



December 2020

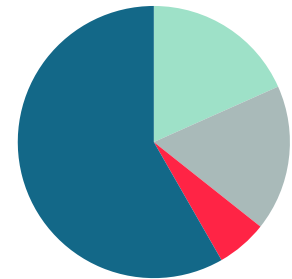
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2021 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	74	94	27.03%
Pending Listings	47	89	89.36%
New Listings	115	89	-22.61%
Average List Price	127,503	168,060	31.81%
Average Sale Price	115,692	161,496	39.59%
Average Percent of Selling Price to List Price	94.67%	97.52%	3.01%
Average Days on Market to Sale	42.76	26.24	-38.62%
End of Month Inventory	479	299	-37.58%
Months Supply of Inventory	5.46	3.55	-34.99%



■ Closed (18.32%)
■ Pending (17.35%)
■ Other OffMarket (6.04%)
■ Active (58.28%)

Absorption: Last 12 months, an Average of **84** Sales/Month
Active Inventory as of December 31, 2020 = **299**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **37.58%** to 299 existing homes available for sale. Over the last 12 months this area has had an average of 84 closed sales per month. This represents an unsold inventory index of **3.55** 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 **39.59%** in December 2020 to \$161,496 versus the previous year at \$115,692.

Average Days on Market Shortens

The average number of **26.24** days that homes spent on the market before selling decreased by 16.51 days or **38.62%** in December 2020 compared to last year's same month at **42.76** DOM.

Sales Success for December 2020 is Positive

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

There were 89 New Listings in December 2020, down **22.61%** from last year at 115. Furthermore, there were 94 Closed Listings this month versus last year at 74, a **27.03%** increase.

Closed versus Listed trends yielded a **105.6%** ratio, up from previous year's, December 2019, at **64.3%**, a **64.14%** 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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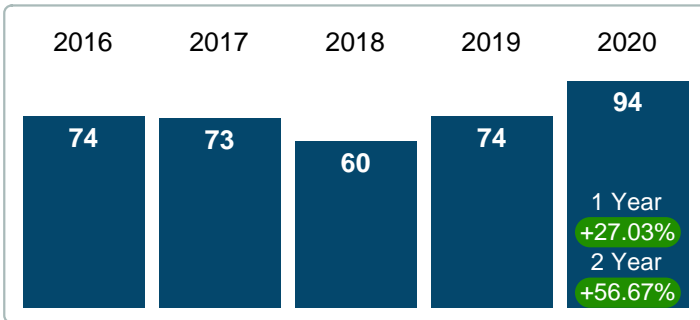
Area Delimited by County Of Washington



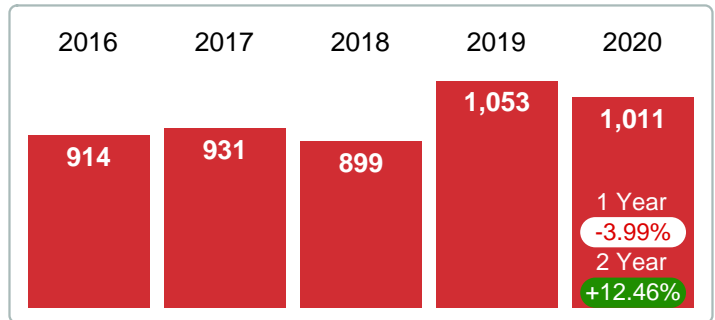
CLOSED LISTINGS

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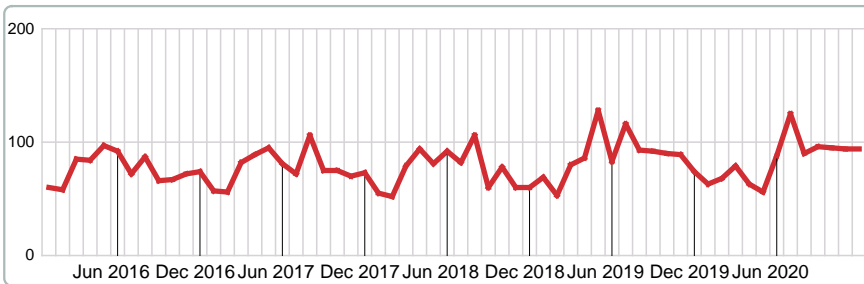
DECEMBER



YEAR TO DATE (YTD)

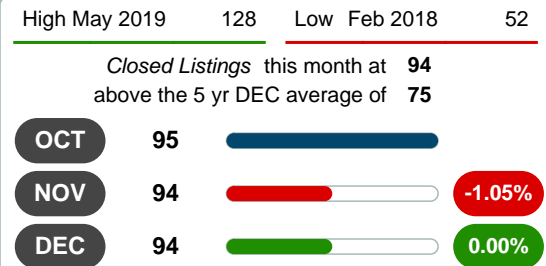


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 75



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	3.19%	17.3	3	0	0	0
\$25,001 - \$50,000	11	11.70%	29.3	6	4	1	0
\$50,001 - \$75,000	14	14.89%	20.1	6	8	0	0
\$75,001 - \$150,000	26	27.66%	15.7	3	19	4	0
\$150,001 - \$225,000	17	18.09%	34.1	1	4	9	3
\$225,001 - \$275,000	11	11.70%	22.5	1	2	6	2
\$275,001 and up	12	12.77%	48.2	1	2	8	1
Total Closed Units	94			21	39	28	6
Total Closed Volume	15,180,634	100%	26.2	2.01M	4.93M	6.61M	1.63M
Average Closed Price	\$161,496			\$95,806	\$126,354	\$236,107	\$271,650



