

March 2021



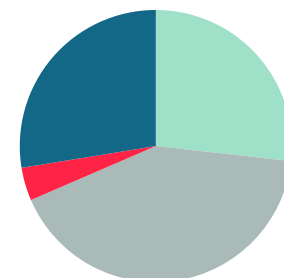
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	March 2021	+/-%
Closed Listings	68	68	0.00%
Pending Listings	63	106	68.25%
New Listings	103	119	15.53%
Average List Price	151,601	176,541	16.45%
Average Sale Price	147,923	173,971	17.61%
Average Percent of Selling Price to List Price	96.56%	98.67%	2.19%
Average Days on Market to Sale	41.01	19.15	-53.32%
End of Month Inventory	191	70	-63.35%
Months Supply of Inventory	2.59	0.91	-64.98%



■ Closed (26.77%)
■ Pending (41.73%)
■ Other OffMarket (3.94%)
■ Active (27.56%)

Absorption: Last 12 months, an Average of **77** Sales/Month
Active Inventory as of March 31, 2021 = **70**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **63.35%** to 70 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 **0.91** 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 **17.61%** in March 2021 to \$173,971 versus the previous year at \$147,923.

Average Days on Market Shortens

The average number of **19.15** days that homes spent on the market before selling decreased by 21.87 days or **53.32%** in March 2021 compared to last year's same month at **41.01** DOM.

Sales Success for March 2021 is Positive

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

There were 119 New Listings in March 2021, up **15.53%** from last year at 103. Furthermore, there were 68 Closed Listings this month versus last year at 68, a **0.00%** decrease.

Closed versus Listed trends yielded a **57.1%** ratio, down from previous year's, March 2020, at **66.0%**, a **13.45%** downswing. This will certainly create pressure on a decreasing Monthly 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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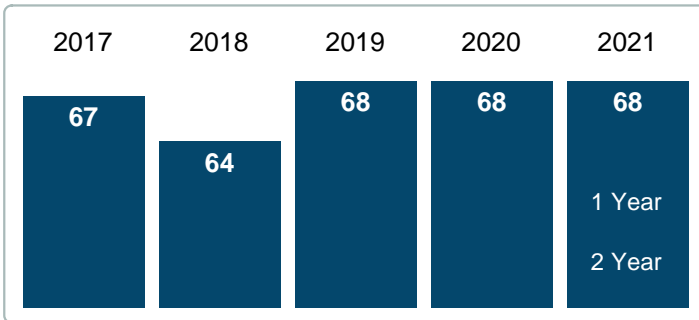
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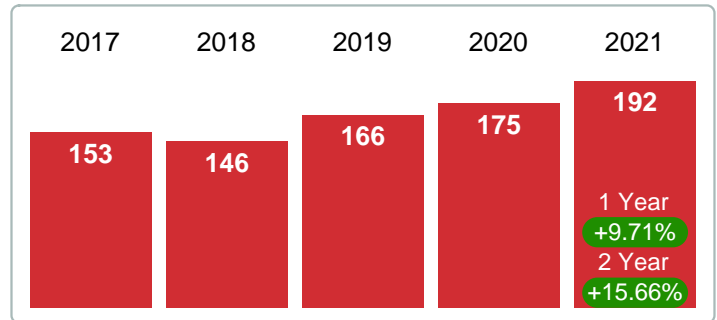
CLOSED LISTINGS

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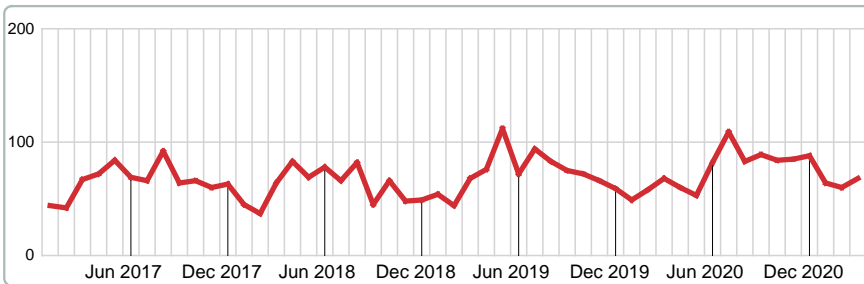
MARCH



YEAR TO DATE (YTD)

