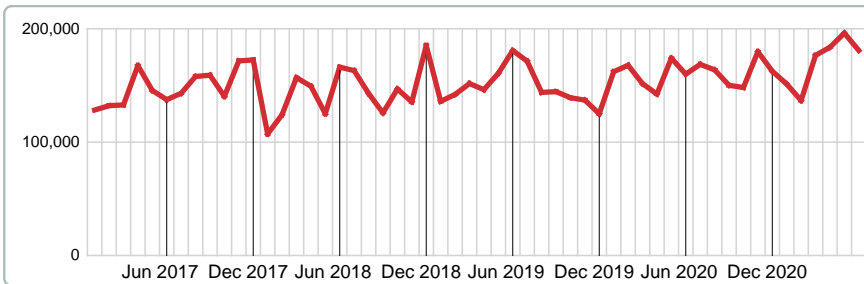
JUNE



YEAR TO DATE (YTD)

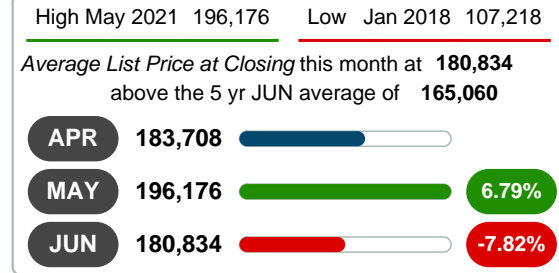


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 165,060



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	8.18%	35,133	38,725	32,825	30,000	0
\$50,001 - \$75,000	12.73%	66,800	65,367	70,880	0	0
\$75,001 - \$100,000	9.09%	83,480	0	83,033	0	80,000
\$100,001 - \$175,000	30.00%	138,667	124,875	136,596	0	0
\$175,001 - \$225,000	12.73%	203,406	0	201,809	192,500	191,389
\$225,001 - \$350,000	18.18%	278,135	0	249,125	273,185	337,400
\$350,001 and up	9.09%	481,916	0	774,900	413,410	463,441
Average List Price		180,834	73,100	146,263	279,063	345,478
Total Closed Units	100%	110	17	60	23	10
Total Closed Volume		19,891,734	1.24M	8.78M	6.42M	3.45M

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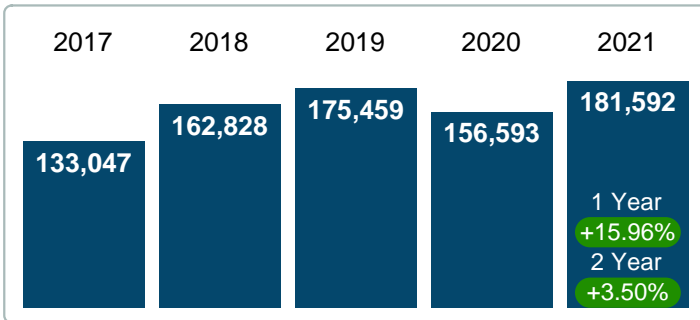
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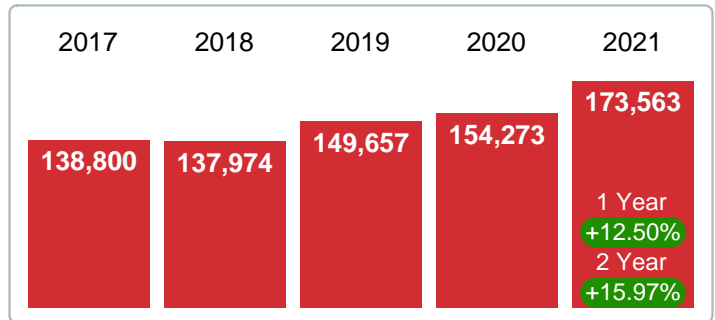
AVERAGE SOLD PRICE AT CLOSING

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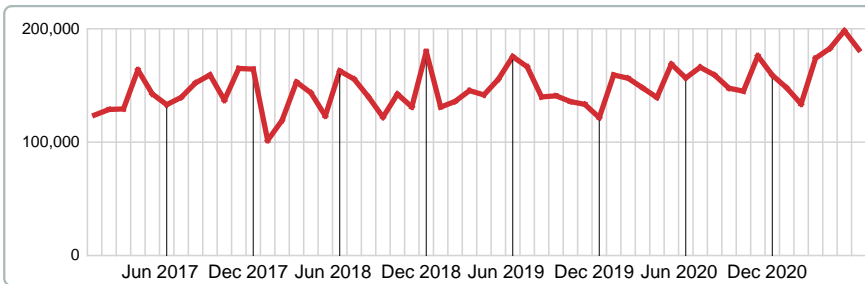
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YEAR TO DATE (YTD)

