

# May 2021



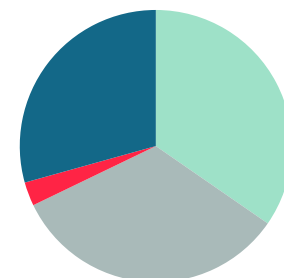
Area Delimited by County Of Washington - Residential Property Type



## 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%
Median List Price	130,000	173,000	33.08%
Median Sale Price	128,500	175,000	36.19%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	14.00	3.00	-78.57%
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.

#### 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 **36.19%** in May 2021 to \$175,000 versus the previous year at \$128,500.

#### Median Days on Market Shortens

The median number of **3.00** days that homes spent on the market before selling decreased by 11.00 days or **78.57%** in May 2021 compared to last year's same month at **14.00** DOM.

#### Sales Success for May 2021 is Positive

Overall, with Median 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.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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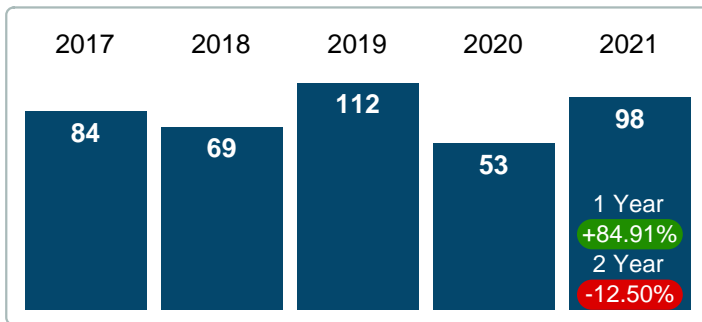
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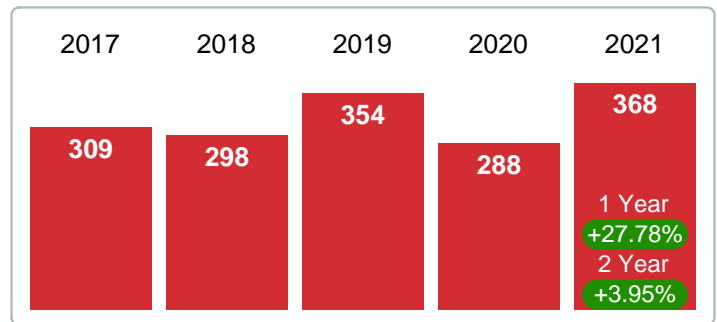
## CLOSED LISTINGS

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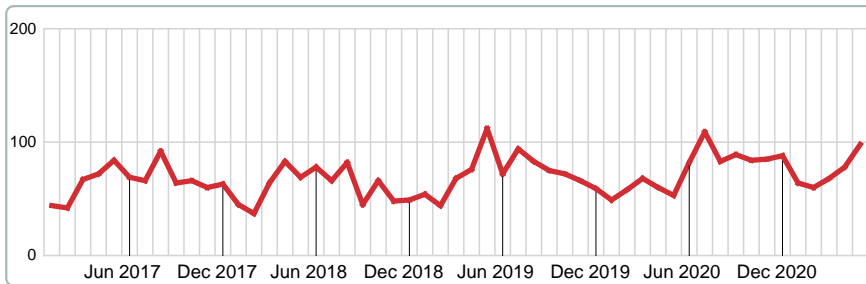
### MAY



### YEAR TO DATE (YTD)

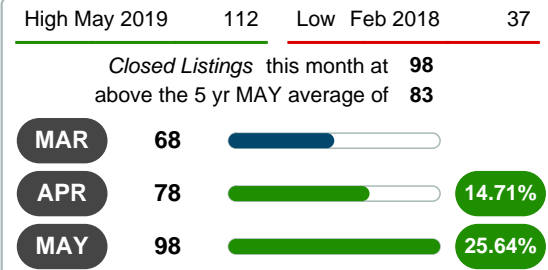


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 83



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	4.08%	5.5	3	1	0	0
\$50,001 - \$100,000	13	13.27%	2.0	2	11	0	0
\$100,001 - \$125,000	12	12.24%	3.0	2	9	1	0
\$125,001 - \$225,000	32	32.65%	4.5	3	21	5	3
\$225,001 - \$250,000	11	11.22%	1.0	0	6	5	0
\$250,001 - \$325,000	14	14.29%	6.5	0	5	8	1
\$325,001 and up	12	12.24%	3.0	0	3	8	1
<b>Total Closed Units</b>	<b>98</b>			<b>10</b>	<b>56</b>	<b>27</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>19,422,908</b>	<b>100%</b>	<b>3.0</b>	<b>944.40K</b>	<b>9.40M</b>	<b>7.87M</b>	<b>1.21M</b>
<b>Median Closed Price</b>	<b>\$175,000</b>			<b>\$101,200</b>	<b>\$150,450</b>	<b>\$275,000</b>	<b>\$206,500</b>