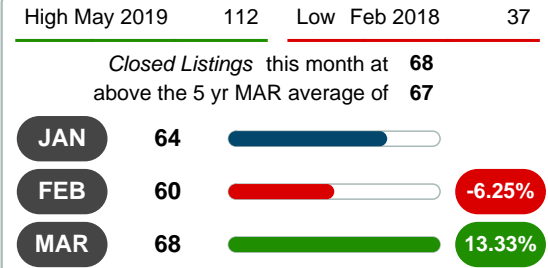


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 67



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	3	4.41%	2.0	2	1	0	0
\$50,001 - \$100,000	12	17.65%	10.0	3	7	2	0
\$100,001 - \$125,000	7	10.29%	45.4	0	7	0	0
\$125,001 - \$175,000	22	32.35%	14.7	0	19	3	0
\$175,001 - \$200,000	7	10.29%	5.0	1	2	4	0
\$200,001 - \$300,000	10	14.71%	7.4	0	2	7	1
\$300,001 and up	7	10.29%	60.9	0	3	3	1
Total Closed Units	68			6	41	19	2
Total Closed Volume	11,830,033	100%	19.1	493.79K	6.15M	4.58M	610.00K
Average Closed Price	\$173,971			\$82,299	\$149,887	\$241,099	\$305,000

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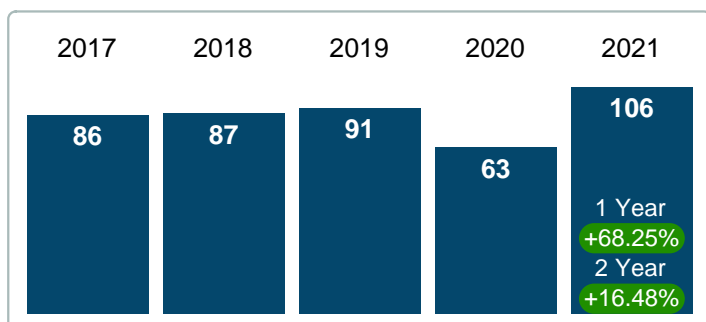
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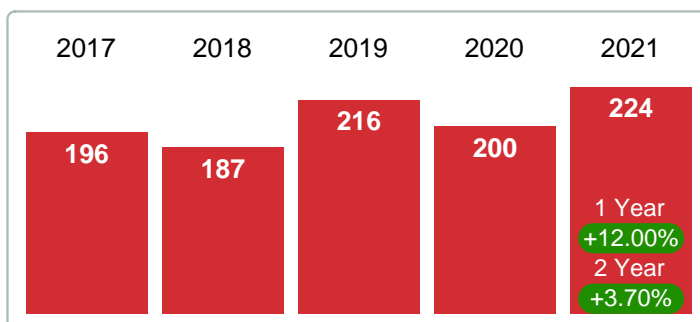
PENDING LISTINGS

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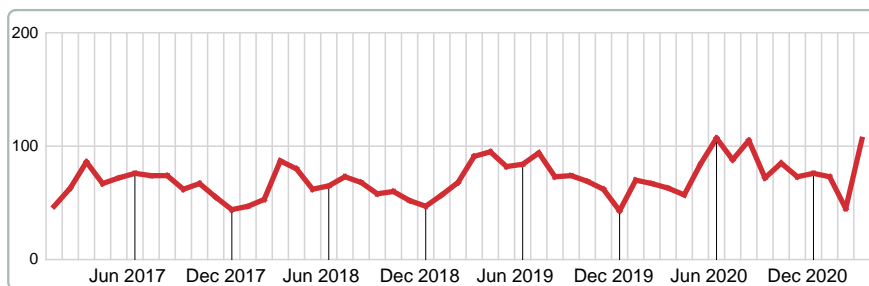
MARCH



YEAR TO DATE (YTD)

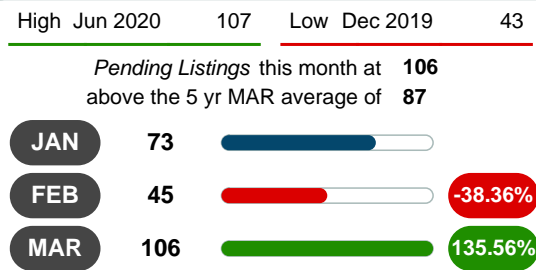


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 87



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	3	2.83%	57.0	1	1	1	0
\$50,001 - \$100,000	20	18.87%	26.5	6	10	4	0
\$100,001 - \$125,000	9	8.49%	11.6	2	7	0	0
\$125,001 - \$175,000	26	24.53%	16.3	1	20	3	2
\$175,001 - \$250,000	24	22.64%	15.0	0	16	7	1
\$250,001 - \$300,000	14	13.21%	21.1	1	2	9	2
\$300,001 and up	10	9.43%	5.6	0	2	5	3
Total Pending Units	106			11	58	29	8
Total Pending Volume	19,666,300	100%	18.7	1.10M	9.35M	6.85M	2.37M
Average Listing Price	\$185,041			\$100,009	\$161,191	\$236,252	\$295,725

