

May 2021



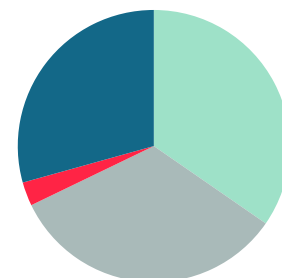
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	May 2021	+/-%
Closed Listings	53	98	84.91%
Pending Listings	84	94	11.90%
New Listings	95	116	22.11%
Average List Price	174,017	196,176	12.73%
Average Sale Price	168,802	198,193	17.41%
Average Percent of Selling Price to List Price	97.04%	101.30%	4.38%
Average Days on Market to Sale	30.36	10.83	-64.34%
End of Month Inventory	165	83	-49.70%
Months Supply of Inventory	2.45	1.01	-58.81%



■ Closed (34.63%)
■ Pending (33.22%)
■ Other OffMarket (2.83%)
■ Active (29.33%)

Absorption: Last 12 months, an Average of **82** Sales/Month
Active Inventory as of May 31, 2021 = **83**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2021 decreased **49.70%** to 83 existing homes available for sale. Over the last 12 months this area has had an average of 82 closed sales per month. This represents an unsold inventory index of **1.01** 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 **17.41%** in May 2021 to \$198,193 versus the previous year at \$168,802.

Average Days on Market Shortens

The average number of **10.83** days that homes spent on the market before selling decreased by 19.53 days or **64.34%** in May 2021 compared to last year's same month at **30.36** DOM.

Sales Success for May 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 116 New Listings in May 2021, up **22.11%** from last year at 95. Furthermore, there were 98 Closed Listings this month versus last year at 53, a **84.91%** increase.

Closed versus Listed trends yielded a **84.5%** ratio, up from previous year's, May 2020, at **55.8%**, a **51.43%** 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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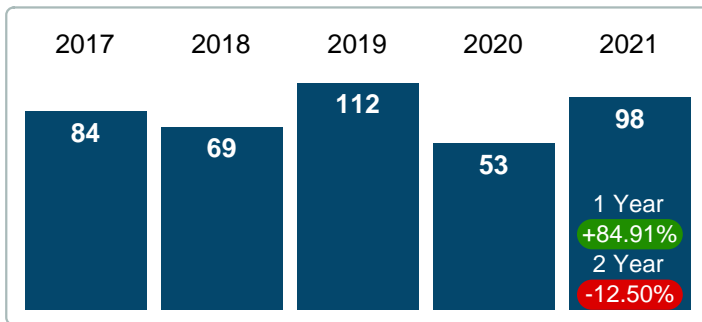
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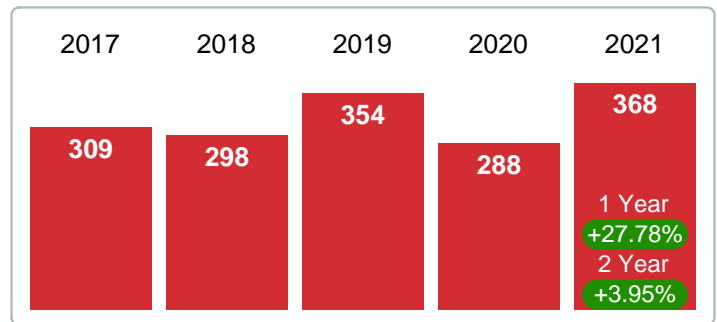
CLOSED LISTINGS

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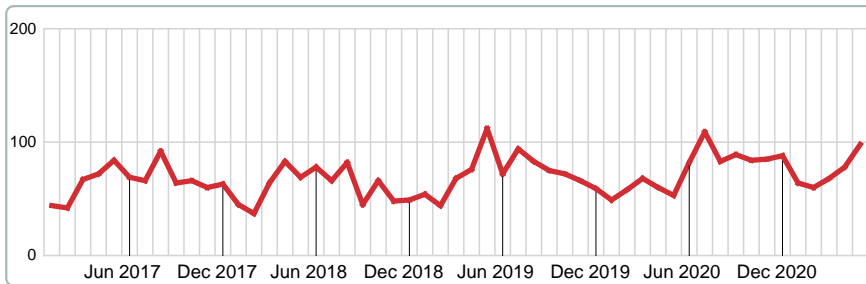
MAY



YEAR TO DATE (YTD)