# May 2021



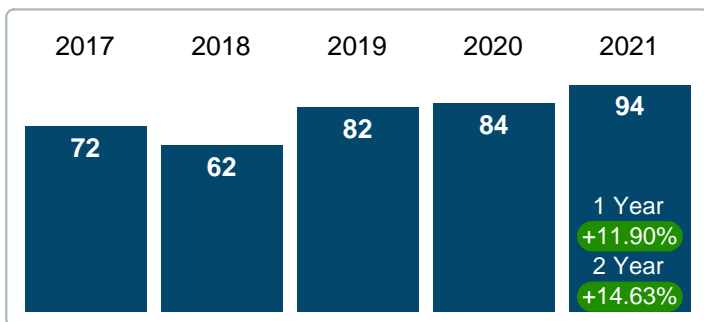
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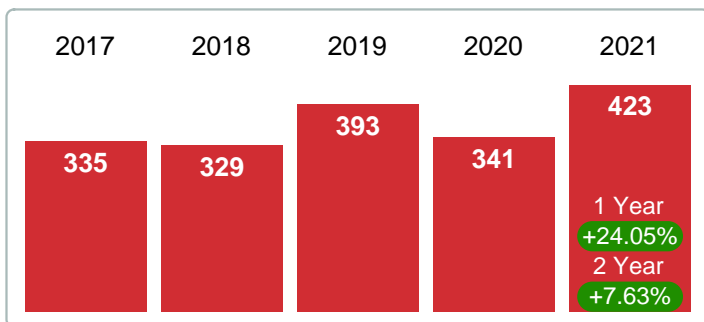
## PENDING LISTINGS

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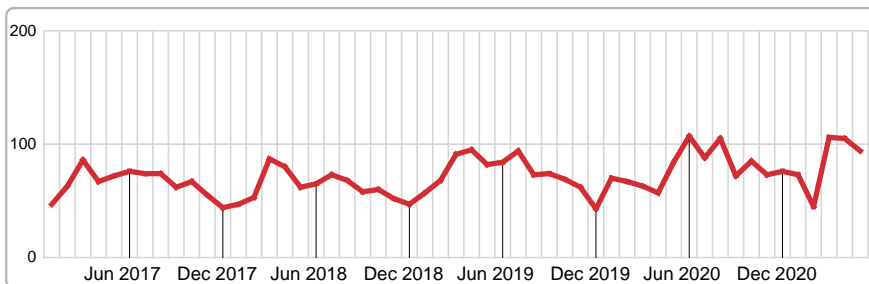
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 79

High Jun 2020 107 Low Dec 2019 43

Pending Listings this month at **94**  
above the 5 yr MAY average of **79**



### 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	2	2.13%	19.5	1	1	0	0
\$50,001 - \$75,000	11	11.70%	22.0	7	4	0	0
\$75,001 - \$125,000	21	22.34%	2.0	3	15	2	1
\$125,001 - \$200,000	24	25.53%	4.0	1	19	3	1
\$200,001 - \$225,000	8	8.51%	5.5	0	4	3	1
\$225,001 - \$300,000	17	18.09%	6.0	1	6	9	1
\$300,001 and up	11	11.70%	6.0	0	2	5	4
<b>Total Pending Units</b>	<b>94</b>			<b>13</b>	<b>51</b>	<b>22</b>	<b>8</b>
<b>Total Pending Volume</b>	<b>17,223,434</b>	<b>100%</b>	<b>4.5</b>	<b>1.29M</b>	<b>8.01M</b>	<b>5.25M</b>	<b>2.67M</b>
<b>Median Listing Price</b>	<b>\$153,000</b>			<b>\$73,500</b>	<b>\$138,900</b>	<b>\$236,500</b>	<b>\$312,400</b>

