

March 2021



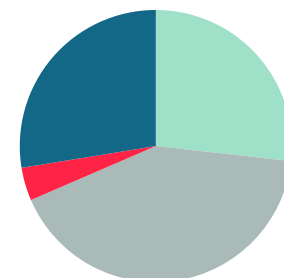
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	134,700	152,450	13.18%
Median Sale Price	130,400	150,950	15.76%
Median Percent of Selling Price to List Price	99.04%	100.00%	0.97%
Median Days on Market to Sale	22.50	5.00	-77.78%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **15.76%** in March 2021 to \$150,950 versus the previous year at \$130,400.

Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 17.50 days or **77.78%** in March 2021 compared to last year's same month at **22.50** DOM.

Sales Success for March 2021 is Positive

Overall, with Median 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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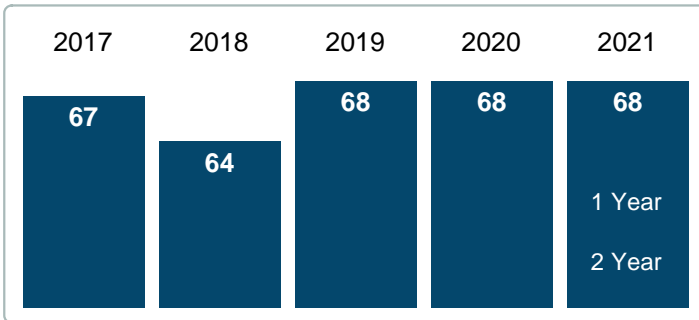
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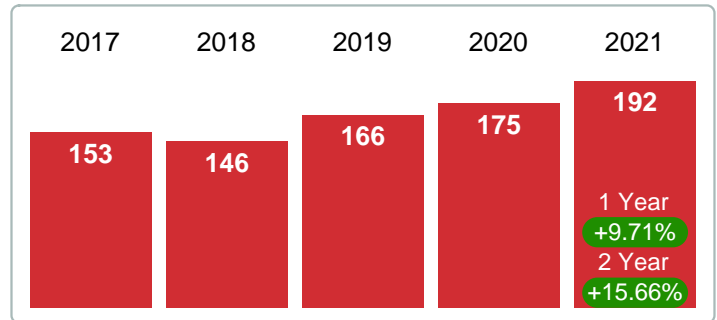
CLOSED LISTINGS

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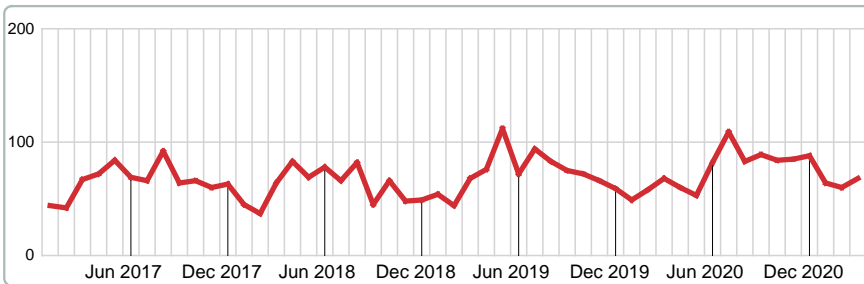
MARCH



YEAR TO DATE (YTD)

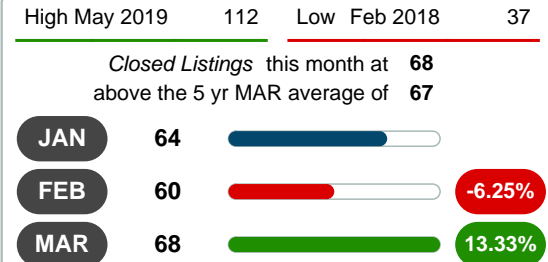


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 67



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	4.41%	1.0	2	1	0	0
\$50,001 - \$100,000	12	17.65%	4.5	3	7	2	0
\$100,001 - \$125,000	7	10.29%	9.0	0	7	0	0
\$125,001 - \$175,000	22	32.35%	5.0	0	19	3	0
\$175,001 - \$200,000	7	10.29%	3.0	1	2	4	0
\$200,001 - \$300,000	10	14.71%	3.5	0	2	7	1
\$300,001 and up	7	10.29%	21.0	0	3	3	1
Total Closed Units	68			6	41	19	2
Total Closed Volume	11,830,033	100%	5.0	493.79K	6.15M	4.58M	610.00K
Median Closed Price	\$150,950			\$71,447	\$136,900	\$212,000	\$305,000