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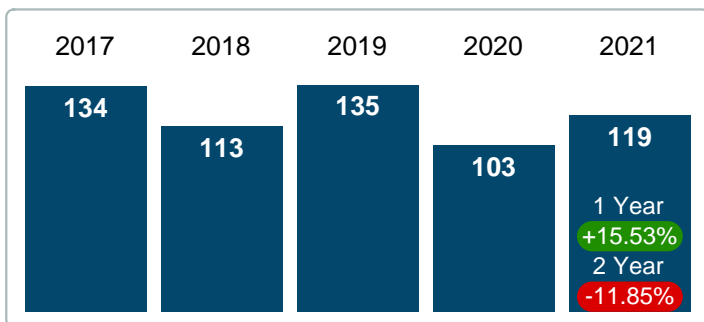
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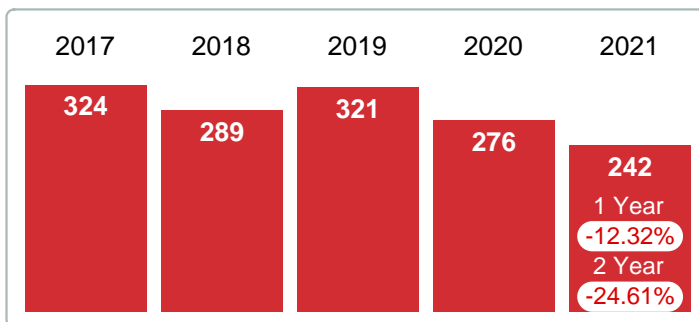
NEW LISTINGS

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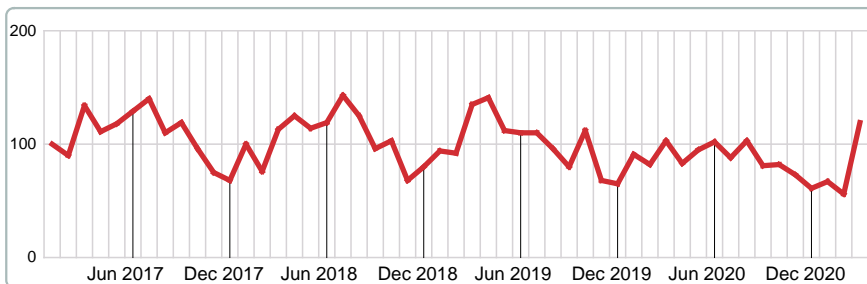
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 121

High Jul 2018 143 Low Feb 2021 56

New Listings this month at **119**
 below the 5 yr MAR average of **121**

Month	New Listings	% Change
JAN	67	
FEB	56	-16.42%
MAR	119	112.50%

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	3.36%	3	1	0	0
\$50,001 - \$75,000	14	11.76%	9	4	1	0
\$75,001 - \$125,000	20	16.81%	6	14	0	0
\$125,001 - \$200,000	35	29.41%	1	28	3	3
\$200,001 - \$275,000	16	13.45%	1	8	7	0
\$275,001 - \$350,000	16	13.45%	1	2	9	4
\$350,001 and up	14	11.76%	0	3	6	5
Total New Listed Units	119		21	60	26	12
Total New Listed Volume	24,746,550	100%	1.99M	10.64M	7.85M	4.27M
Average New Listed Listing Price	\$205,642		\$94,900	\$177,250	\$301,738	\$356,121

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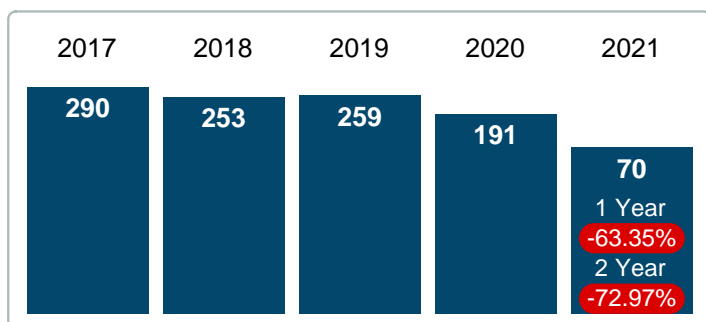
Area Delimited by County Of Washington - Residential Property Type



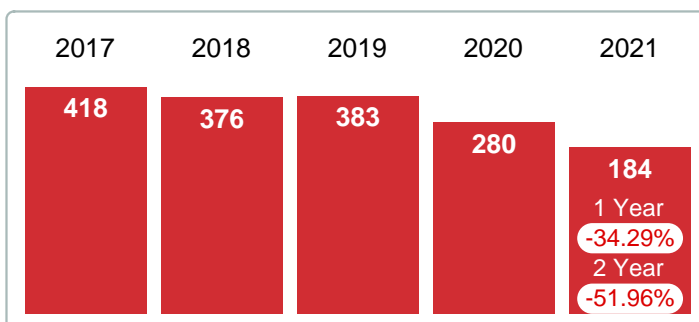
ACTIVE INVENTORY

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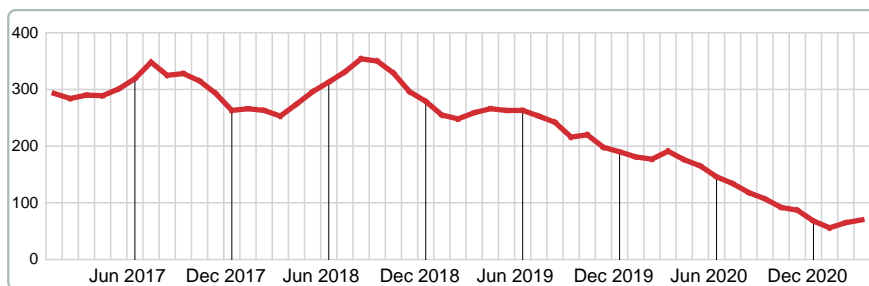
END OF MARCH