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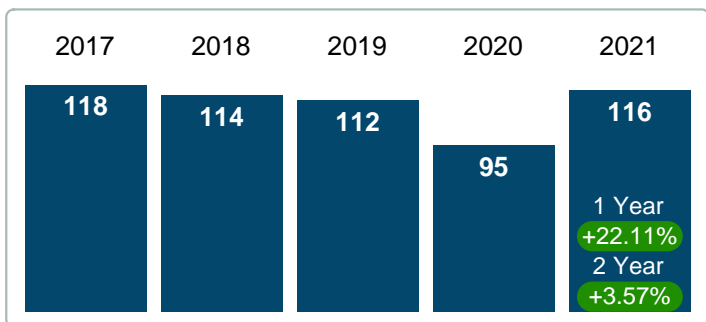
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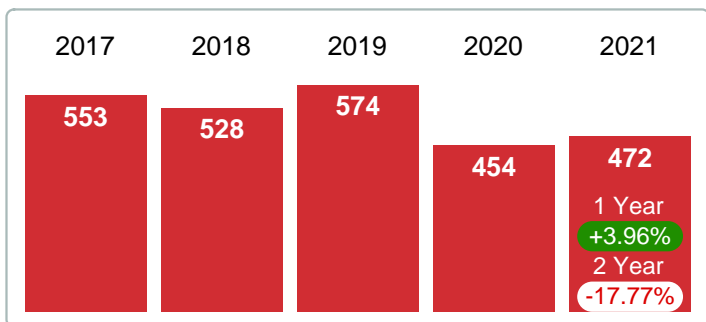
## NEW LISTINGS

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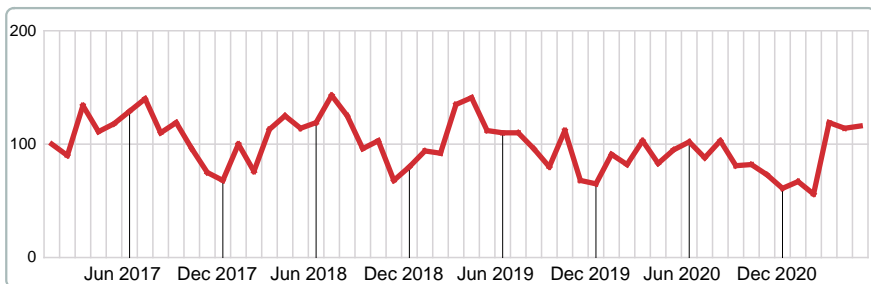
### MAY



### 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
<b>Total New Listed Units</b>	<b>116</b>		<b>11</b>	<b>58</b>	<b>36</b>	<b>11</b>
<b>Total New Listed Volume</b>	<b>23,380,484</b>	<b>100%</b>	<b>1.03M</b>	<b>8.03M</b>	<b>9.62M</b>	<b>4.71M</b>
<b>Median New Listed Listing Price</b>	<b>\$166,500</b>		<b>\$75,000</b>	<b>\$134,950</b>	<b>\$242,500</b>	<b>\$349,900</b>

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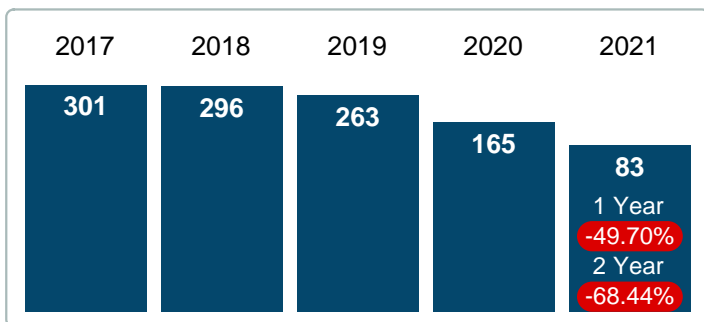
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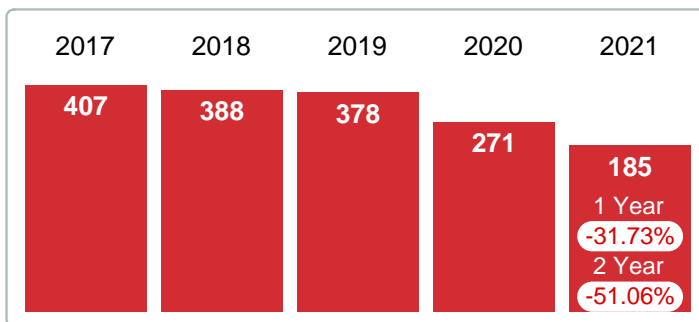
## ACTIVE INVENTORY