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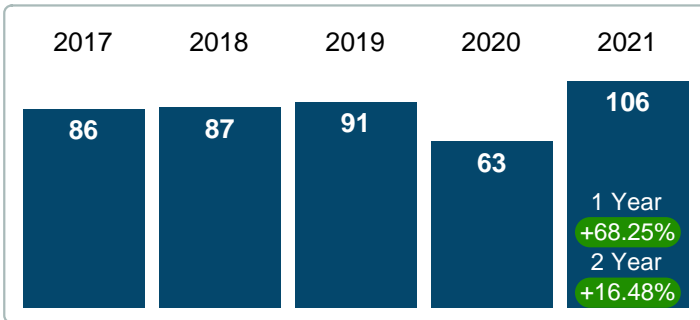
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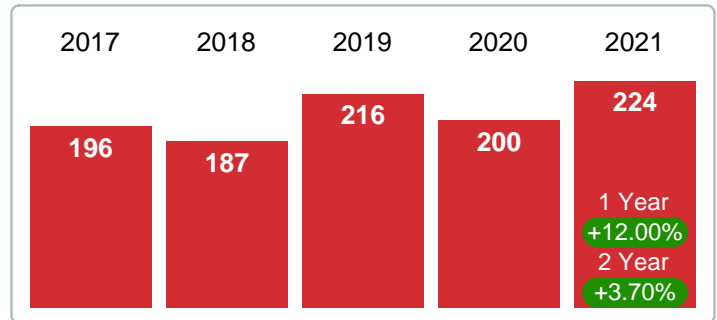
PENDING LISTINGS

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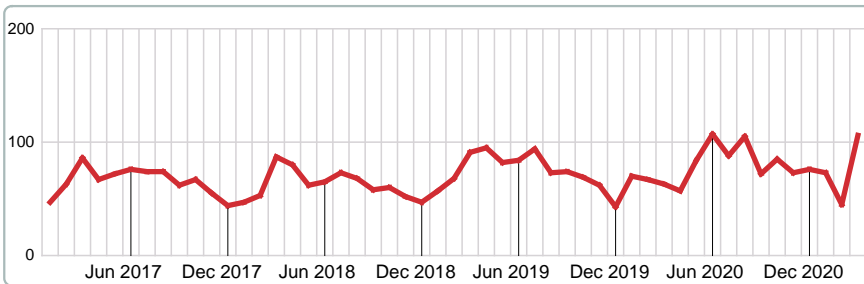
MARCH



YEAR TO DATE (YTD)

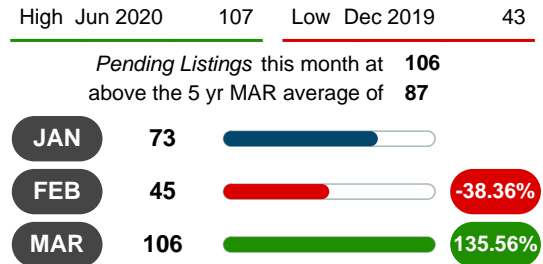


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 87



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	2.83%	10.0	1	1	1	0
\$50,001 - \$100,000	20	18.87%	8.5	6	10	4	0
\$100,001 - \$125,000	9	8.49%	2.0	2	7	0	0
\$125,001 - \$175,000	26	24.53%	6.0	1	20	3	2
\$175,001 - \$250,000	24	22.64%	2.0	0	16	7	1
\$250,001 - \$300,000	14	13.21%	6.0	1	2	9	2
\$300,001 and up	10	9.43%	4.0	0	2	5	3
Total Pending Units	106			11	58	29	8
Total Pending Volume	19,666,300	100%	5.0	1.10M	9.35M	6.85M	2.37M
Median Listing Price	\$167,450			\$92,000	\$151,500	\$234,000	\$289,950