December 2020

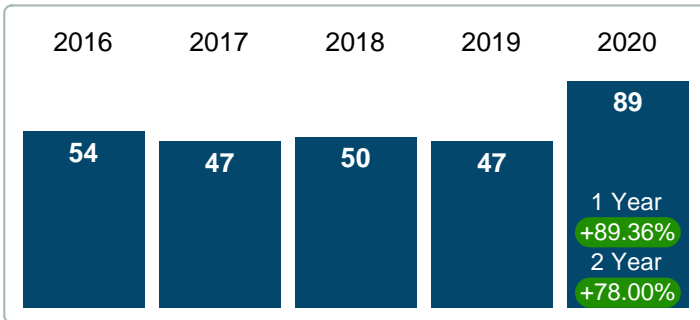
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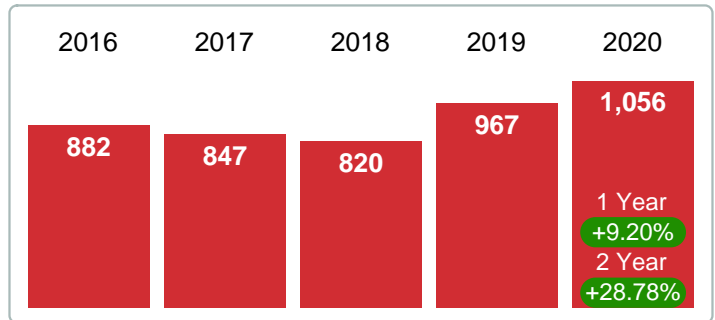
PENDING LISTINGS

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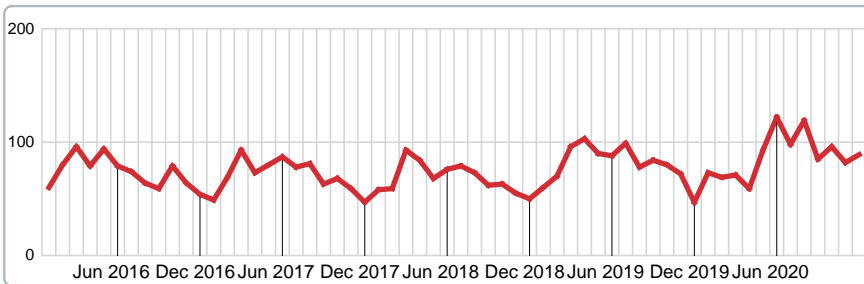
DECEMBER



YEAR TO DATE (YTD)

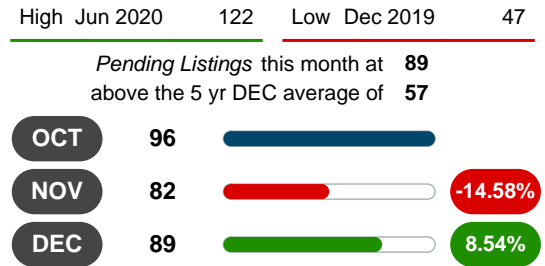


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 57



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	7.87%	52.4	6	1	0	0
\$40,001 - \$60,000	11	12.36%	22.3	6	5	0	0
\$60,001 - \$80,000	12	13.48%	44.4	3	8	1	0
\$80,001 - \$130,000	20	22.47%	24.6	4	12	4	0
\$130,001 - \$180,000	16	17.98%	29.3	3	9	3	1
\$180,001 - \$260,000	14	15.73%	43.5	4	5	4	1
\$260,001 and up	9	10.11%	53.4	2	1	5	1
Total Pending Units	89			28	41	17	3
Total Pending Volume	13,270,583	100%	2.9	3.18M	5.42M	3.98M	689.90K
Average Listing Price	\$84,059			\$113,682	\$132,158	\$234,065	\$229,967