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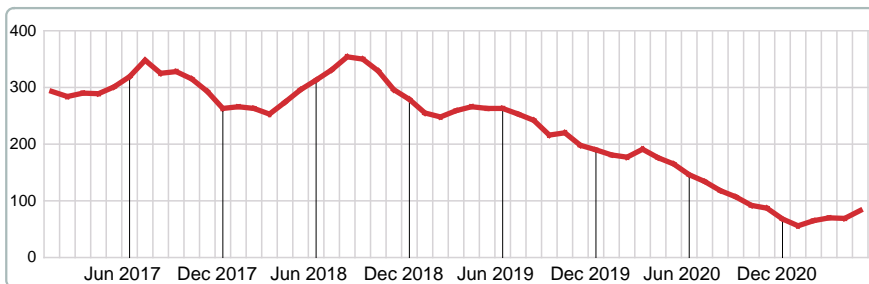
### END OF MAY



### ACTIVE DURING MAY

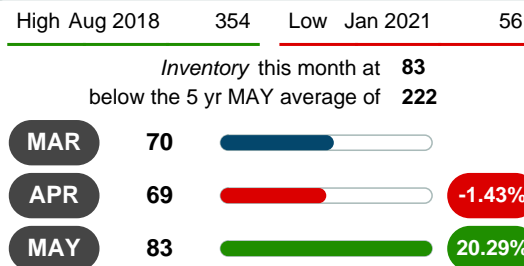


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 222



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	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%	34.5	4	4	0	0
\$50,001 - \$125,000	22	26.51%	31.0	8	11	3	0
\$125,001 - \$250,000	21	25.30%	22.0	1	15	5	0
\$250,001 - \$350,000	12	14.46%	10.0	1	1	7	3
\$350,001 - \$575,000	10	12.05%	42.5	0	0	8	2
\$575,001 and up	9	10.84%	40.0	1	2	3	3
<b>Total Active Inventory by Units</b>	<b>83</b>			<b>15</b>	<b>34</b>	<b>26</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>20,375,350</b>	<b>100%</b>	<b>26.0</b>	<b>2.01M</b>	<b>5.65M</b>	<b>8.96M</b>	<b>3.75M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$169,900</b>			<b>\$62,900</b>	<b>\$131,800</b>	<b>\$326,500</b>	<b>\$404,250</b>

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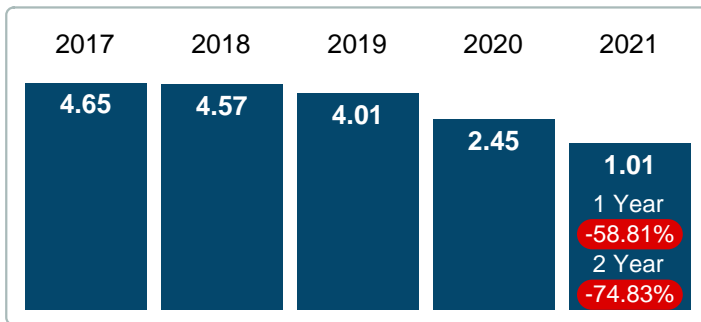
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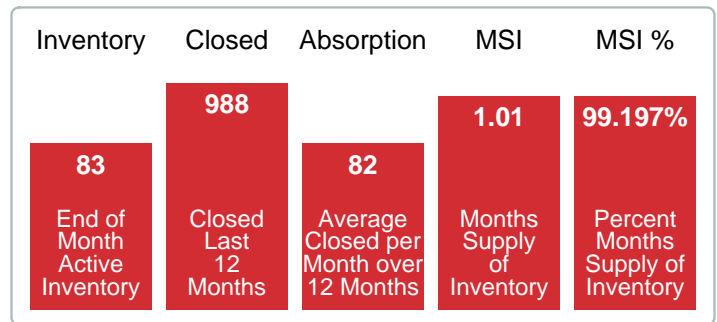
## MONTHS SUPPLY of INVENTORY (MSI)

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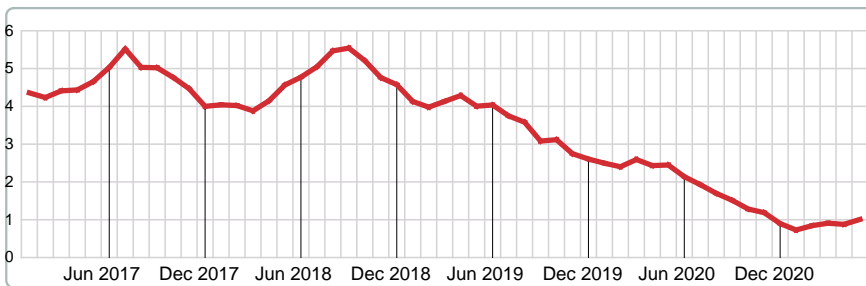
### MSI FOR MAY