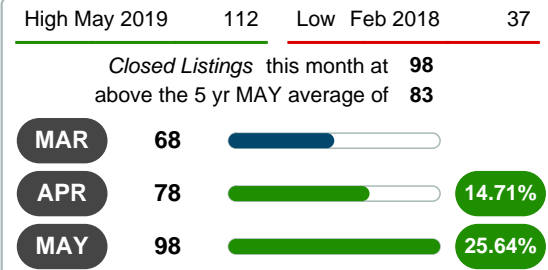


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 83



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	4	4.08%	17.5	3	1	0	0
\$50,001 - \$100,000	13	13.27%	11.3	2	11	0	0
\$100,001 - \$125,000	12	12.24%	7.8	2	9	1	0
\$125,001 - \$225,000	32	32.65%	10.8	3	21	5	3
\$225,001 - \$250,000	11	11.22%	6.4	0	6	5	0
\$250,001 - \$325,000	14	14.29%	18.7	0	5	8	1
\$325,001 and up	12	12.24%	6.2	0	3	8	1
Total Closed Units	98			10	56	27	5
Total Closed Volume	19,422,908	100%	10.8	944.40K	9.40M	7.87M	1.21M
Average Closed Price	\$198,193			\$94,440	\$167,840	\$291,432	\$242,160

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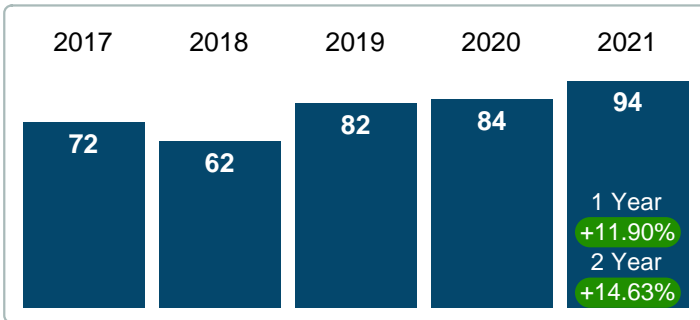
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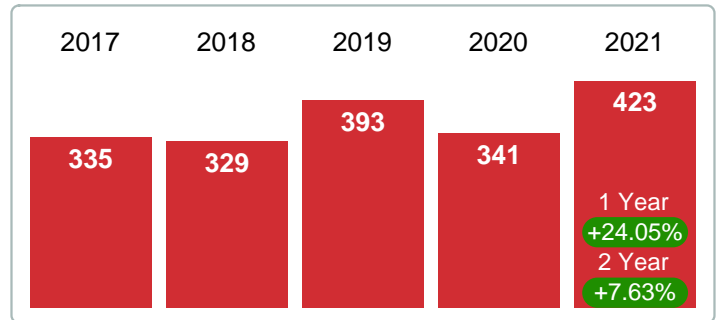
PENDING LISTINGS

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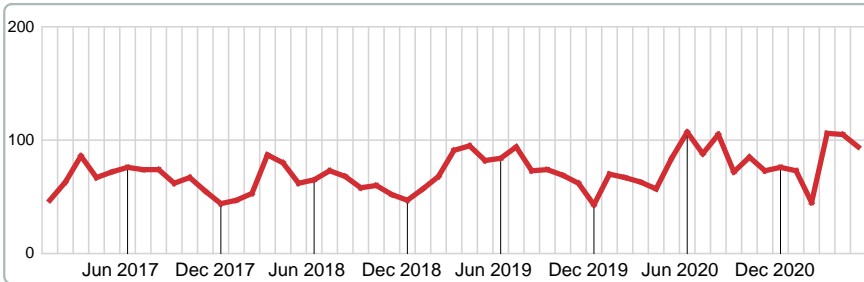
MAY



YEAR TO DATE (YTD)

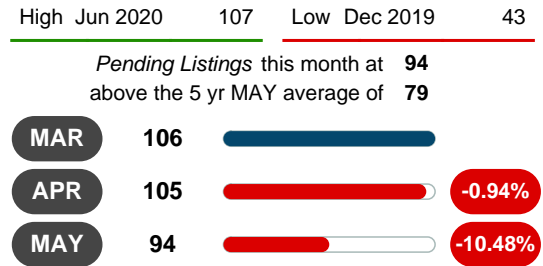


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 79



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	2	2.13%	19.5	1	1	0	0
\$50,001 - \$75,000	11	11.70%	32.8	7	4	0	0
\$75,001 - \$125,000	21	22.34%	9.5	3	15	2	1
\$125,001 - \$200,000	24	25.53%	9.6	1	19	3	1
\$200,001 - \$225,000	8	8.51%	19.5	0	4	3	1
\$225,001 - \$300,000	17	18.09%	20.9	1	6	9	1
\$300,001 and up	11	11.70%	13.3	0	2	5	4
Total Pending Units	94			13	51	22	8
Total Pending Volume	17,223,434	100%	15.8	1.29M	8.01M	5.25M	2.67M
Average Listing Price	\$183,228			\$99,331	\$157,154	\$238,523	\$333,723