December 2020



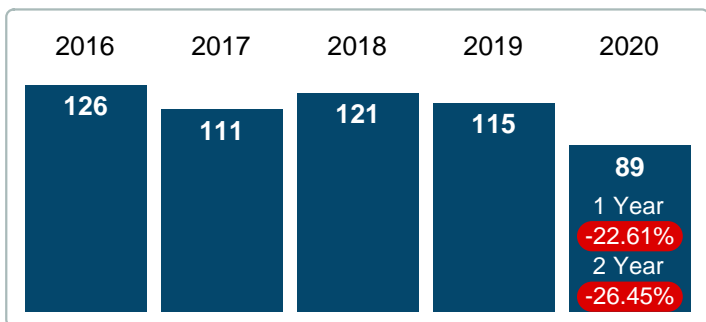
Area Delimited by County Of Washington



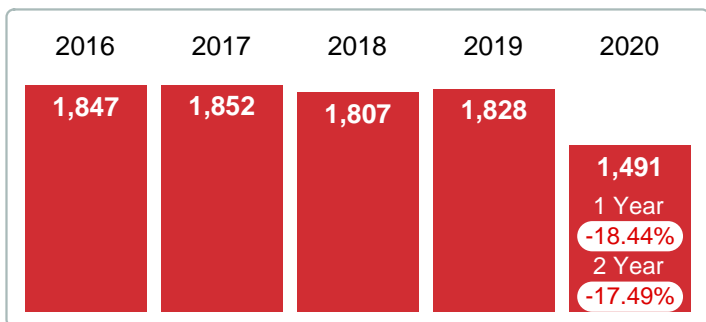
NEW LISTINGS

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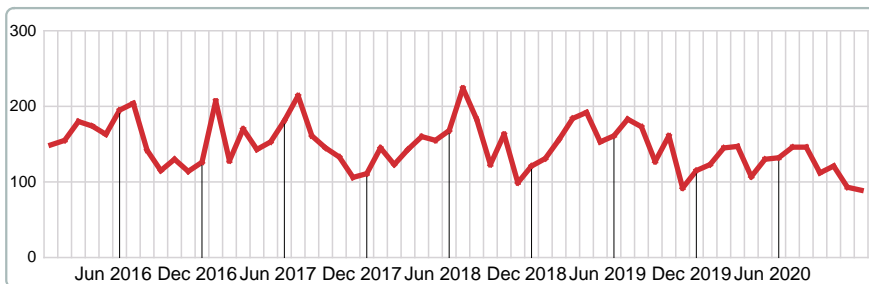
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

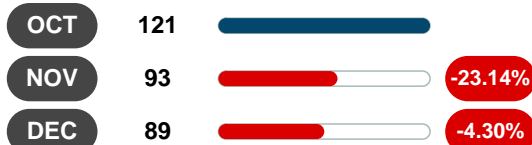


3 MONTHS

5 year DEC AVG = 112

High Jul 2018 224 Low Dec 2020 89

New Listings this month at 89 below the 5 yr DEC average of 112



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	2	2.25%	1	1	0	0
\$10,001 - \$30,000	19	21.35%	18	0	1	0
\$30,001 - \$50,000	8	8.99%	7	1	0	0
\$50,001 - \$110,000	21	23.60%	10	11	0	0
\$110,001 - \$160,000	17	19.10%	4	9	4	0
\$160,001 - \$250,000	14	15.73%	1	5	6	2
\$250,001 and up	8	8.99%	2	3	3	0
Total New Listed Units	89		43	30	14	2
Total New Listed Volume	10,568,835	100%	2.78M	4.49M	2.86M	440.00K
Average New Listed Listing Price	\$80,885		\$64,750	\$149,640	\$203,957	\$220,000



December 2020

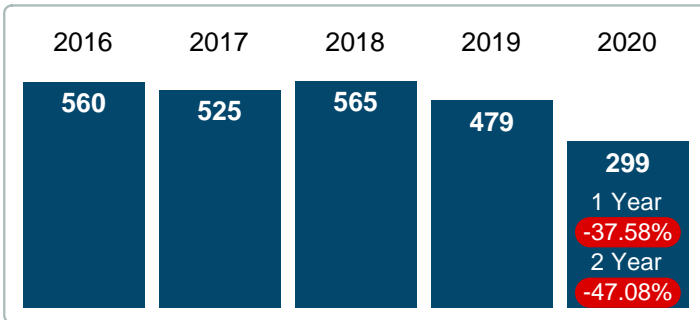
Area Delimited by County Of Washington



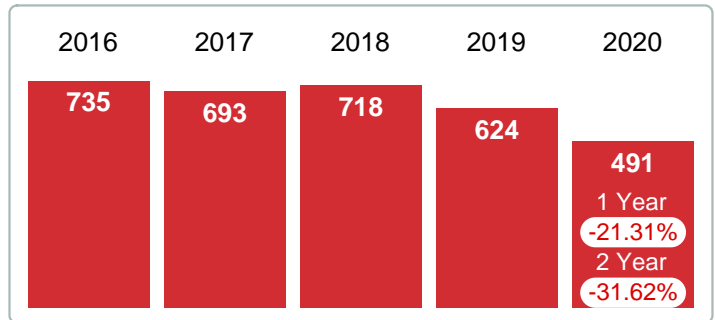
ACTIVE INVENTORY

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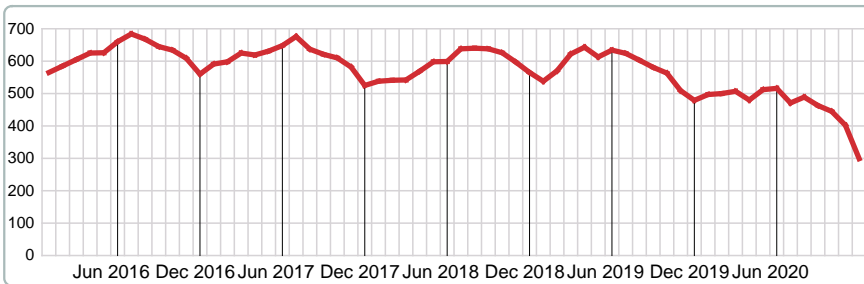
END OF DECEMBER