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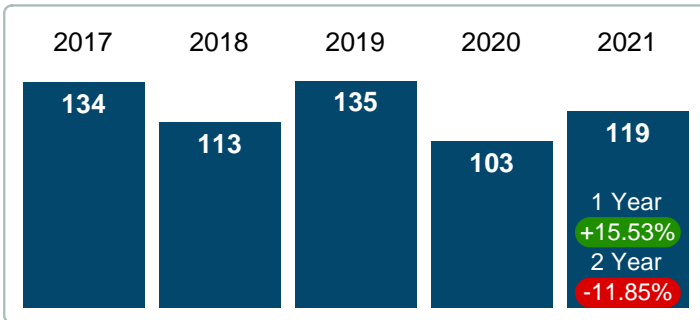
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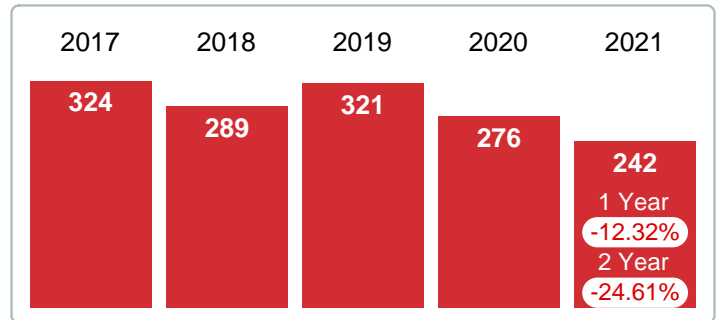
NEW LISTINGS

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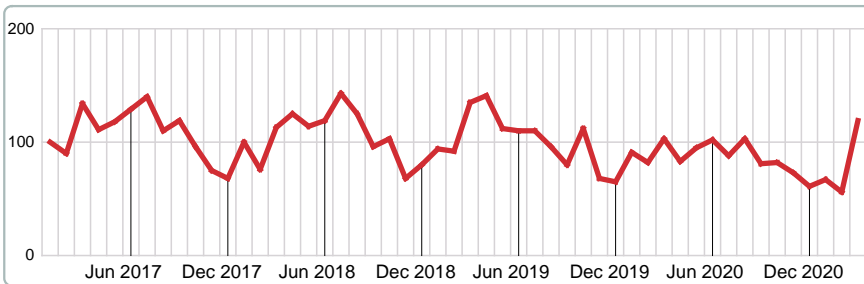
MARCH



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



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
Median New Listed Listing Price	\$169,900		\$69,500	\$151,950	\$292,000	\$346,375

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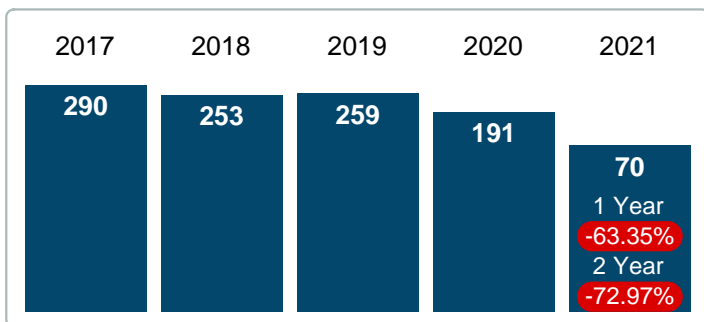
Area Delimited by County Of Washington - Residential Property Type



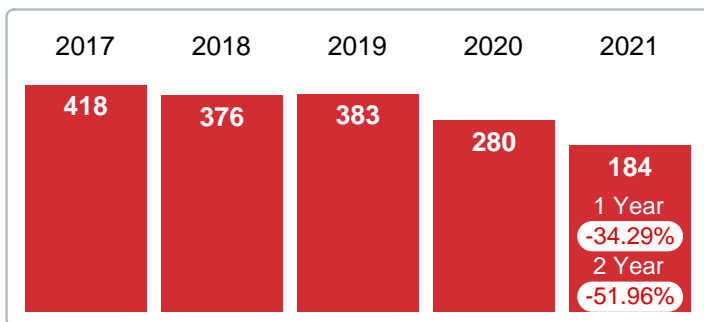
ACTIVE INVENTORY

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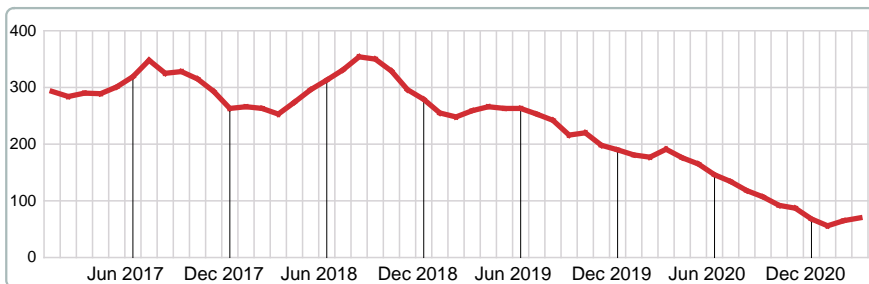
END OF MARCH