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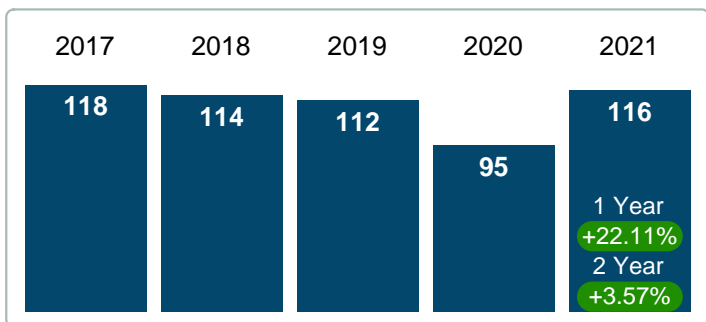
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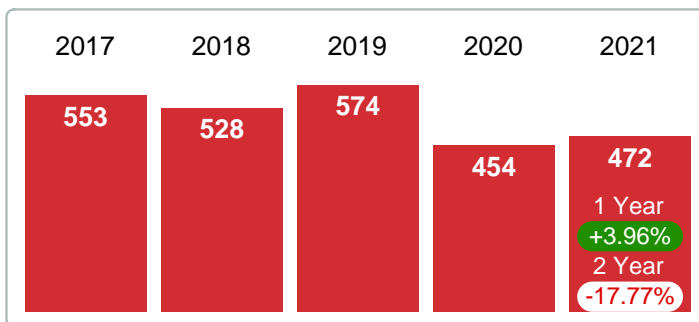
NEW LISTINGS

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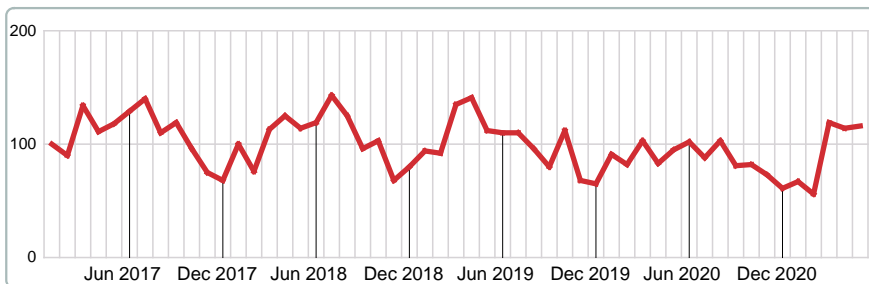
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 111

High Jul 2018 143 Low Feb 2021 56

New Listings this month at 116 above the 5 yr MAY average of 111



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	5	4.31%	2	3	0	0
\$50,001 - \$100,000	20	17.24%	4	13	3	0
\$100,001 - \$125,000	13	11.21%	3	9	1	0
\$125,001 - \$200,000	32	27.59%	2	24	5	1
\$200,001 - \$250,000	19	16.38%	0	6	12	1
\$250,001 - \$325,000	13	11.21%	0	2	8	3
\$325,001 and up	14	12.07%	0	1	7	6
Total New Listed Units	116		11	58	36	11
Total New Listed Volume	23,380,484	100%	1.03M	8.03M	9.62M	4.71M
Average New Listed Listing Price	\$191,519		\$93,236	\$138,476	\$267,136	\$427,853

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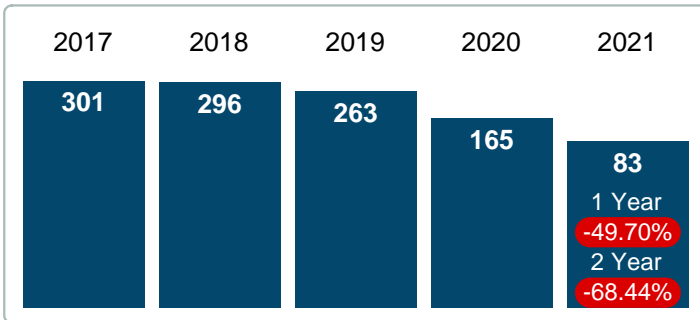
Area Delimited by County Of Washington - Residential Property Type



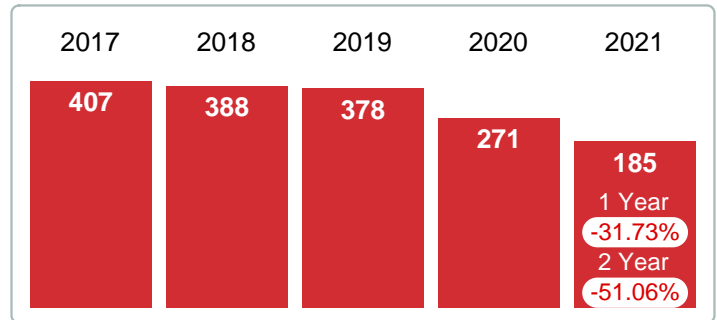
ACTIVE INVENTORY

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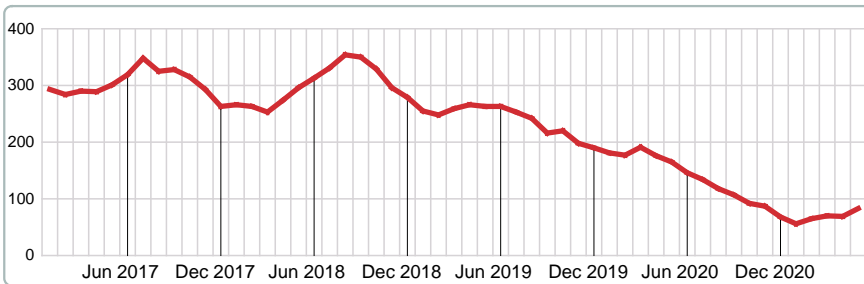
END OF MAY