ACTIVE DURING MARCH

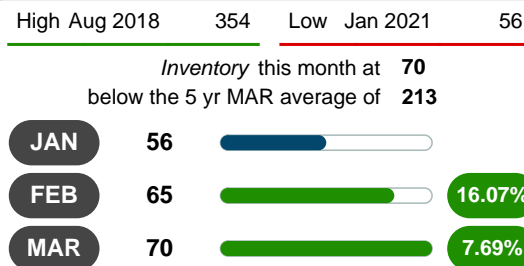


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 213



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	6	8.57%	68.2	3	2	1	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	19	27.14%	39.6	12	7	0	0
\$100,001 - \$200,000	18	25.71%	57.3	1	15	2	0
\$200,001 - \$300,000	10	14.29%	27.5	1	3	6	0
\$300,001 - \$575,000	8	11.43%	52.5	0	1	5	2
\$575,001 and up	9	12.86%	63.8	0	3	4	2
Total Active Inventory by Units	70			17	31	18	4
Total Active Inventory by Volume	16,074,940	100%	49.5	1.32M	6.19M	6.26M	2.31M
Average Active Inventory Listing Price	\$229,642			\$77,741	\$199,542	\$347,716	\$577,163

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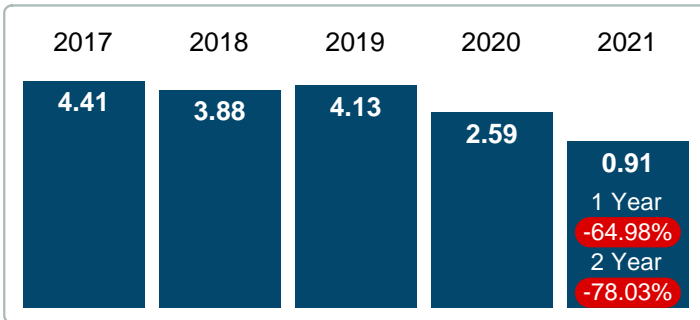
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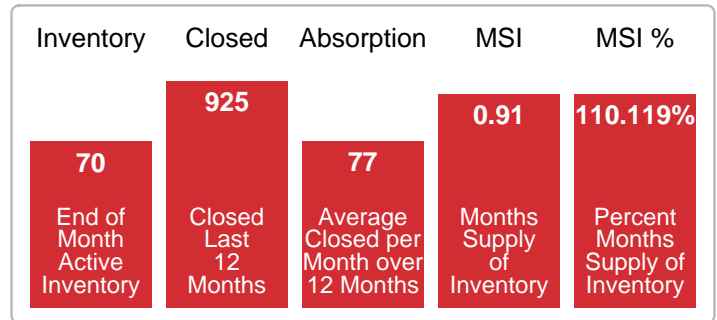
MONTHS SUPPLY of INVENTORY (MSI)

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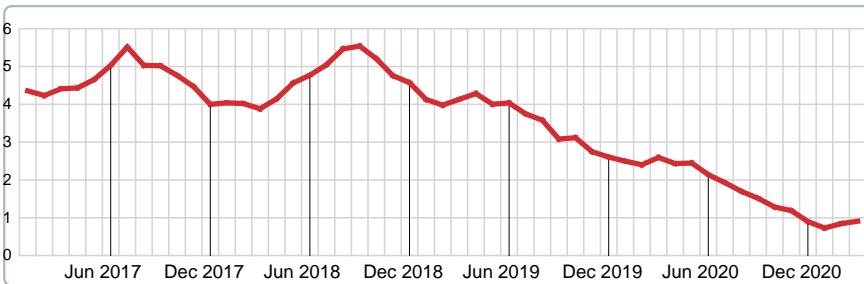
MSI FOR MARCH



