

April 2021



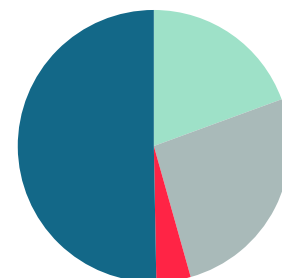
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	April 2021	+/-%
Closed Listings	70	100	42.86%
Pending Listings	59	135	128.81%
New Listings	113	163	44.25%
Median List Price	94,450	149,500	58.28%
Median Sale Price	86,250	149,500	73.33%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	10.00	4.00	-60.00%
End of Month Inventory	481	259	-46.15%
Months Supply of Inventory	5.52	2.77	-49.89%



■ Closed (19.42%)
■ Pending (26.21%)
■ Other OffMarket (4.08%)
■ Active (50.29%)

Absorption: Last 12 months, an Average of **94** Sales/Month
Active Inventory as of April 30, 2021 = **259**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2021 decreased **46.15%** to 259 existing homes available for sale. Over the last 12 months this area has had an average of 94 closed sales per month. This represents an unsold inventory index of **2.77** 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 **73.33%** in April 2021 to \$149,500 versus the previous year at \$86,250.

Median Days on Market Shortens

The median number of **4.00** days that homes spent on the market before selling decreased by 6.00 days or **60.00%** in April 2021 compared to last year's same month at **10.00** DOM.

Sales Success for April 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 163 New Listings in April 2021, up **44.25%** from last year at 113. Furthermore, there were 100 Closed Listings this month versus last year at 70, a **42.86%** increase.

Closed versus Listed trends yielded a **61.3%** ratio, down from previous year's, April 2020, at **61.9%**, a **0.96%** downswing. 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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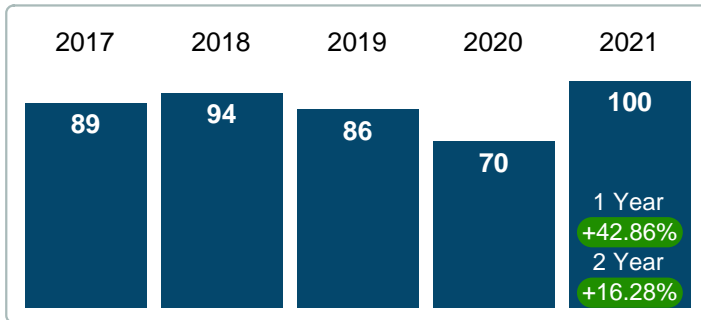
Area Delimited by County Of Washington



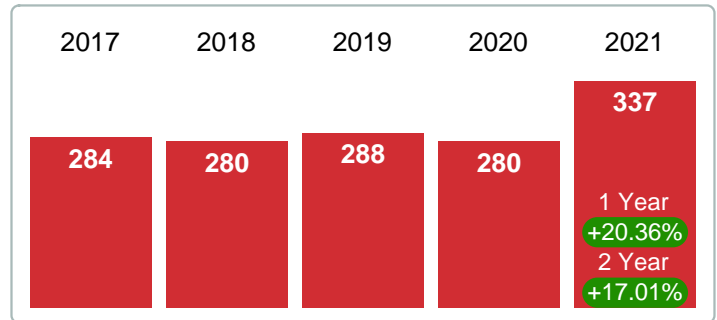
CLOSED LISTINGS

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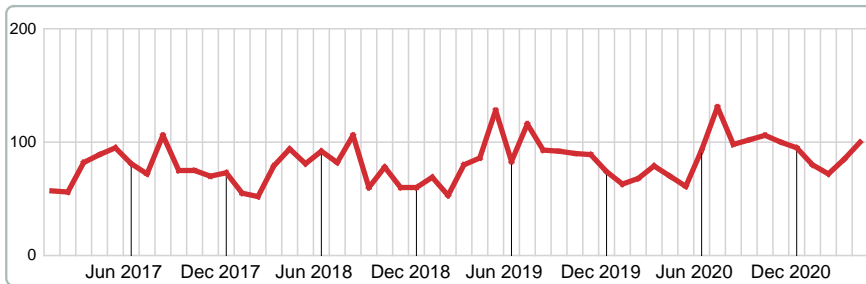
APRIL



YEAR TO DATE (YTD)