ACTIVE DURING MAY

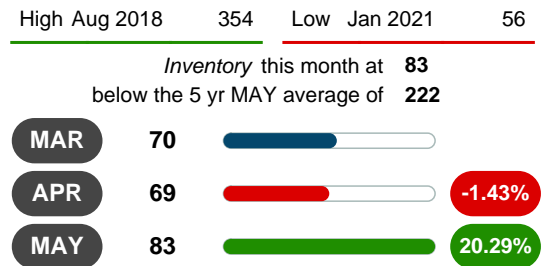


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 222



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.20%	5.0	0	1	0	0
\$25,001 - \$50,000	8	9.64%	42.6	4	4	0	0
\$50,001 - \$125,000	22	26.51%	64.4	8	11	3	0
\$125,001 - \$250,000	21	25.30%	27.8	1	15	5	0
\$250,001 - \$350,000	12	14.46%	20.9	1	1	7	3
\$350,001 - \$575,000	10	12.05%	47.0	0	0	8	2
\$575,001 and up	9	10.84%	54.7	1	2	3	3
Total Active Inventory by Units	83			15	34	26	8
Total Active Inventory by Volume	20,375,350	100%	42.9	2.01M	5.65M	8.96M	3.75M
Average Active Inventory Listing Price	\$245,486			\$133,920	\$166,200	\$344,712	\$469,156

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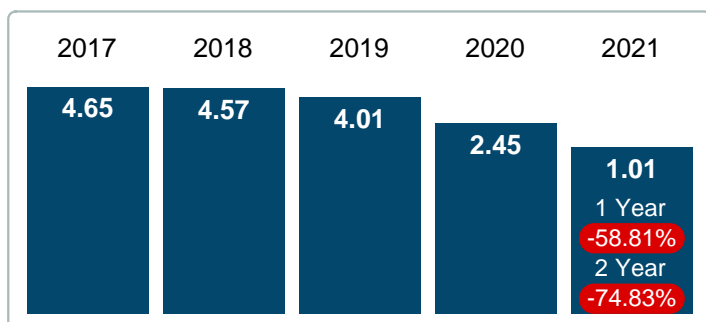
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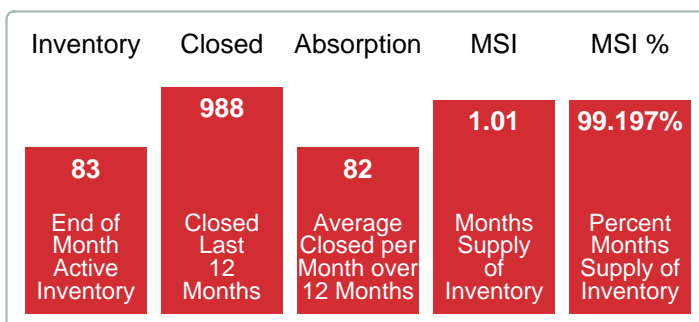
MONTHS SUPPLY of INVENTORY (MSI)

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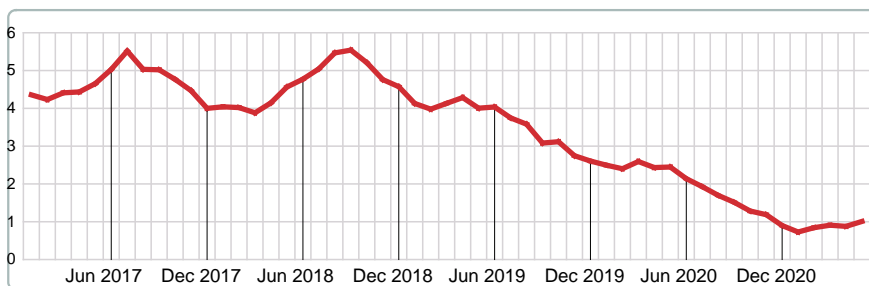
MSI FOR MAY