ACTIVE DURING DECEMBER

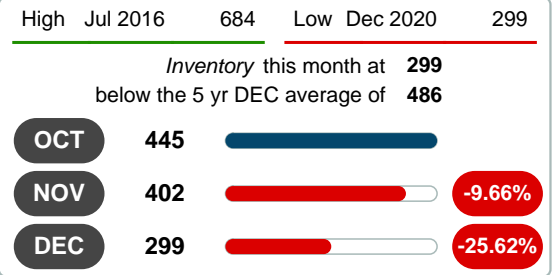


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 486



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$20,000	68	22.74%	118.9	44	22	2	0
\$20,001-\$40,000	31	10.37%	144.8	28	1	2	0
\$40,001-\$90,000	87	29.10%	159.4	76	9	2	0
\$90,001-\$190,000	44	14.72%	90.6	23	14	7	0
\$190,001-\$390,000	36	12.04%	106.8	16	7	10	3
\$390,001 and up	33	11.04%	171.8	27	2	3	1
Total Active Inventory by Units			299	214	55	26	4
Total Active Inventory by Volume			44,759,035	31.39M	5.65M	5.98M	1.74M
Average Active Inventory Listing Price			\$149,696	\$146,693	\$102,747	\$229,953	\$434,225

December 2020



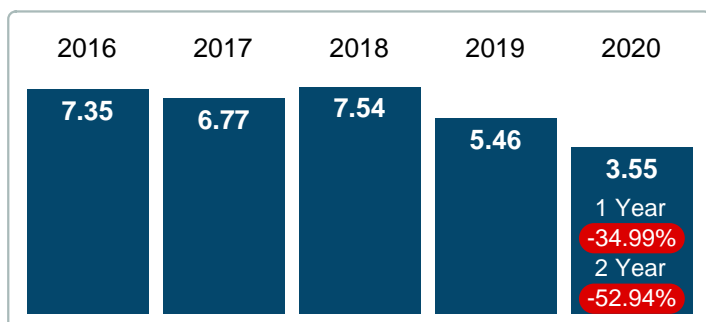
Area Delimited by County Of Washington



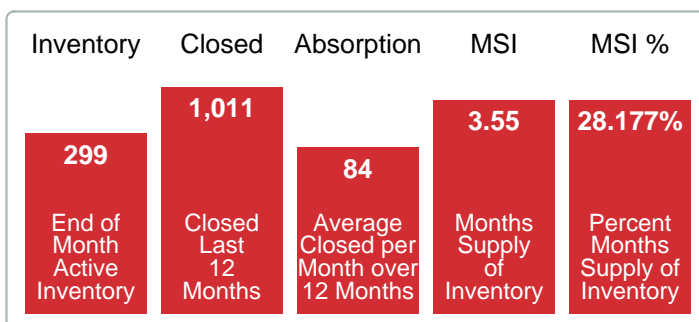
MONTHS SUPPLY of INVENTORY (MSI)

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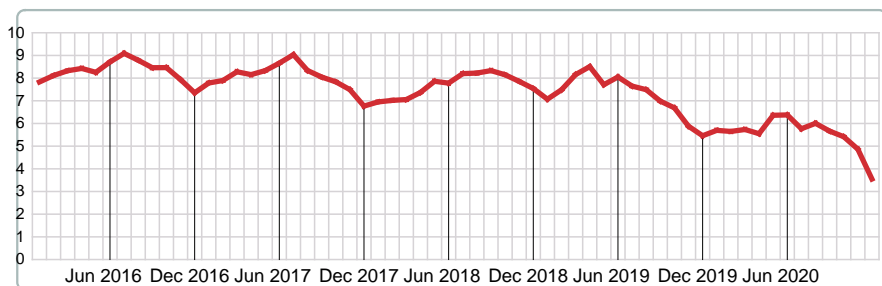
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