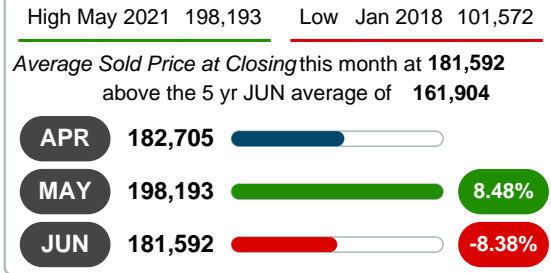


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 161,904



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	8.18%	31,111	34,875	31,375	15,000	0
\$50,001 - \$75,000	12.73%	65,045	64,811	65,465	0	0
\$75,001 - \$100,000	9.09%	84,240	0	84,156	0	85,000
\$100,001 - \$175,000	27.27%	136,751	127,750	138,136	0	0
\$175,001 - \$225,000	15.45%	198,941	0	203,136	193,875	186,000
\$225,001 - \$350,000	17.27%	274,289	0	251,875	271,385	338,000
\$350,001 and up	10.00%	476,917	0	750,000	426,781	472,436
Average Sold Price		181,592	72,576	146,563	280,539	349,518
Total Closed Units	100%	110	17	60	23	10
Total Closed Volume		19,975,152	1.23M	8.79M	6.45M	3.50M

June 2021



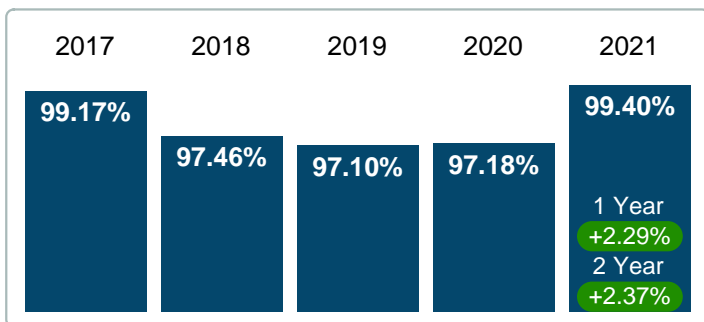
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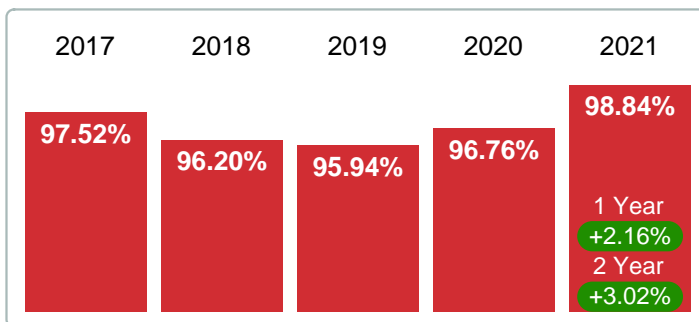
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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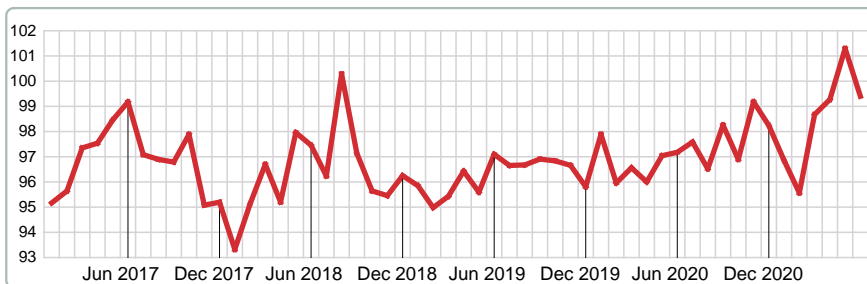
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

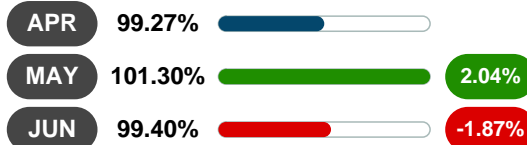


3 MONTHS

5 year JUN AVG = 98.06%

High May 2021 101.30% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **99.40%**
above the 5 yr JUN average of **98.06%**