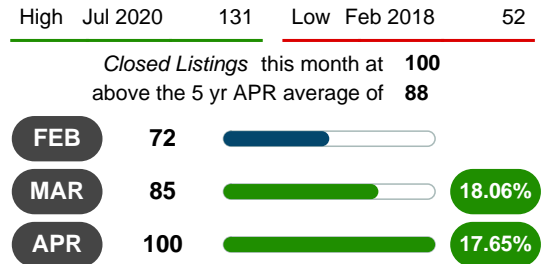


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 88



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	11	11.00%	6.0	7	4	0	0
\$20,001 - \$70,000	12	12.00%	4.0	8	2	2	0
\$70,001 - \$110,000	14	14.00%	9.0	6	8	0	0
\$110,001 - \$170,000	22	22.00%	3.0	2	17	3	0
\$170,001 - \$240,000	19	19.00%	3.0	1	9	9	0
\$240,001 - \$290,000	11	11.00%	5.0	1	4	5	1
\$290,001 and up	11	11.00%	4.0	2	3	5	1
Total Closed Units	100			27	47	24	2
Total Closed Volume	15,970,059	100%	4.0	2.45M	7.03M	5.67M	821.00K
Median Closed Price	\$149,500			\$62,500	\$149,000	\$230,000	\$410,500

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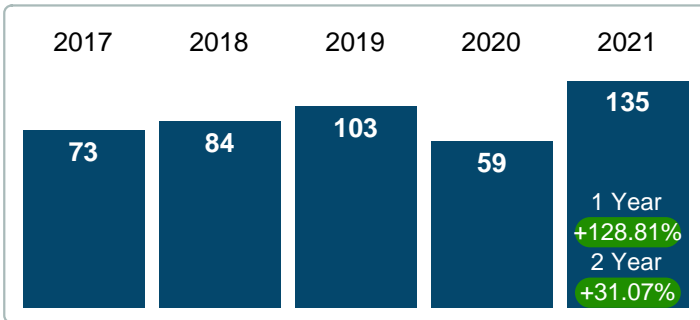
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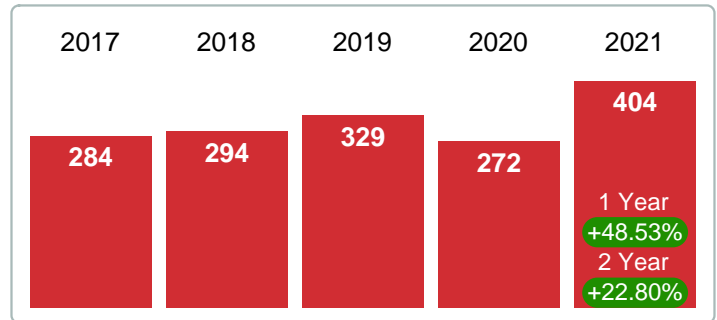
PENDING LISTINGS

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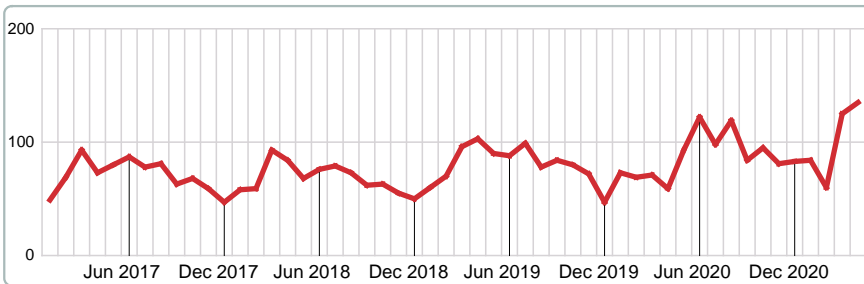
APRIL



YEAR TO DATE (YTD)

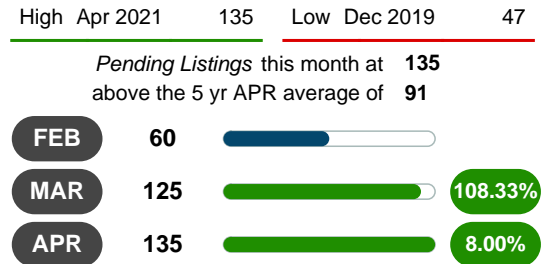


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 91



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9	6.67%	6.0	6	3	0	0
\$40,001 - \$60,000	13	9.63%	28.0	12	0	1	0
\$60,001 - \$110,000	25	18.52%	3.0	10	15	0	0
\$110,001 - \$180,000	35	25.93%	4.0	6	26	3	0
\$180,001 - \$250,000	24	17.78%	3.5	2	12	10	0
\$250,001 - \$340,000	16	11.85%	7.5	1	4	10	1
\$340,001 and up	13	9.63%	21.0	4	2	5	2
Total Pending Units	135			41	62	29	3
Total Pending Volume	24,908,912	100%	5.0	5.22M	9.92M	8.29M	1.47M
Median Listing Price	\$149,900			\$65,000	\$146,250	\$258,000	\$375,000