ACTIVE DURING MARCH

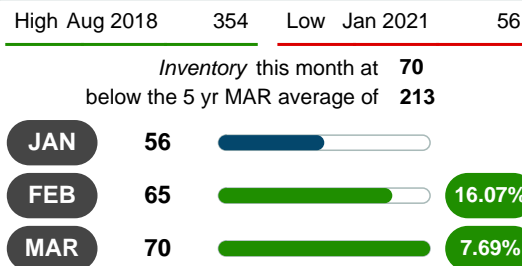


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 213



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	8.57%	46.0	3	2	1	0
\$50,001 - \$60,000	4	5.71%	25.5	3	1	0	0
\$60,001 - \$110,000	16	22.86%	17.5	9	7	0	0
\$110,001 - \$210,000	18	25.71%	27.0	1	14	3	0
\$210,001 - \$310,000	10	14.29%	9.5	1	3	6	0
\$310,001 - \$590,000	8	11.43%	23.5	0	1	5	2
\$590,001 and up	8	11.43%	24.0	0	3	3	2
Total Active Inventory by Units	70			17	31	18	4
Total Active Inventory by Volume	16,074,940	100%	22.5	1.32M	6.19M	6.26M	2.31M
Median Active Inventory Listing Price	\$148,700			\$65,000	\$140,000	\$305,000	\$592,950

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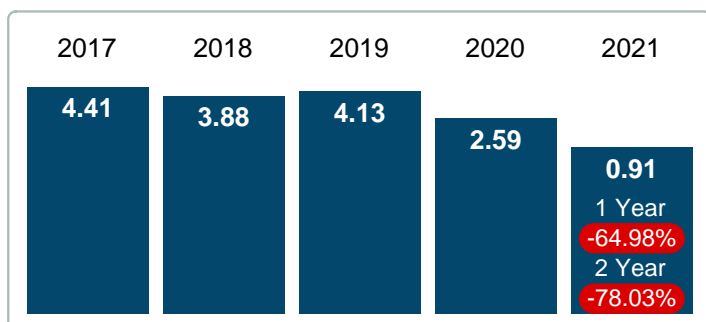
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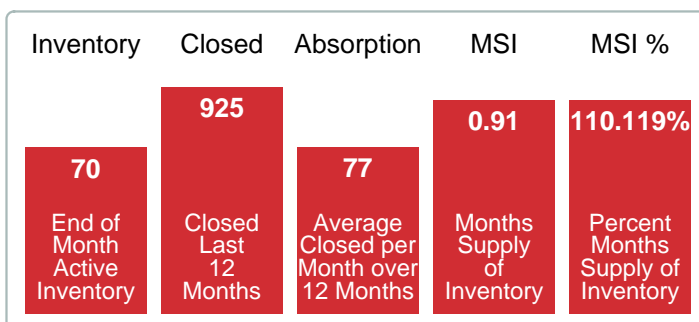
MONTHS SUPPLY of INVENTORY (MSI)

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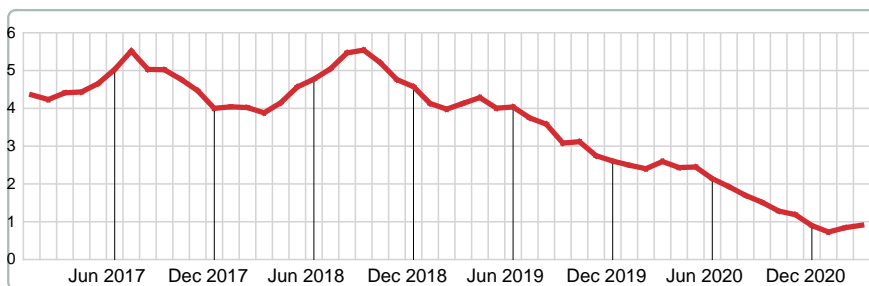
MSI FOR MARCH