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	9	8.18%	87.66%	86.78%	97.94%	50.00%	0.00%
\$50,001 - \$75,000	14	12.73%	96.98%	99.41%	92.59%	0.00%	0.00%
\$75,001 - \$100,000	10	9.09%	101.94%	0.00%	101.46%	0.00%	106.25%
\$100,001 - \$175,000	30	27.27%	101.28%	102.02%	101.16%	0.00%	0.00%
\$175,001 - \$225,000	17	15.45%	100.39%	0.00%	100.79%	100.62%	97.77%
\$225,001 - \$350,000	19	17.27%	99.90%	0.00%	101.16%	99.47%	100.18%
\$350,001 and up	11	10.00%	102.26%	0.00%	96.79%	103.37%	102.25%
Average Sold/List Ratio		99.40%		97.05%	100.14%	98.37%	101.34%
Total Closed Units		110	100%	17	60	23	10
Total Closed Volume		19,975,152		1.23M	8.79M	6.45M	3.50M

June 2021



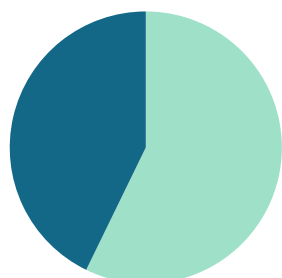
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

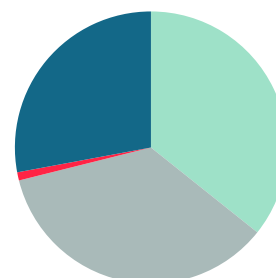


Inventory
 New Listings
111 = 57.22%
 Start Inventory
83
 Total Inventory Units
194
 Volume
\$44,087,048

Market Activity

Closed Sales
110 = 35.71%
 Pending Sales
109 = 35.39%
 Other Off Market
3 = 0.97%
 Active Inventory
86 = 27.92%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	82	110	34.15%	370	478	29.19%
Pending Sales	107	109	1.87%	448	532	18.75%
New Listings	102	111	8.82%	556	583	4.86%
Average List Price	160,001	180,834	13.02%	159,114	174,344	9.57%
Average Sale Price	156,593	181,592	15.96%	154,273	173,563	12.50%
Average Percent of Selling Price to List Price	97.18%	99.40%	2.29%	96.76%	98.84%	2.16%
Average Days on Market to Sale	29.13	14.33	-50.82%	35.78	18.39	-48.60%
Monthly Inventory	146	86	-41.10%	146	86	-41.10%
Months Supply of Inventory	2.14	1.02	-52.52%	2.14	1.02	-52.52%

Absorption: Last 12 months, an Average of **85** Sales/Month

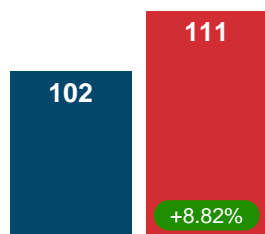
Inventory on June 30, 2021 = **86**

2020 **2021**

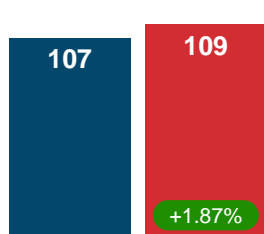
JUNE MARKET

AVERAGE PRICES

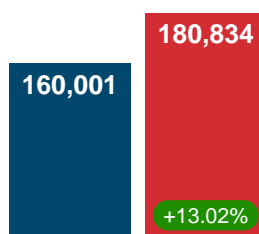
New Listings



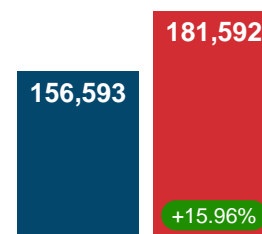
Pending Listings



List Price



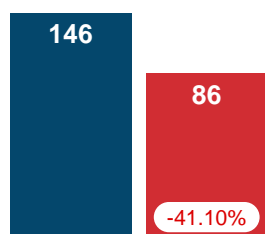
Sale Price



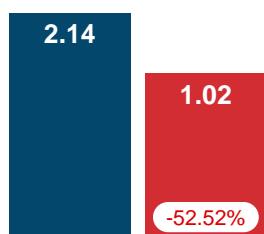
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

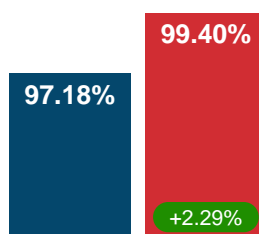
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