INDICATORS FOR MARCH 2021



5 YEAR MARKET ACTIVITY TRENDS

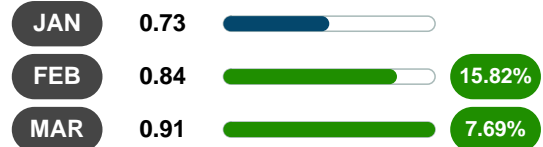


3 MONTHS

5 year MAR AVG = 3.19

High Sep 2018 5.54 Low Jan 2021 0.73

Months Supply this month at **0.91**
below the 5 yr MAR average of **3.19**



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	6	8.57%	0.70	0.75	0.46	4.00	0.00
\$50,001 - \$60,000	4	5.71%	1.23	1.80	0.80	0.00	0.00
\$60,001 - \$110,000	16	22.86%	0.90	3.00	0.55	0.00	0.00
\$110,001 - \$210,000	18	25.71%	0.59	0.63	0.72	0.35	0.00
\$210,001 - \$310,000	10	14.29%	0.95	6.00	1.29	0.87	0.00
\$310,001 - \$590,000	8	11.43%	1.33	0.00	0.71	1.43	2.18
\$590,001 and up	8	11.43%	12.00	0.00	12.00	7.20	0.00
Market Supply of Inventory (MSI)			0.91	1.61	0.74	0.82	1.41
Total Active Inventory by Units		100%	0.91	17	31	18	4

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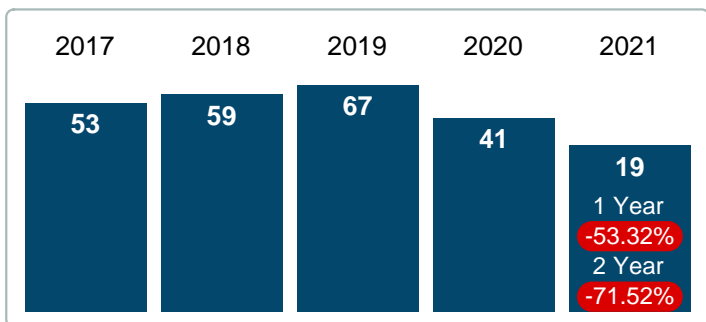
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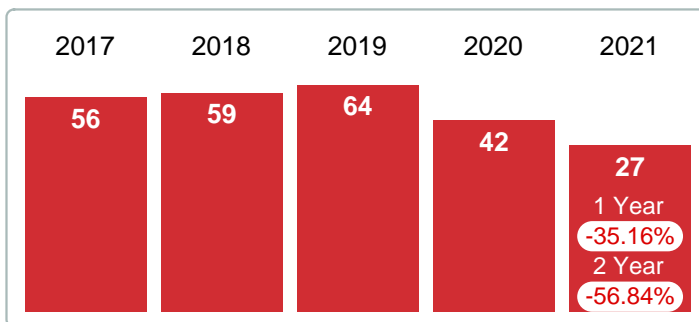
AVERAGE DAYS ON MARKET TO SALE

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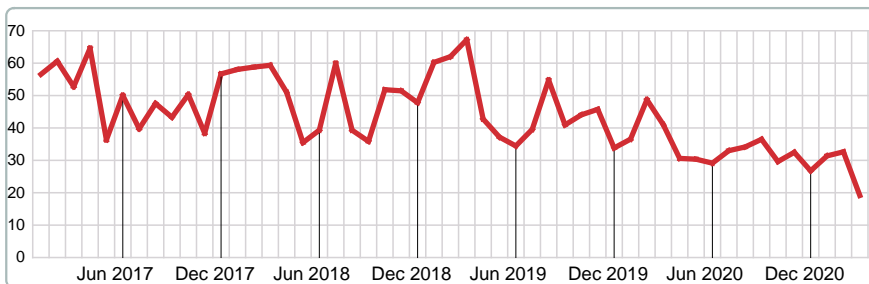
MARCH



YEAR TO DATE (YTD)

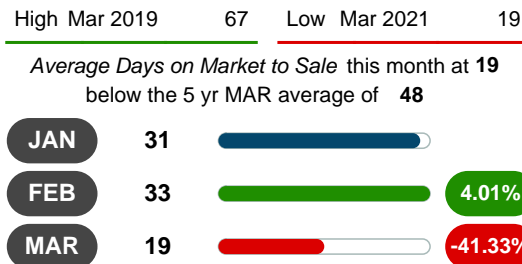


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 48



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	4.41%	2	3	1	0	0
\$50,001 - \$100,000	17.65%	10	28	4	5	0
\$100,001 - \$125,000	10.29%	45	0	45	0	0
\$125,001 - \$175,000	32.35%	15	0	15	10	0
\$175,001 - \$200,000	10.29%	5	3	6	5	0
\$200,001 - \$300,000	14.71%	7	0	7	9	1
\$300,001 and up	10.29%	61	0	59	30	160
Average Closed DOM		19				
Total Closed Units	100%	19	6	41	19	2
Total Closed Volume		11,830,033	493.79K	6.15M	4.58M	610.00K