### INDICATORS FOR MAY 2021

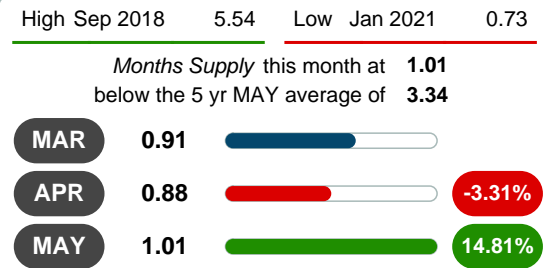


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# May 2021



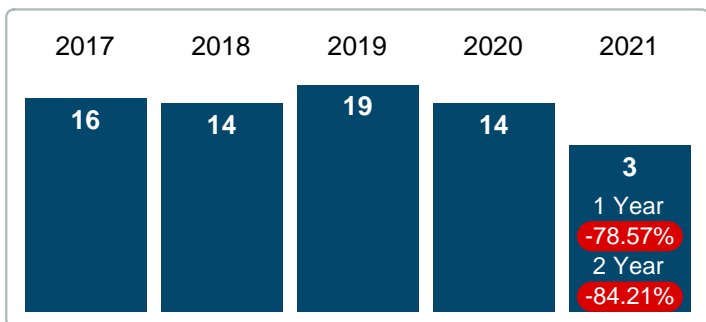
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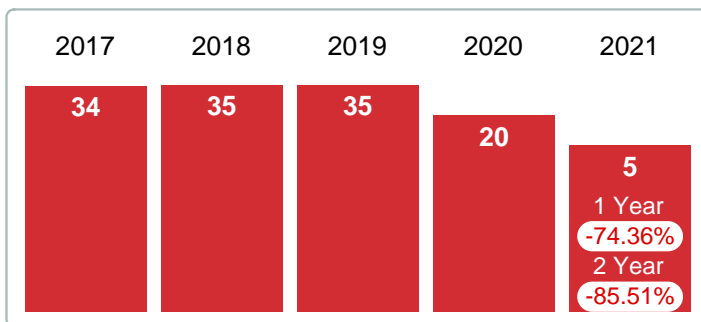
## MEDIAN DAYS ON MARKET TO SALE

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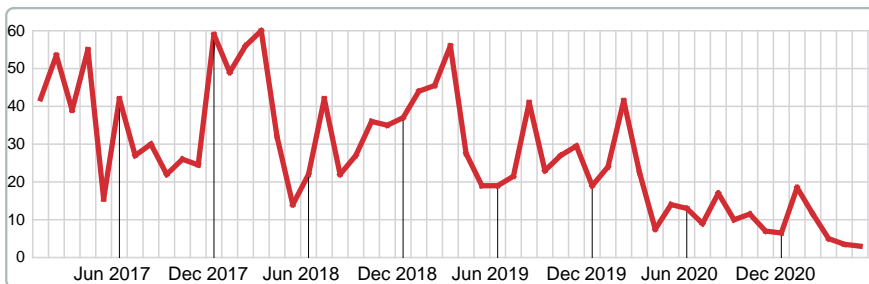
### MAY