INDICATORS FOR MAY 2021

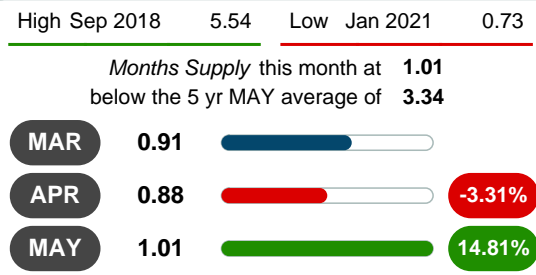


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 3.34



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
\$25,000 and less	1	1.20%	0.43	0.00	0.75	0.00	0.00
\$25,001 - \$50,000	8	9.64%	1.35	1.37	1.41	0.00	0.00
\$50,001 - \$125,000	22	26.51%	0.81	1.55	0.57	1.09	0.00
\$125,001 - \$250,000	21	25.30%	0.62	0.86	0.79	0.42	0.00
\$250,001 - \$350,000	12	14.46%	1.27	4.00	0.44	1.15	3.60
\$350,001 - \$575,000	10	12.05%	3.43	0.00	0.00	5.05	4.00
\$575,001 and up	9	10.84%	9.82	0.00	8.00	5.14	36.00
Market Supply of Inventory (MSI)			1.01	1.43	0.74	1.12	2.74
Total Active Inventory by Units		100%	1.01	15	34	26	8

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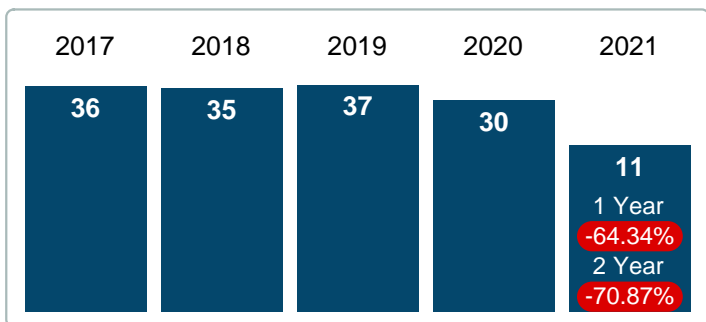
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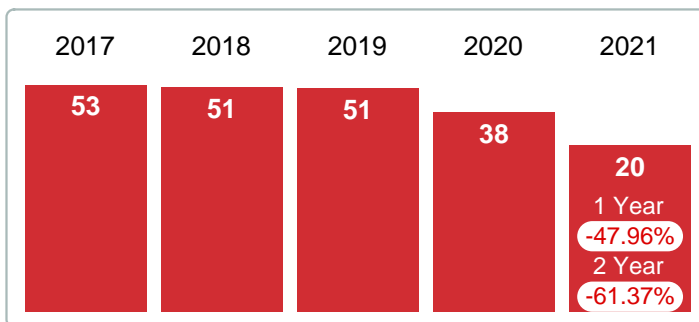
AVERAGE DAYS ON MARKET TO SALE

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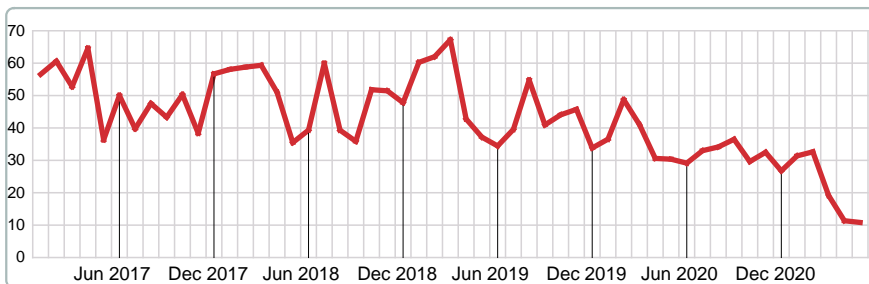
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

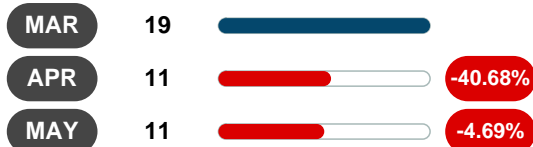


3 MONTHS

5 year MAY AVG = 30

High Mar 2019 67 Low May 2021 11

Average Days on Market to Sale this month at 11 below the 5 yr MAY average of 30



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	4.08%	18	22	5	0	0
\$50,001 - \$100,000	13.27%	11	3	13	0	0
\$100,001 - \$125,000	12.24%	8	6	9	1	0
\$125,001 - \$225,000	32.65%	11	1	11	16	7
\$225,001 - \$250,000	11.22%	6	0	7	6	0
\$250,001 - \$325,000	14.29%	19	0	5	28	12
\$325,001 and up	12.24%	6	0	5	7	1
Average Closed DOM		11	9	10	15	7
Total Closed Units	100%	11	10	56	27	5
Total Closed Volume		19,422,908	944.40K	9.40M	7.87M	1.21M