INDICATORS FOR MARCH 2021



5 YEAR MARKET ACTIVITY TRENDS

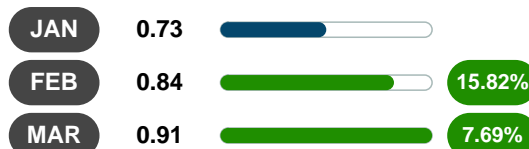


3 MONTHS

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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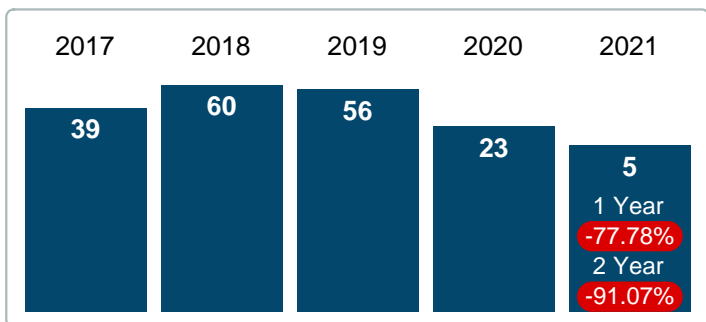
Area Delimited by County Of Washington - Residential Property Type



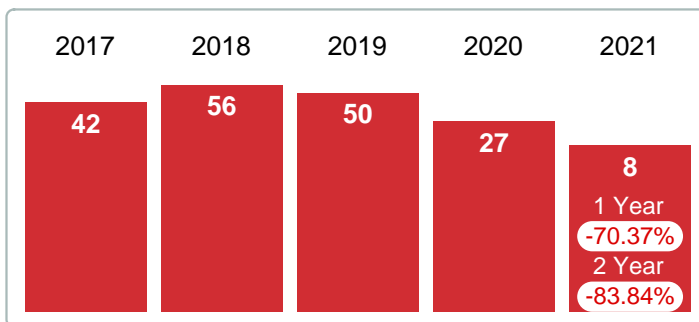
MEDIAN DAYS ON MARKET TO SALE

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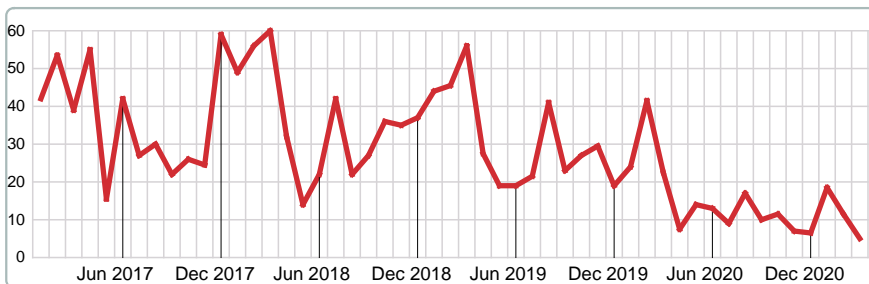
MARCH



YEAR TO DATE (YTD)

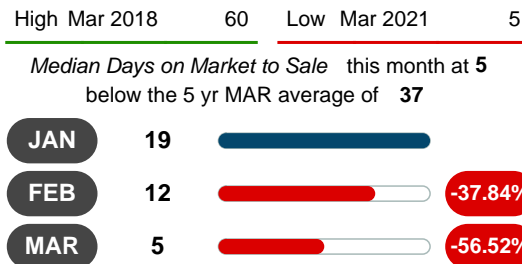


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 37



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	4.41%	1	3	1	0	0
\$50,001 - \$100,000	17.65%	5	21	2	5	0
\$100,001 - \$125,000	10.29%	9	0	9	0	0
\$125,001 - \$175,000	32.35%	5	0	5	14	0
\$175,001 - \$200,000	10.29%	3	3	6	3	0
\$200,001 - \$300,000	14.71%	4	0	7	5	1
\$300,001 and up	10.29%	21	0	21	9	160
Median Closed DOM		5	4	5	5	81
Total Closed Units	100%	68	6	41	19	2
Total Closed Volume		11,830,033	493.79K	6.15M	4.58M	610.00K

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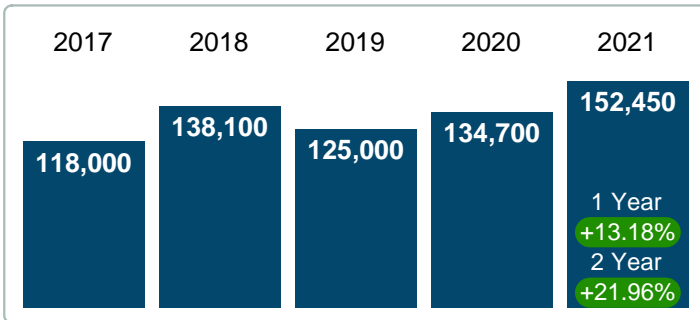
Area Delimited by County Of Washington - Residential Property Type