### YEAR TO DATE (YTD)

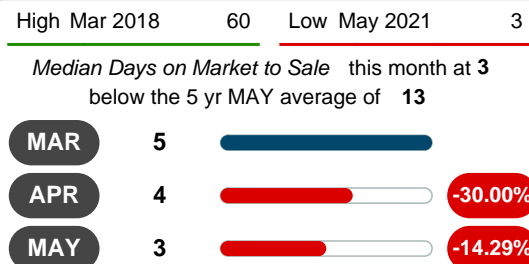


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 13



### 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	4.08%	6	6	5	0	0
\$50,001 - \$100,000	13.27%	2	3	2	0	0
\$100,001 - \$125,000	12.24%	3	6	3	1	0
\$125,001 - \$225,000	32.65%	5	1	5	2	5
\$225,001 - \$250,000	11.22%	1	0	1	2	0
\$250,001 - \$325,000	14.29%	7	0	5	10	12
\$325,001 and up	12.24%	3	0	3	3	1
Median Closed DOM		3	2	4	3	5
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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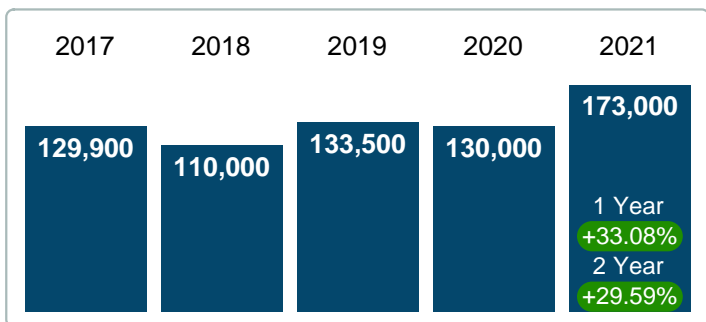
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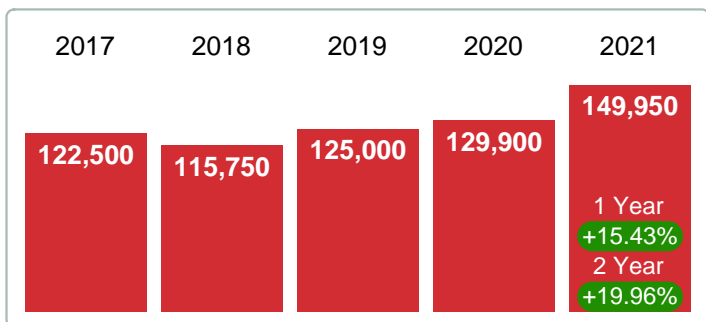
## MEDIAN LIST PRICE AT CLOSING

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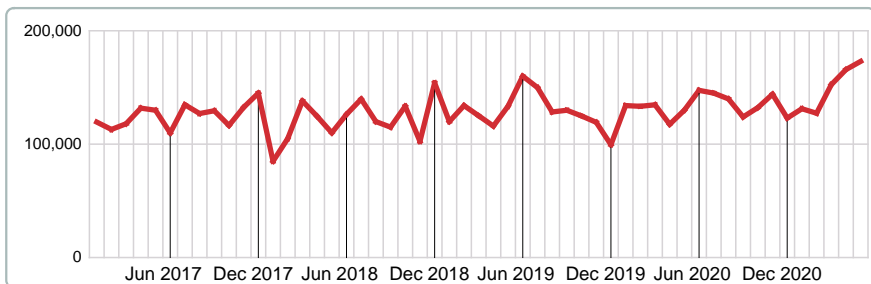
### MAY



### YEAR TO DATE (YTD)

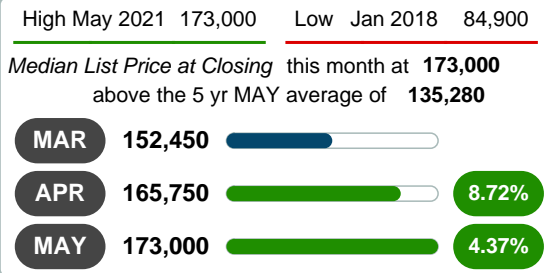


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 135,280



### 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	4.08%	35,000	36,000	15,000	0	0
\$50,001 - \$100,000	14.29%	79,000	96,500	78,000	0	0
\$100,001 - \$125,000	13.27%	115,000	117,500	115,000	125,000	0
\$125,001 - \$225,000	31.63%	169,900	153,000	159,900	204,900	175,000
\$225,001 - \$250,000	13.27%	239,900	0	240,000	231,950	0
\$250,001 - \$325,000	13.27%	295,000	0	283,000	309,900	295,000
\$325,001 and up	10.20%	381,575	0	393,250	383,700	344,000
<b>Median List Price</b>		<b>173,000</b>	<b>98,200</b>	<b>149,450</b>	<b>280,000</b>	<b>199,900</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>173,000</b>	<b>10</b>	<b>56</b>	<b>27</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>19,225,220</b>	<b>911.40K</b>	<b>9.30M</b>	<b>7.83M</b>	<b>1.19M</b>