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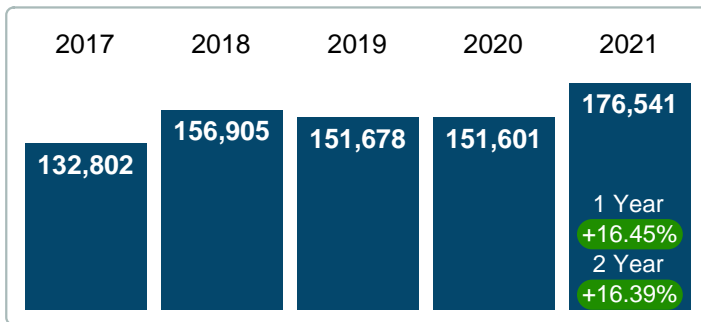
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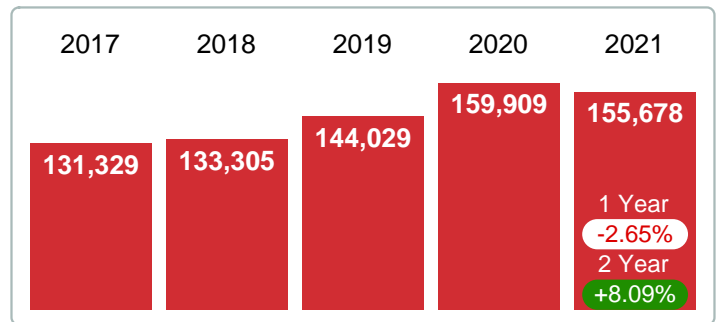
AVERAGE LIST PRICE AT CLOSING

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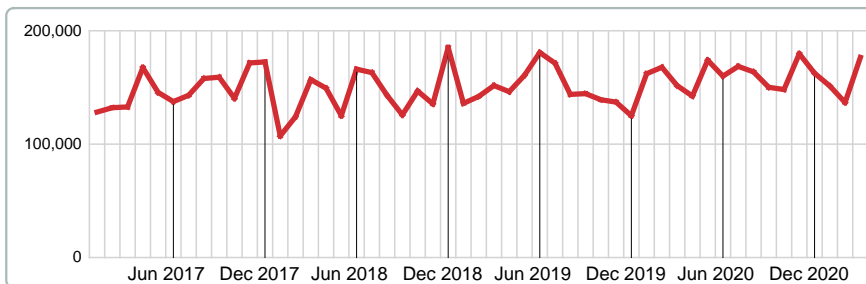
MARCH



YEAR TO DATE (YTD)

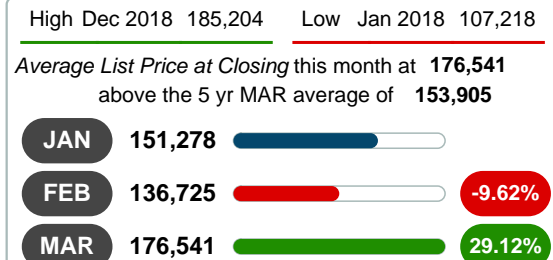


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 153,905



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	3	4.41%	36,600	42,400	35,000	0	
\$50,001 - \$100,000	11	16.18%	80,564	74,800	88,457	68,750	
\$100,001 - \$125,000	9	13.24%	115,178	0	115,243	0	
\$125,001 - \$175,000	21	30.88%	152,524	0	148,058	177,167	
\$175,001 - \$200,000	7	10.29%	188,200	200,000	174,950	187,725	
\$200,001 - \$300,000	10	14.71%	248,999	0	248,250	251,213	
\$300,001 and up	7	10.29%	423,114	0	367,633	491,333	
Average List Price		176,541		84,867	151,788	244,863	309,950
Total Closed Units		68	100%	176,541	6	41	19
Total Closed Volume		12,004,790			509.20K	6.22M	4.65M

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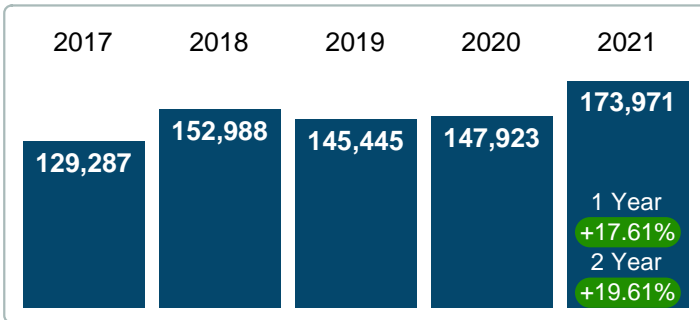
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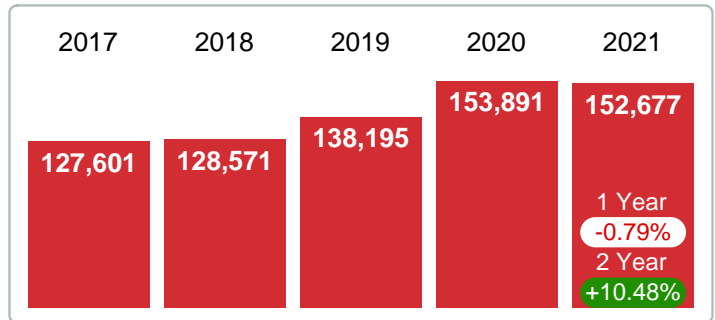
AVERAGE SOLD PRICE AT CLOSING