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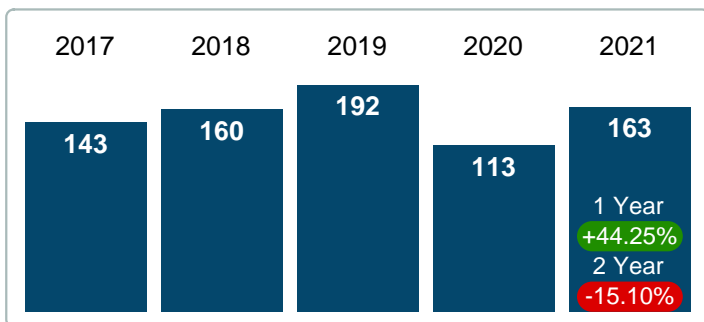
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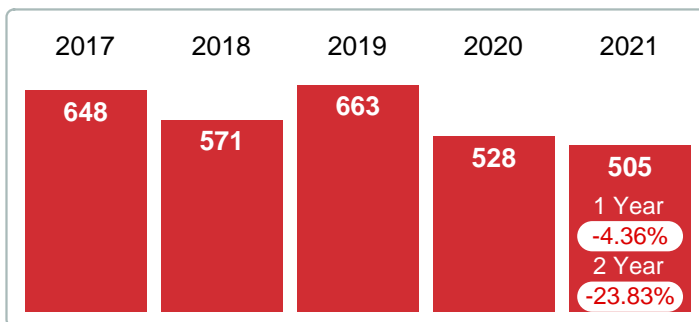
NEW LISTINGS

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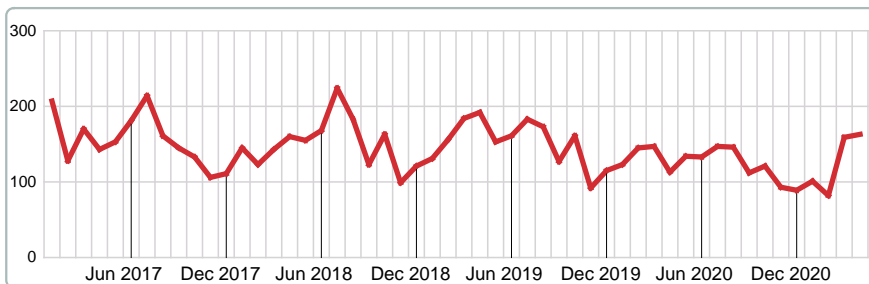
APRIL



YEAR TO DATE (YTD)

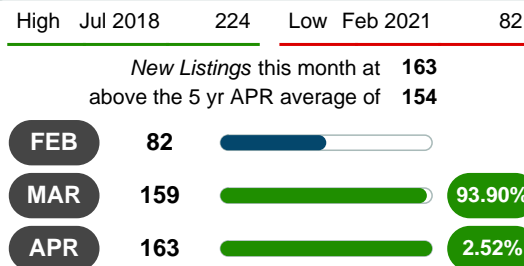


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 154



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	10	6.13%	7	3	0	0
\$30,001 - \$60,000	20	12.27%	16	3	1	0
\$60,001 - \$80,000	27	16.56%	16	10	0	1
\$80,001 - \$170,000	43	26.38%	13	27	3	0
\$170,001 - \$250,000	28	17.18%	2	15	11	0
\$250,001 - \$340,000	16	9.82%	2	5	8	1
\$340,001 and up	19	11.66%	6	2	8	3
Total New Listed Units	163		62	65	31	5
Total New Listed Volume	31,655,745	100%	10.53M	10.51M	8.92M	1.69M
Median New Listed Listing Price	\$137,000		\$67,450	\$145,000	\$269,500	\$375,000

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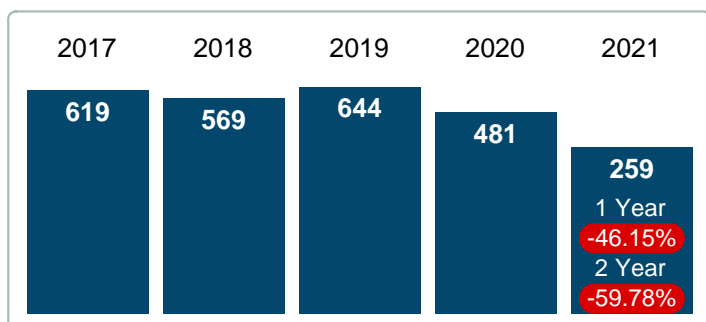
Area Delimited by County Of Washington