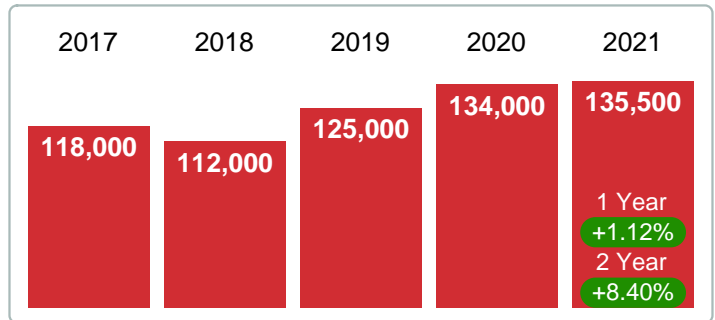
MEDIAN LIST PRICE AT CLOSING

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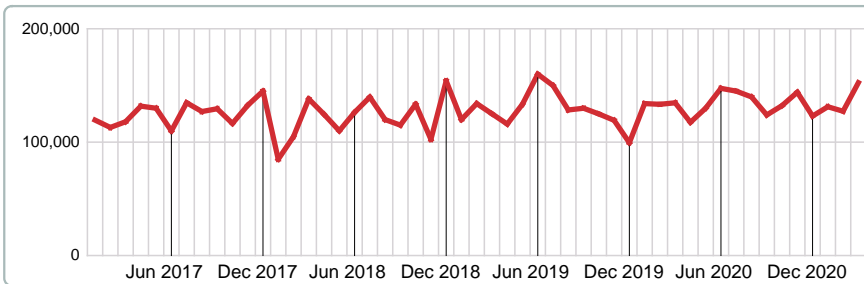
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

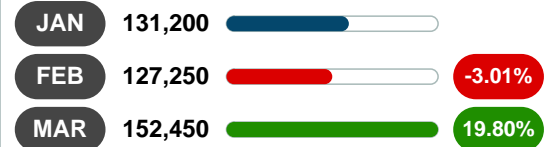


3 MONTHS

5 year MAR AVG = 133,650

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

Median List Price at Closing this month at **152,450**
above the 5 yr MAR average of **133,650**



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	4.41%	35,000	37,400	35,000	0	0
\$50,001 - \$100,000	16.18%	82,500	84,500	83,700	68,750	0
\$100,001 - \$125,000	13.24%	114,900	0	114,900	0	0
\$125,001 - \$175,000	30.88%	150,000	0	149,500	165,000	0
\$175,001 - \$200,000	10.29%	189,000	200,000	0	189,000	0
\$200,001 - \$300,000	14.71%	246,250	0	248,250	252,500	235,000
\$300,001 and up	10.29%	384,900	0	349,900	485,000	384,900
Median List Price		152,450	69,700	135,000	205,000	309,950
Total Closed Units	68	100%	6	41	19	2
Total Closed Volume	12,004,790		509.20K	6.22M	4.65M	619.90K

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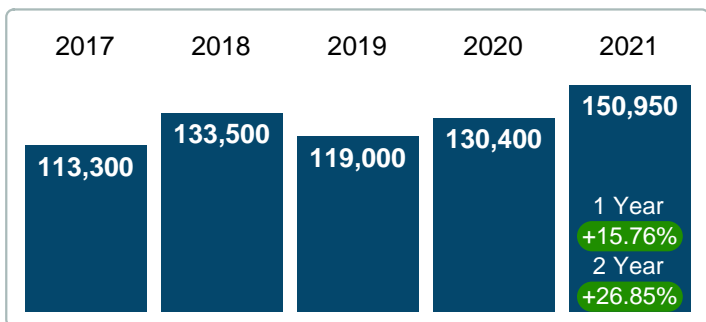
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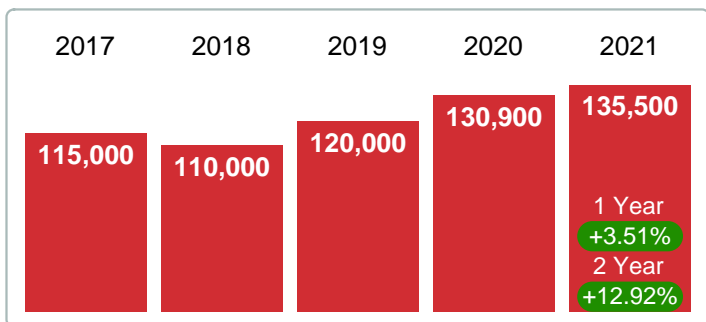
MEDIAN SOLD PRICE AT CLOSING