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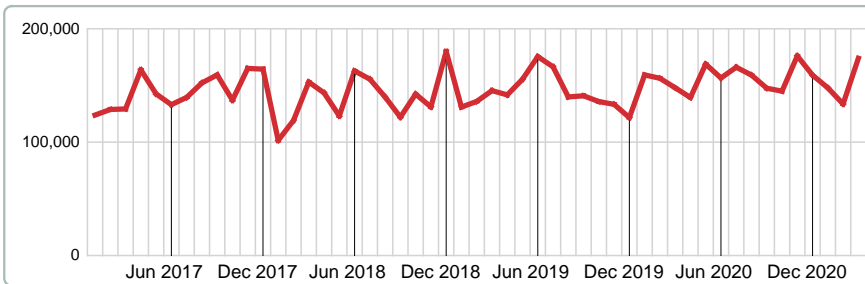
MARCH



YEAR TO DATE (YTD)

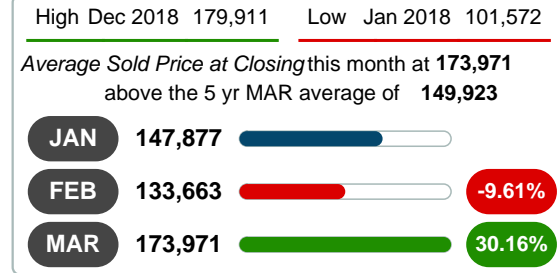


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 149,923



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	4.41%	30,633	28,450	35,000	0	0
\$50,001 - \$100,000	17.65%	80,937	78,964	86,479	64,500	0
\$100,001 - \$125,000	10.29%	115,786	0	115,786	0	0
\$125,001 - \$175,000	32.35%	150,959	0	147,584	172,333	0
\$175,001 - \$200,000	10.29%	185,986	200,000	179,000	185,975	0
\$200,001 - \$300,000	14.71%	246,249	0	245,750	247,284	240,000
\$300,001 and up	10.29%	410,129	0	346,967	486,667	370,000
Average Sold Price		173,971	82,299	149,887	241,099	305,000
Total Closed Units	100%	173,971	6	41	19	2
Total Closed Volume		11,830,033	493.79K	6.15M	4.58M	610.00K

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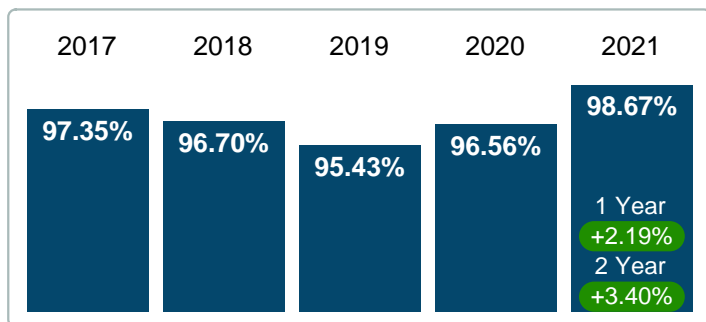
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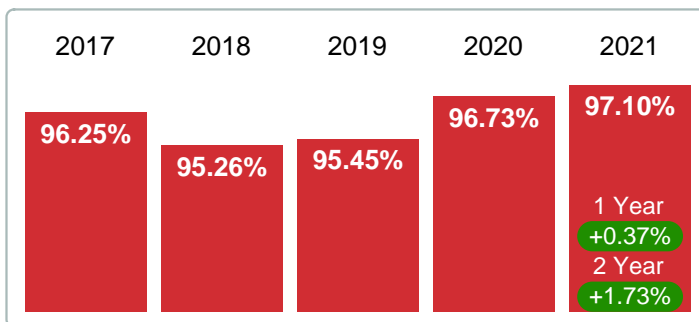
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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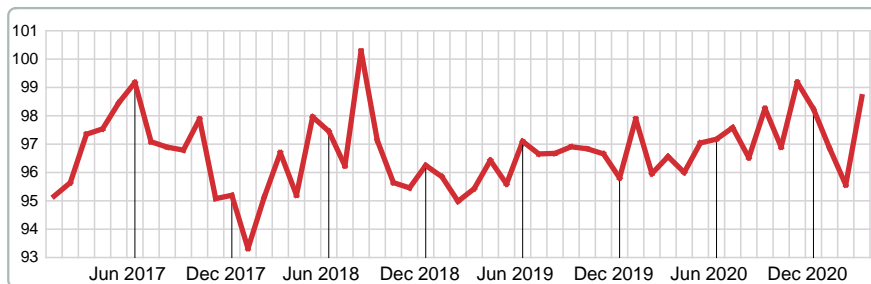
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