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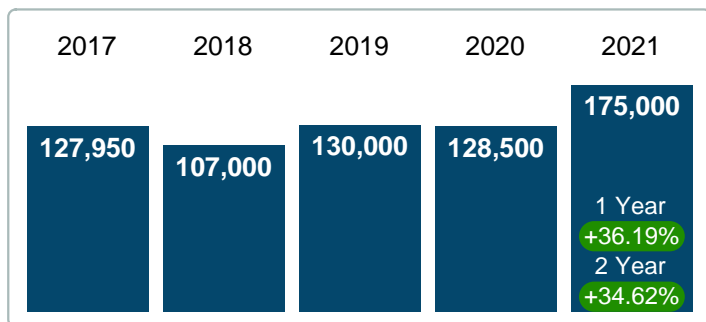
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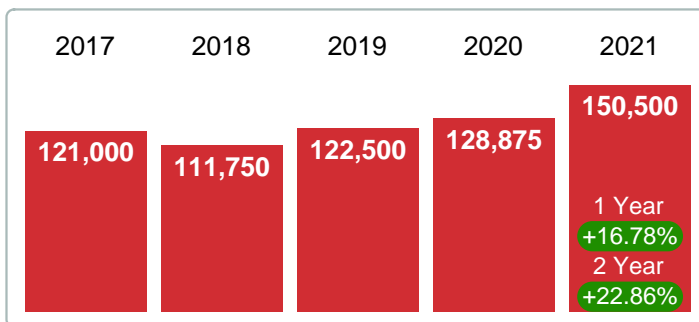
## MEDIAN SOLD PRICE AT CLOSING

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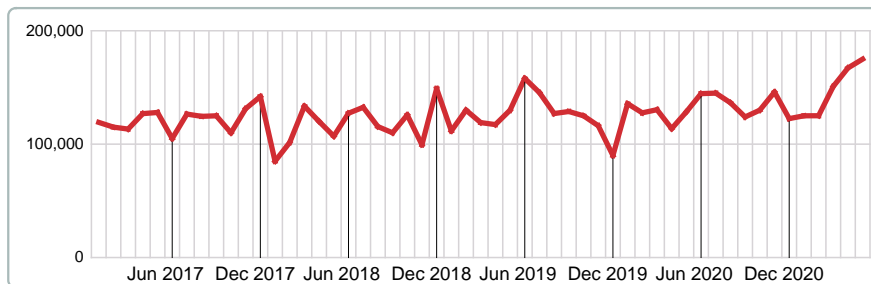
### MAY



### YEAR TO DATE (YTD)

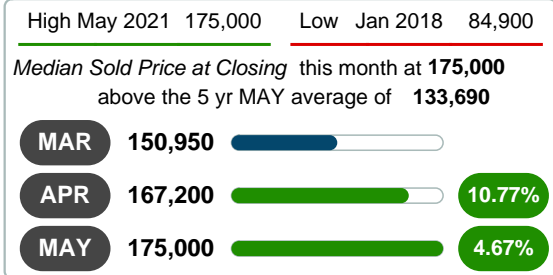


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 133,690



### 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	4.08%	33,000	34,000	15,000	0	0
\$50,001 - \$100,000	13	13.27%	78,000	82,450	78,000	0	0
\$100,001 - \$125,000	12	12.24%	116,450	108,750	117,900	125,000	0
\$125,001 - \$225,000	32	32.65%	167,081	150,000	159,000	210,000	179,300
\$225,001 - \$250,000	11	11.22%	240,000	0	240,000	231,372	0
\$250,001 - \$325,000	14	14.29%	278,750	0	275,000	278,750	302,000
\$325,001 and up	12	12.24%	368,500	0	389,000	365,500	348,000
Median Sold Price			175,000	101,200	150,450	275,000	206,500
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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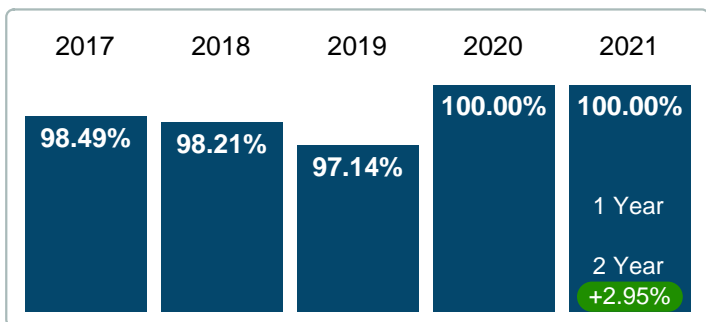
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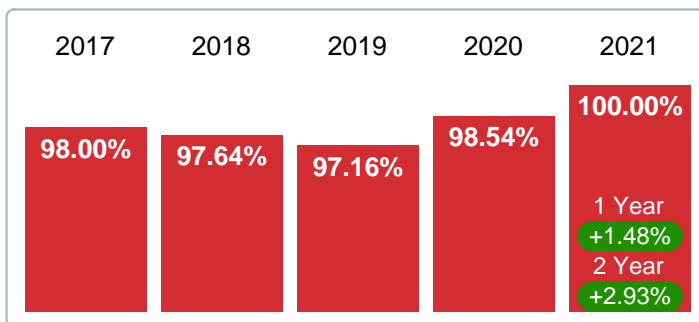
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