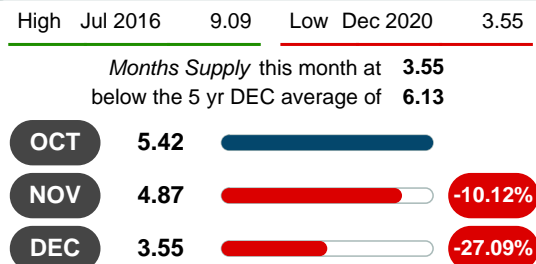


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 6.13



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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$20,000	68	22.74%	14.57	18.21	10.56	24.00	0.00
\$20,001-\$40,000	31	10.37%	6.20	9.33	0.52	24.00	0.00
\$40,001-\$90,000	87	29.10%	4.41	10.48	0.81	1.41	0.00
\$90,001-\$190,000	44	14.72%	1.34	8.12	0.64	0.92	0.00
\$190,001-\$390,000	36	12.04%	1.86	11.29	1.50	0.88	1.57
\$390,001 and up	33	11.04%	12.77	108.00	4.00	2.57	1.50
Market Supply of Inventory (MSI)			3.55	12.47	1.31	1.20	1.20
Total Active Inventory by Units		100%	3.55	214	55	26	4

December 2020



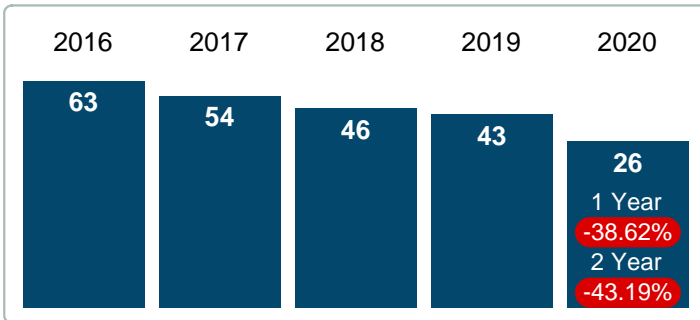
Area Delimited by County Of Washington



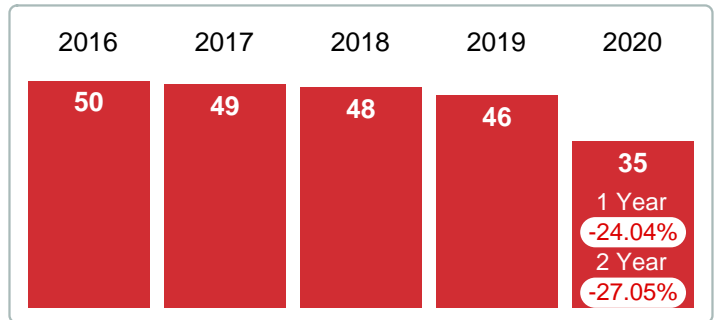
AVERAGE DAYS ON MARKET TO SALE

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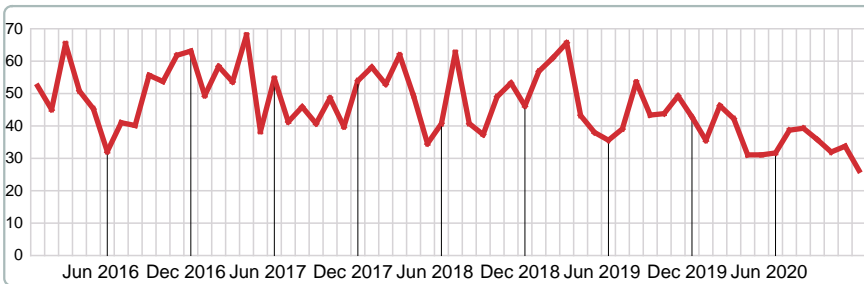
DECEMBER



YEAR TO DATE (YTD)

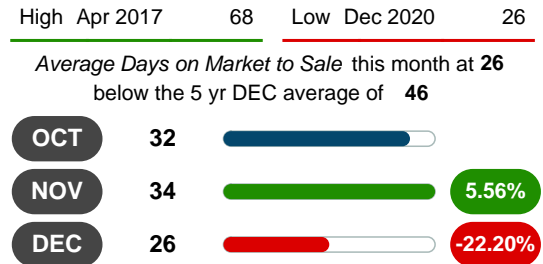


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 46



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
\$25,000 and less	3.19%	17	17	0	0	0
\$25,001 - \$50,000	11.70%	29	34	9	82	0
\$50,001 - \$75,000	14.89%	20	12	26	0	0
\$75,001 - \$150,000	27.66%	16	21	14	21	0
\$150,001 - \$225,000	18.09%	34	8	14	31	80
\$225,001 - \$275,000	11.70%	22	42	1	31	10
\$275,001 and up	12.77%	48	31	30	60	5
Average Closed DOM		26	23	16	40	44
Total Closed Units	100%	26	21	39	28	6
Total Closed Volume		15,180,634	2.01M	4.93M	6.61M	1.63M