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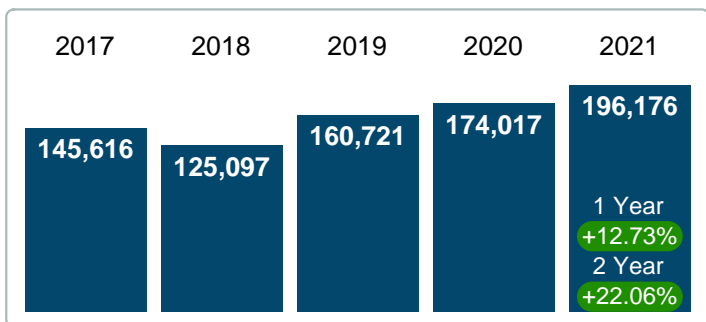
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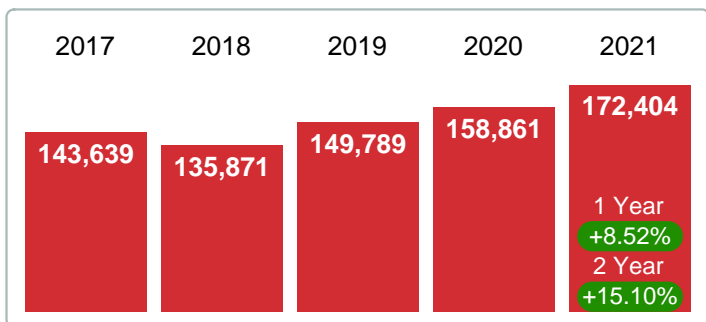
AVERAGE LIST PRICE AT CLOSING

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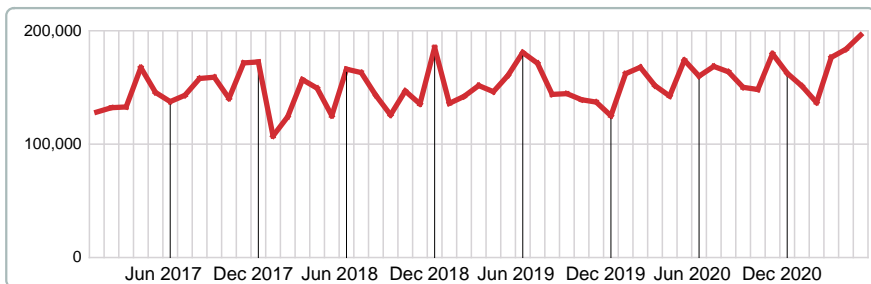
MAY



YEAR TO DATE (YTD)

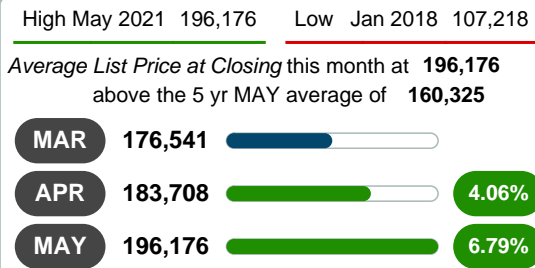


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 160,325



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	4.08%	31,250	36,667	15,000	0	0
\$50,001 - \$100,000	14.29%	79,014	81,950	76,891	0	0
\$100,001 - \$125,000	13.27%	117,169	105,750	116,300	125,000	0
\$125,001 - \$225,000	31.63%	172,912	142,000	163,646	194,460	182,300
\$225,001 - \$250,000	13.27%	238,508	0	234,800	233,260	0
\$250,001 - \$325,000	13.27%	296,138	0	273,200	291,313	295,000
\$325,001 and up	10.20%	416,015	0	394,250	404,025	344,000
Average List Price		196,176	91,140	166,100	289,863	237,180
Total Closed Units	100%	196,176	10	56	27	5
Total Closed Volume		19,225,220	911.40K	9.30M	7.83M	1.19M

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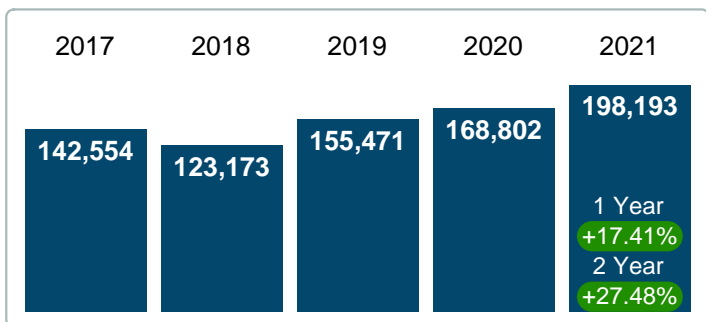
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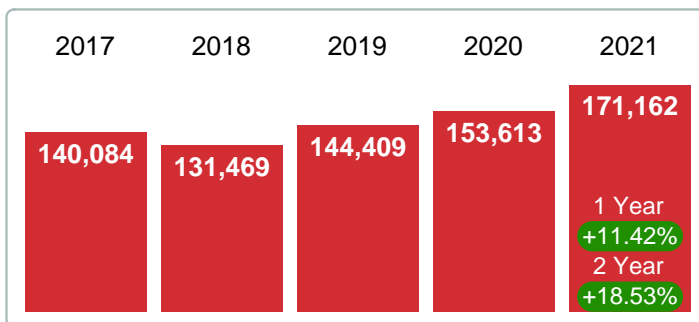
AVERAGE SOLD PRICE AT CLOSING