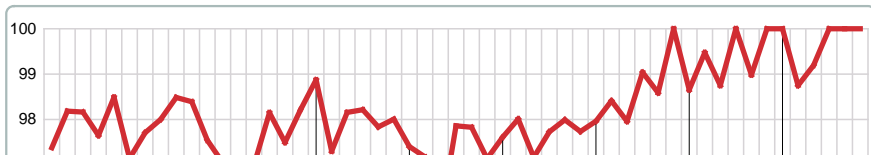
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 98.77%

High May 2021 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAY average of **98.77%**

MAR 100.00%  
APR 100.00%  
MAY 100.00%

0.00%  
0.00%

### 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	4	4.08%	97.22%	94.44%	100.00%	0.00%	0.00%
\$50,001 - \$100,000	13	13.27%	100.00%	100.78%	100.00%	0.00%	0.00%
\$100,001 - \$125,000	12	12.24%	101.27%	103.11%	102.54%	100.00%	0.00%
\$125,001 - \$225,000	32	32.65%	100.00%	100.00%	100.00%	101.41%	102.46%
\$225,001 - \$250,000	11	11.22%	101.59%	0.00%	101.67%	101.59%	0.00%
\$250,001 - \$325,000	14	14.29%	100.00%	0.00%	100.00%	100.00%	102.37%
\$325,001 and up	12	12.24%	101.51%	0.00%	100.00%	103.15%	101.16%
Median Sold/List Ratio		100.00%		100.00%	100.00%	101.41%	102.37%
Total Closed Units	98	100%	100.00%	10	56	27	5
Total Closed Volume	19,422,908			944.40K	9.40M	7.87M	1.21M

# May 2021



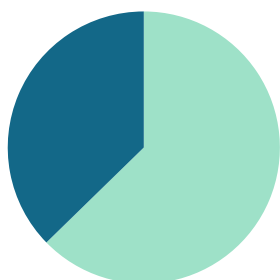
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

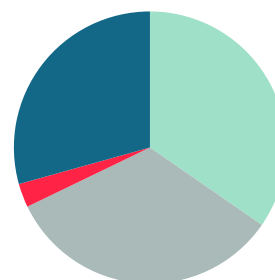


**Inventory**  
 New Listings  
**116 = 62.70%**  
 Start Inventory  
**69**  
 Total Inventory Units  
**185**  
 Volume  
**\$40,532,374**

### 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%
Median List Price	130,000	173,000	33.08%	129,900	149,950	15.43%
Median Sale Price	128,500	175,000	36.19%	128,875	150,500	16.78%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	98.54%	100.00%	1.48%
Median Days on Market to Sale	14.00	3.00	-78.57%	19.50	5.00	-74.36%
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

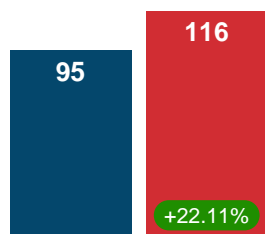
**Inventory** on May 31, 2021 = **83**

**2020** **2021**

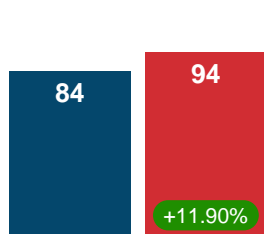
### MAY MARKET

### MEDIAN PRICES

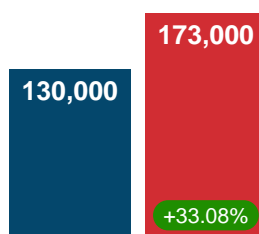
#### New Listings



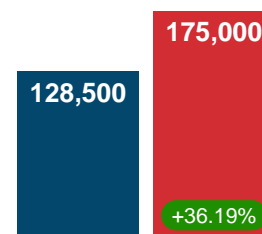
#### Pending Listings



#### List Price



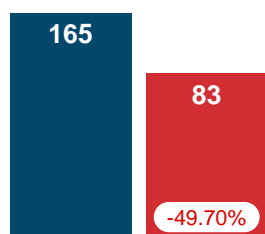
#### Sale Price



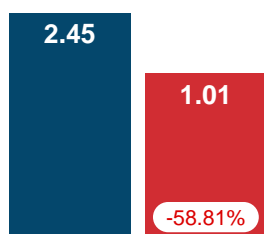
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