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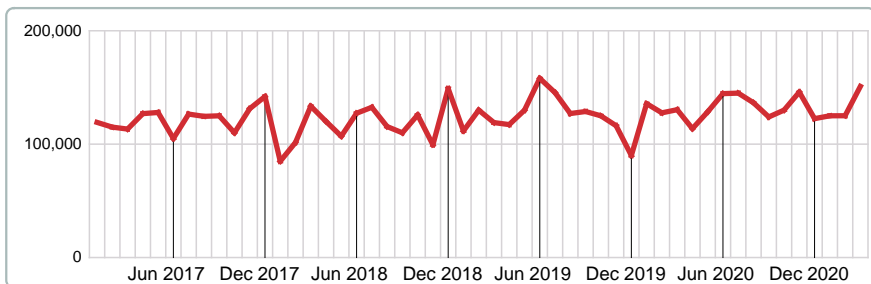
MARCH



YEAR TO DATE (YTD)

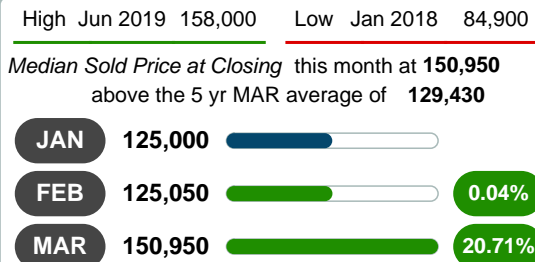


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 129,430



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	4.41%	29,900	28,450	35,000	0	0
\$50,001 - \$100,000	17.65%	87,425	89,893	87,450	64,500	0
\$100,001 - \$125,000	10.29%	116,900	0	116,900	0	0
\$125,001 - \$175,000	32.35%	146,000	0	144,000	172,000	0
\$175,001 - \$200,000	10.29%	181,000	200,000	179,000	186,450	0
\$200,001 - \$300,000	14.71%	246,000	0	245,750	252,000	240,000
\$300,001 and up	10.29%	370,000	0	325,900	485,000	370,000
Median Sold Price		150,950	71,447	136,900	212,000	305,000
Total Closed Units	100%	150,950	6	41	19	2
Total Closed Volume		11,830,033	493.79K	6.15M	4.58M	610.00K

March 2021



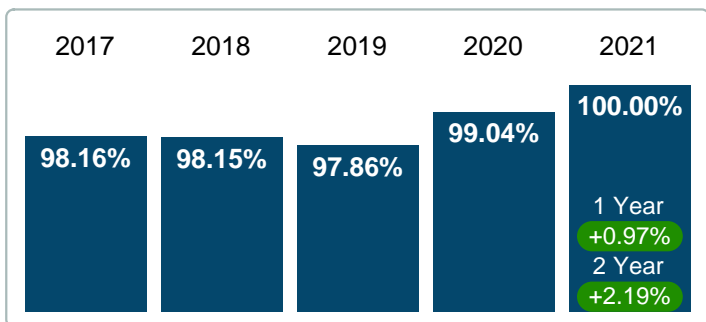
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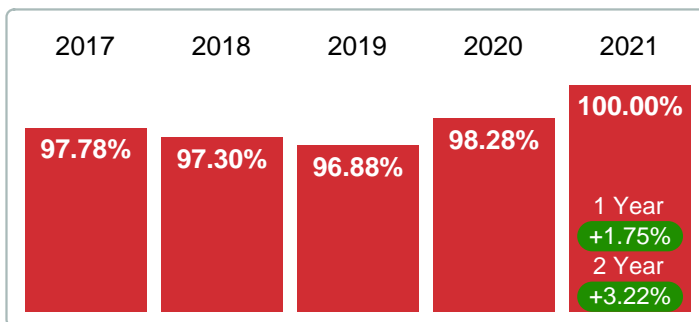
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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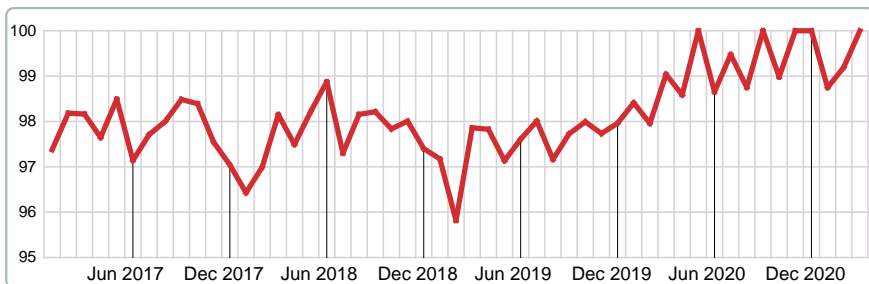
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