December 2020

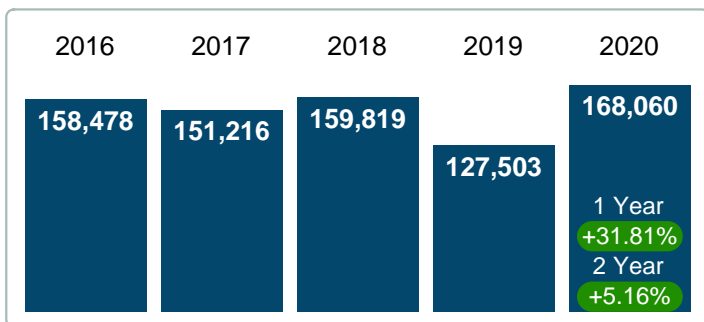
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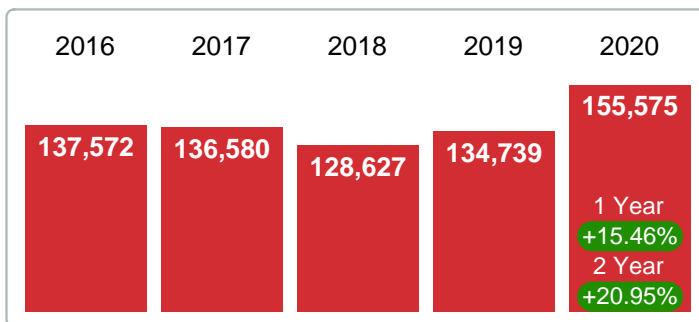
AVERAGE LIST PRICE AT CLOSING

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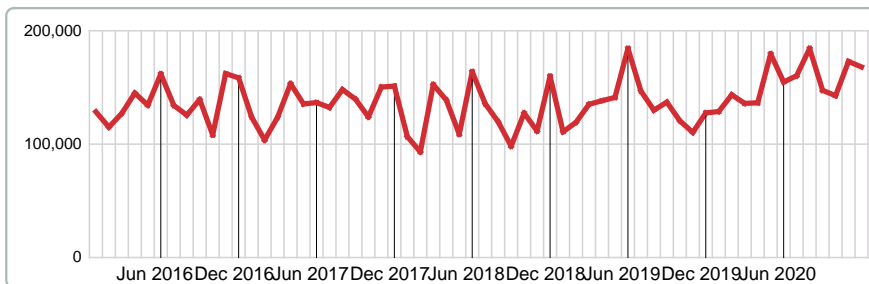
DECEMBER



YEAR TO DATE (YTD)

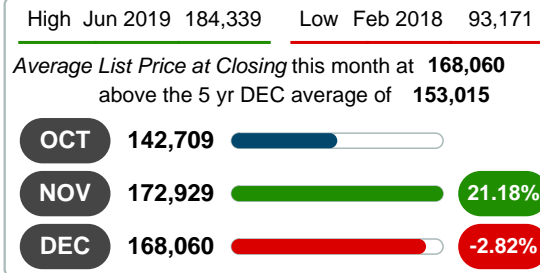


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 153,015



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
\$25,000 and less	2	2.13%	25,000	26,167	0	0	0
\$25,001 - \$50,000	11	11.70%	41,688	41,712	44,950	54,850	0
\$50,001 - \$75,000	16	17.02%	63,460	59,936	65,987	0	0
\$75,001 - \$150,000	26	27.66%	112,254	88,467	113,853	103,375	0
\$150,001 - \$225,000	14	14.89%	185,757	255,500	174,750	186,256	206,267
\$225,001 - \$275,000	13	13.83%	245,785	248,000	245,950	247,800	234,500
\$275,001 and up	12	12.77%	463,275	889,600	497,450	385,725	589,000
Average List Price			168,060	111,756	129,659	239,902	279,467
Total Closed Units		100%	168,060	21	39	28	6
Total Closed Volume			15,797,634	2.35M	5.06M	6.72M	1.68M



December 2020

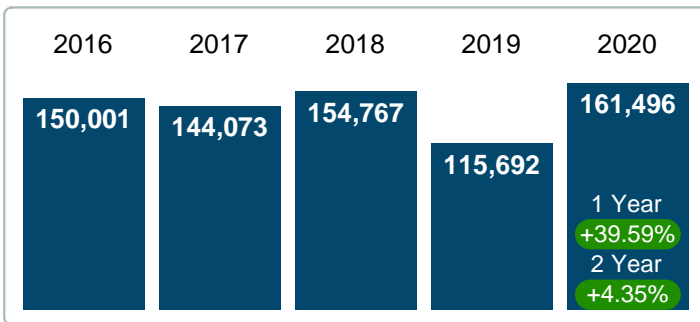
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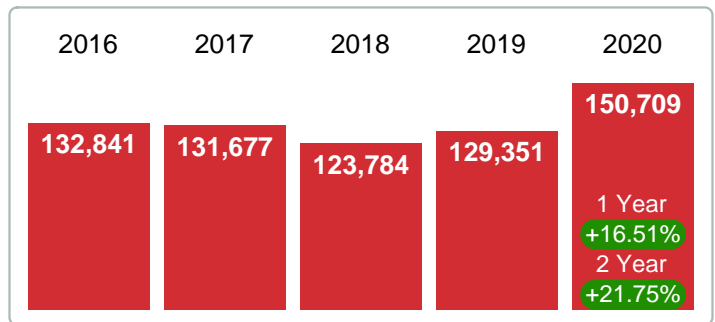
AVERAGE SOLD PRICE AT CLOSING