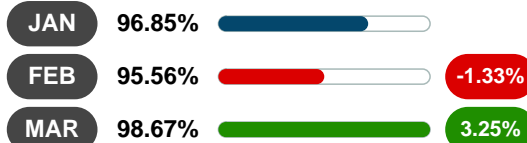


3 MONTHS

5 year MAR AVG = 96.94%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **98.67%** above the 5 yr MAR average of **96.94%**



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	3	4.41%	83.06%	74.59%	100.00%	0.00%	0.00%	
\$50,001 - \$100,000	12	17.65%	99.97%	107.79%	97.74%	96.06%	0.00%	
\$100,001 - \$125,000	7	10.29%	100.57%	0.00%	100.57%	0.00%	0.00%	
\$125,001 - \$175,000	22	32.35%	99.48%	0.00%	99.79%	97.54%	0.00%	
\$175,001 - \$200,000	7	10.29%	100.13%	100.00%	102.32%	99.07%	0.00%	
\$200,001 - \$300,000	10	14.71%	98.99%	0.00%	99.15%	98.50%	102.13%	
\$300,001 and up	7	10.29%	96.79%	0.00%	94.53%	99.28%	96.13%	
Average Sold/List Ratio		98.70%		95.43%	99.28%	98.34%	99.13%	
Total Closed Units		68	100%	98.70%	6	41	19	2
Total Closed Volume		11,830,033			493.79K	6.15M	4.58M	610.00K

March 2021



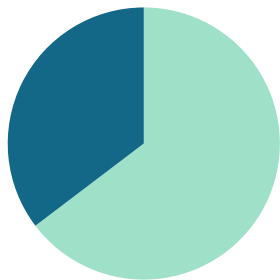
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

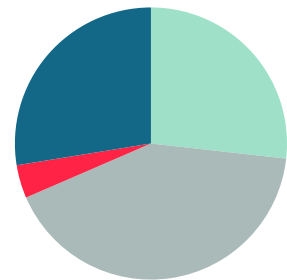


Inventory
 New Listings
119 = 64.67%
 Start Inventory
65
 Total Inventory Units
184
 Volume
\$37,850,940

Market Activity

Closed Sales
68 = 26.77%
 Pending Sales
106 = 41.73%
 Other Off Market
10 = 3.94%
 Active Inventory
70 = 27.56%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	68	68	0.00%	175	192	9.71%
Pending Sales	63	106	68.25%	200	224	12.00%
New Listings	103	119	15.53%	276	242	-12.32%
Average List Price	151,601	176,541	16.45%	159,909	155,678	-2.65%
Average Sale Price	147,923	173,971	17.61%	153,891	152,677	-0.79%
Average Percent of Selling Price to List Price	96.56%	98.67%	2.19%	96.73%	97.10%	0.37%
Average Days on Market to Sale	41.01	19.15	-53.32%	42.31	27.44	-35.16%
Monthly Inventory	191	70	-63.35%	191	70	-63.35%
Months Supply of Inventory	2.59	0.91	-64.98%	2.59	0.91	-64.98%

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

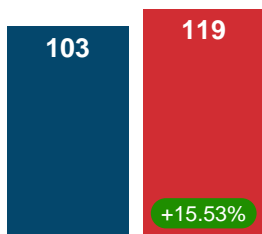
Inventory on March 31, 2021 = **70**

2020 **2021**

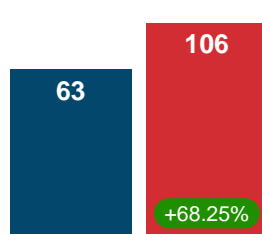
MARCH MARKET

AVERAGE PRICES

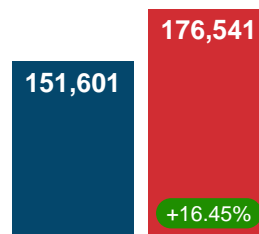
New Listings



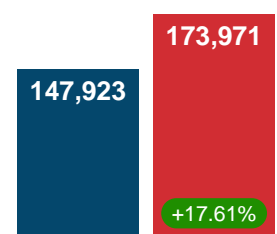
Pending Listings



List Price



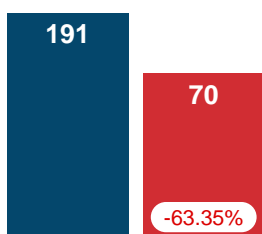
Sale Price



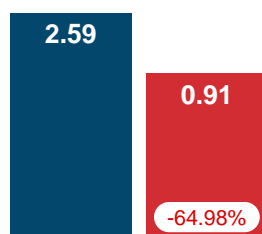
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

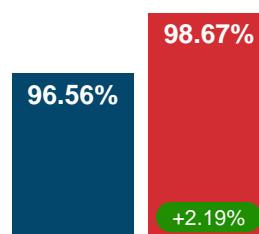
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