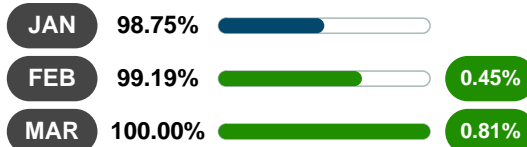


3 MONTHS

5 year MAR AVG = 98.64%

High Mar 2021 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr MAR average of **98.64%**



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	3	4.41%	100.00%	74.59%	100.00%	0.00%	0.00%	
\$50,001 - \$100,000	12	17.65%	101.14%	106.38%	100.00%	96.06%	0.00%	
\$100,001 - \$125,000	7	10.29%	100.00%	0.00%	100.00%	0.00%	0.00%	
\$125,001 - \$175,000	22	32.35%	100.00%	0.00%	100.00%	95.77%	0.00%	
\$175,001 - \$200,000	7	10.29%	100.00%	100.00%	102.32%	100.00%	0.00%	
\$200,001 - \$300,000	10	14.71%	99.23%	0.00%	99.15%	98.67%	102.13%	
\$300,001 and up	7	10.29%	97.22%	0.00%	93.24%	100.00%	96.13%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	99.80%	99.13%	
Total Closed Units		68	100%	100.00%	6	41	19	2
Total Closed Volume		11,830,033			493.79K	6.15M	4.58M	610.00K

March 2021



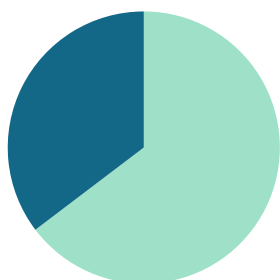
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

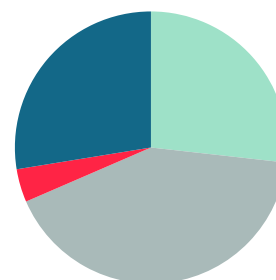


Inventory
 New Listings
119 = 64.67%
 Start Inventory
65
 Total Inventory Units
184
 Volume
\$37,850,940

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%
Median List Price	134,700	152,450	13.18%	134,000	135,500	1.12%
Median Sale Price	130,400	150,950	15.76%	130,900	135,500	3.51%
Median Percent of Selling Price to List Price	99.04%	100.00%	0.97%	98.28%	100.00%	1.75%
Median Days on Market to Sale	22.50	5.00	-77.78%	27.00	8.00	-70.37%
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

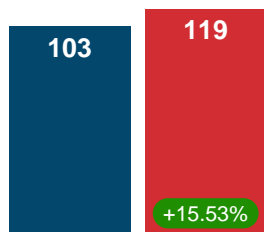
Inventory on March 31, 2021 = **70**

2020 **2021**

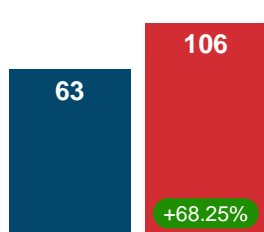
MARCH MARKET

MEDIAN PRICES

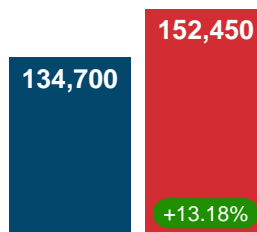
New Listings



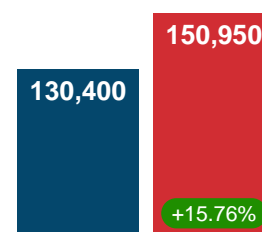
Pending Listings



List Price



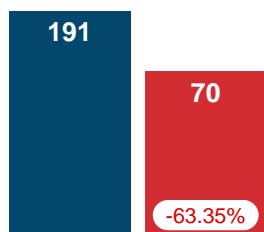
Sale Price



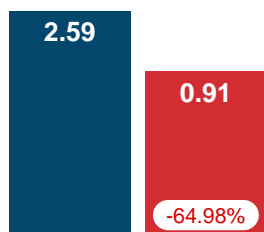
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

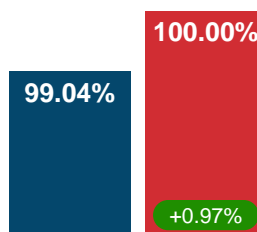
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