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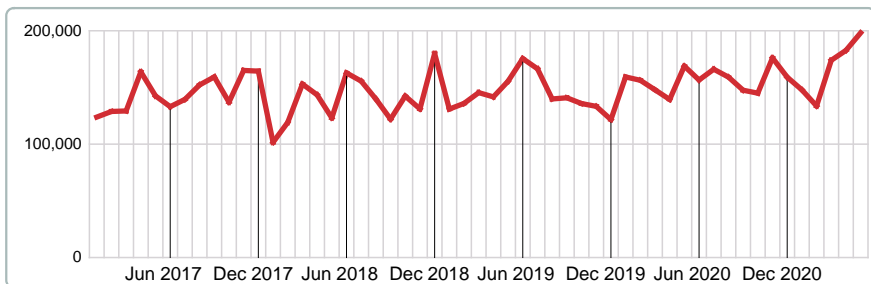
MAY



YEAR TO DATE (YTD)

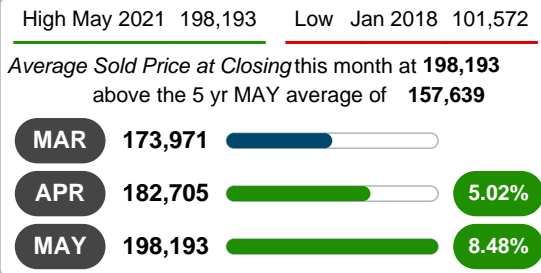


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 157,639



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	4.08%	30,250	35,333	15,000	0	0
\$50,001 - \$100,000	13.27%	78,369	82,450	77,627	0	0
\$100,001 - \$125,000	12.24%	117,033	108,750	117,989	125,000	0
\$125,001 - \$225,000	32.65%	170,954	152,000	164,511	199,800	186,933
\$225,001 - \$250,000	11.22%	238,379	0	240,333	236,034	0
\$250,001 - \$325,000	14.29%	284,571	0	277,600	286,750	302,000
\$325,001 and up	12.24%	400,167	0	394,500	408,812	348,000
Average Sold Price		198,193	94,440	167,840	291,432	242,160
Total Closed Units	100%	98	10	56	27	5
Total Closed Volume		19,422,908	944.40K	9.40M	7.87M	1.21M

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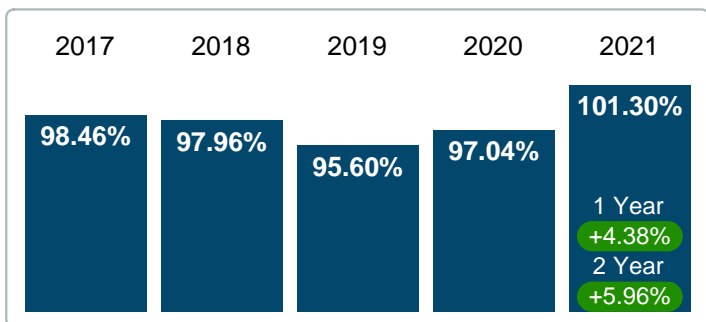
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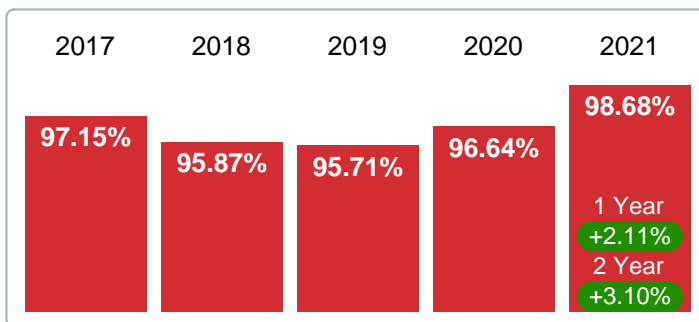
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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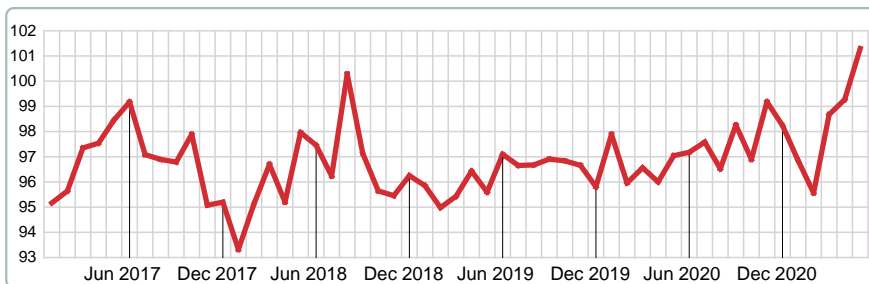
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