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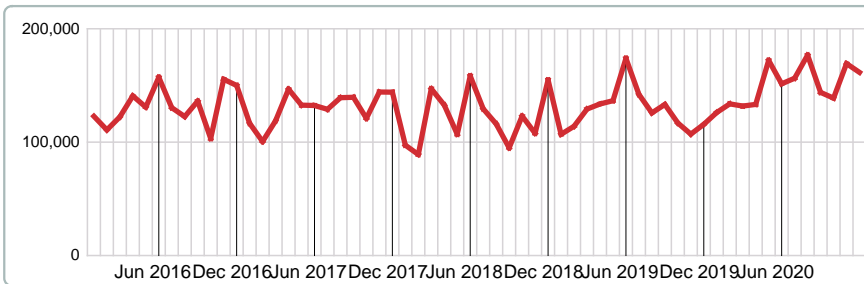
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

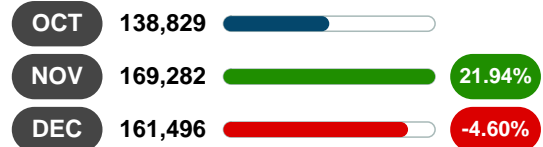


3 MONTHS

5 year DEC AVG = 145,206

High Aug 2020 176,754 Low Feb 2018 89,105

Average Sold Price at Closing this month at **161,496** above the 5 yr DEC average of **145,206**



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
\$25,000 and less	3.19%	20,917	20,917	0	0	0
\$25,001 - \$50,000	11.70%	43,606	41,295	45,475	50,000	0
\$50,001 - \$75,000	14.89%	61,944	57,886	64,988	0	0
\$75,001 - \$150,000	27.66%	108,215	88,867	112,658	101,625	0
\$150,001 - \$225,000	18.09%	182,665	180,300	170,275	185,444	191,633
\$225,001 - \$275,000	11.70%	245,536	240,000	245,950	250,500	233,000
\$275,001 and up	12.77%	429,267	667,200	456,250	372,813	589,000
Average Sold Price		161,496	95,806	126,354	236,107	271,650
Total Closed Units	100%	161,496	21	39	28	6
Total Closed Volume		15,180,634	2.01M	4.93M	6.61M	1.63M

December 2020



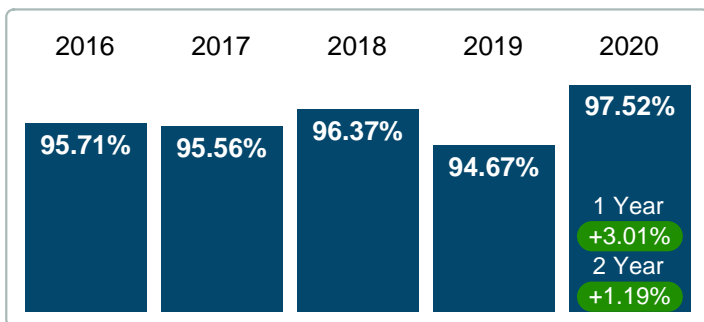
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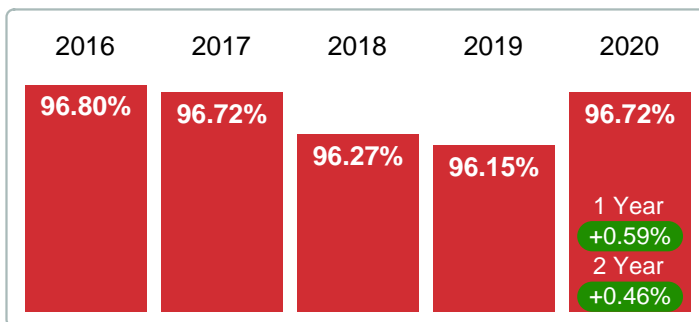
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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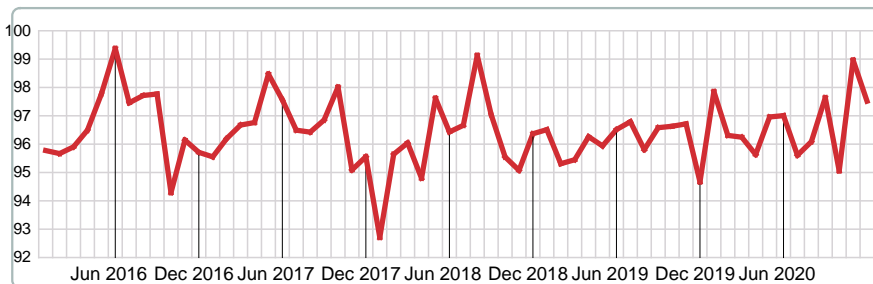
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