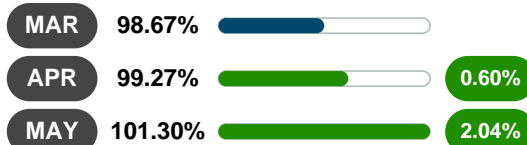
3 MONTHS

5 year MAY AVG = 98.07%



High May 2021 101.30% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **101.30%**
above the 5 yr MAY average of **98.07%**



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	4	4.08%	97.14%	96.19%	100.00%	0.00%	0.00%
\$50,001 - \$100,000	13	13.27%	100.85%	100.78%	100.86%	0.00%	0.00%
\$100,001 - \$125,000	12	12.24%	101.61%	103.11%	101.45%	100.00%	0.00%
\$125,001 - \$225,000	32	32.65%	102.02%	108.33%	100.84%	102.87%	102.50%
\$225,001 - \$250,000	11	11.22%	101.87%	0.00%	102.44%	101.18%	0.00%
\$250,001 - \$325,000	14	14.29%	100.20%	0.00%	101.85%	98.90%	102.37%
\$325,001 and up	12	12.24%	101.68%	0.00%	100.14%	102.32%	101.16%
Average Sold/List Ratio			101.30%	102.13%	101.15%	101.11%	102.21%
Total Closed Units			98	10	56	27	5
Total Closed Volume			19,422,908	944.40K	9.40M	7.87M	1.21M

May 2021



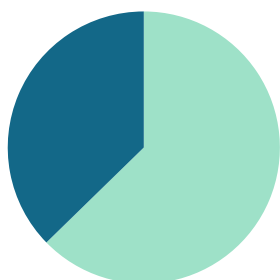
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

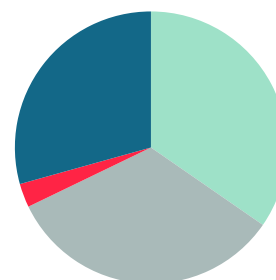


Inventory
 New Listings
116 = 62.70%
 Start Inventory
69
 Total Inventory Units
185
 Volume
\$40,532,374

Market Activity

Closed Sales
98 = 34.63%
 Pending Sales
94 = 33.22%
 Other Off Market
8 = 2.83%
 Active Inventory
83 = 29.33%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	53	98	84.91%	288	368	27.78%
Pending Sales	84	94	11.90%	341	423	24.05%
New Listings	95	116	22.11%	454	472	3.96%
Average List Price	174,017	196,176	12.73%	158,861	172,404	8.52%
Average Sale Price	168,802	198,193	17.41%	153,613	171,162	11.42%
Average Percent of Selling Price to List Price	97.04%	101.30%	4.38%	96.64%	98.68%	2.11%
Average Days on Market to Sale	30.36	10.83	-64.34%	37.67	19.61	-47.96%
Monthly Inventory	165	83	-49.70%	165	83	-49.70%
Months Supply of Inventory	2.45	1.01	-58.81%	2.45	1.01	-58.81%

Absorption: Last 12 months, an Average of **82** Sales/Month

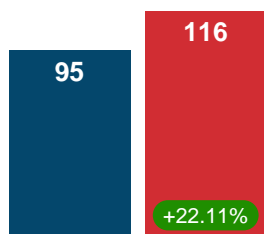
Inventory on May 31, 2021 = **83**

2020 **2021**

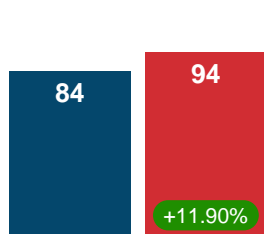
MAY MARKET

AVERAGE PRICES

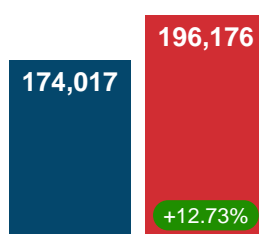
New Listings



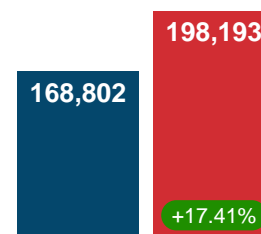
Pending Listings



List Price



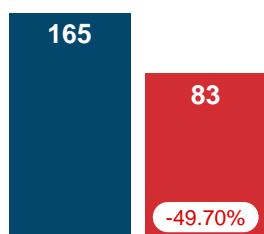
Sale Price



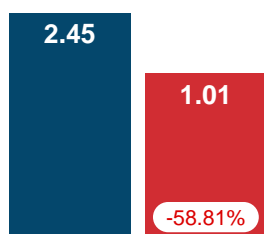
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

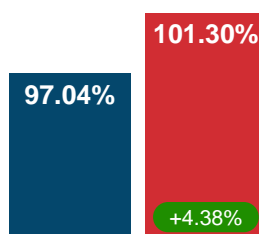
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