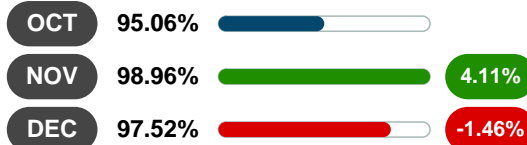


3 MONTHS

5 year DEC AVG = 95.96%

High Jun 2016 99.37% Low Jan 2018 92.71%

Average Sold/List Ratio this month at **97.52%** above the 5 yr DEC average of **95.96%**



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
\$25,000 and less	3	3.19%	80.72%	80.72%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	11	11.70%	99.61%	98.72%	103.06%	91.16%	0.00%
\$50,001 - \$75,000	14	14.89%	97.95%	96.95%	98.70%	0.00%	0.00%
\$75,001 - \$150,000	26	27.66%	99.24%	101.45%	98.93%	99.08%	0.00%
\$150,001 - \$225,000	17	18.09%	96.30%	70.57%	97.47%	99.71%	93.07%
\$225,001 - \$275,000	11	11.70%	100.25%	96.77%	100.00%	101.21%	99.35%
\$275,001 and up	12	12.77%	94.77%	75.00%	93.03%	97.03%	100.00%
Average Sold/List Ratio		97.50%		93.47%	98.91%	98.87%	96.32%
Total Closed Units		94	100%	21	39	28	6
Total Closed Volume		15,180,634		2.01M	4.93M	6.61M	1.63M

December 2020

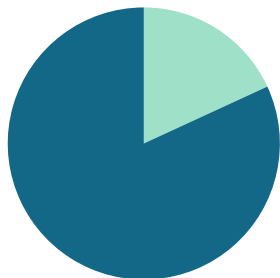
Area Delimited by County Of Washington



MARKET SUMMARY

Report produced on Jan 11, 2021 for MLS Technology Inc.

INVENTORY

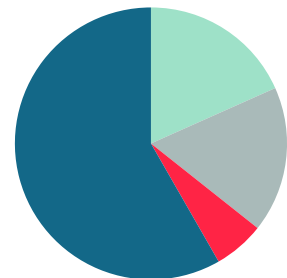


Inventory
 New Listings
89 = 18.13%
 Start Inventory
402
 Total Inventory Units
491
 Volume
\$73,474,517

Market Activity

Closed Sales
94 = 18.32%
 Pending Sales
89 = 17.35%
 Other Off Market
31 = 6.04%
 Active Inventory
299 = 58.28%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	74	94	27.03%	1,053	1,011	-3.99%
Pending Sales	47	89	89.36%	967	1,056	9.20%
New Listings	115	89	-22.61%	1,828	1,491	-18.44%
Average List Price	127,503	168,060	31.81%	134,739	155,575	15.46%
Average Sale Price	115,692	161,496	39.59%	129,351	150,709	16.51%
Average Percent of Selling Price to List Price	94.67%	97.52%	3.01%	96.15%	96.72%	0.59%
Average Days on Market to Sale	42.76	26.24	-38.62%	46.47	35.30	-24.04%
Monthly Inventory	479	299	-37.58%	479	299	-37.58%
Months Supply of Inventory	5.46	3.55	-34.99%	5.46	3.55	-34.99%

Absorption: Last 12 months, an Average of **84** Sales/Month

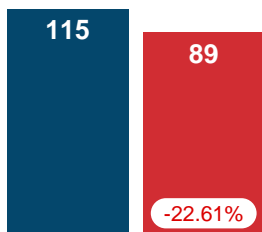
Inventory on December 31, 2020 = **299**

2019 **2020**

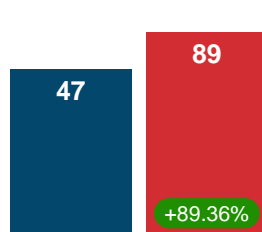
DECEMBER MARKET

AVERAGE PRICES

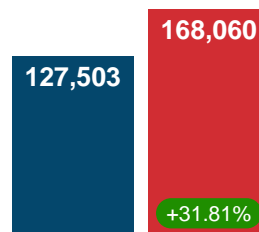
New Listings



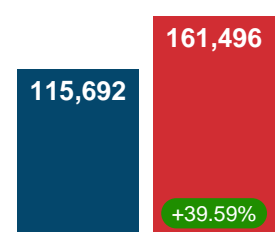
Pending Listings



List Price



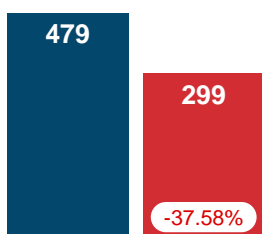
Sale Price



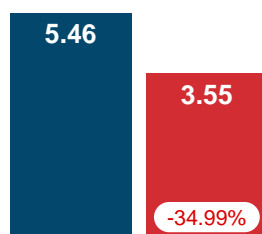
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

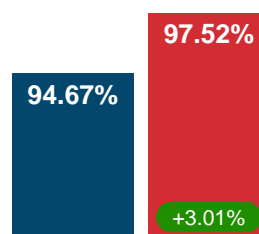
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