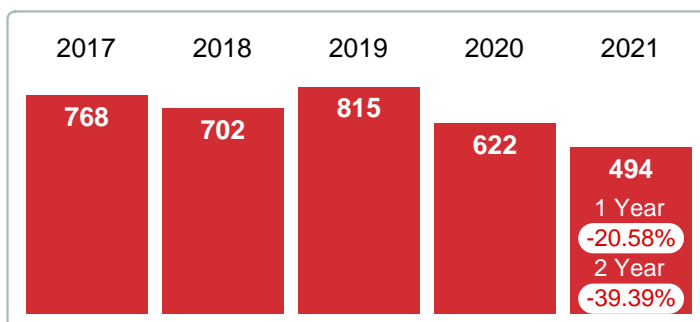
ACTIVE INVENTORY

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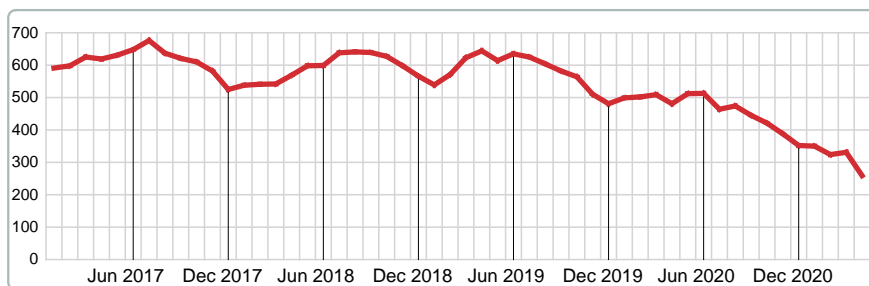
END OF APRIL



ACTIVE DURING APRIL

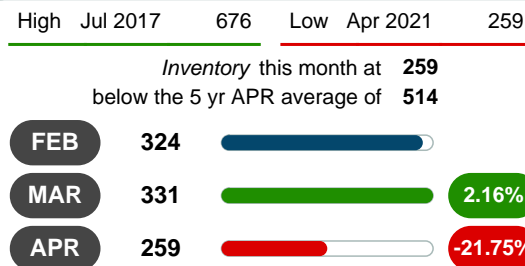


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 514



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	24	9.27%	140.0	23	1	0	0
\$20,001 - \$40,000	20	7.72%	192.0	20	0	0	0
\$40,001 - \$60,000	38	14.67%	77.0	32	5	1	0
\$60,001 - \$130,000	85	32.82%	66.0	71	12	1	1
\$130,001 - \$220,000	33	12.74%	85.0	19	12	2	0
\$220,001 - \$440,000	33	12.74%	45.0	18	3	10	2
\$440,001 and up	26	10.04%	52.0	15	3	5	3
Total Active Inventory by Units		259		198	36	19	6
Total Active Inventory by Volume		47,632,155	100%	31.53M	6.64M	6.79M	2.67M
Median Active Inventory Listing Price		\$82,500		\$72,500	\$127,450	\$360,000	\$466,750

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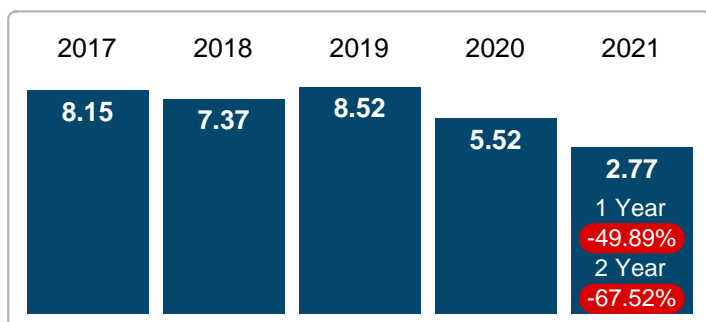
Area Delimited by County Of Washington



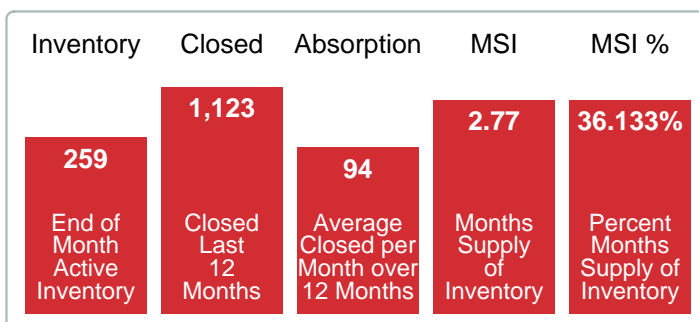
MONTHS SUPPLY of INVENTORY (MSI)

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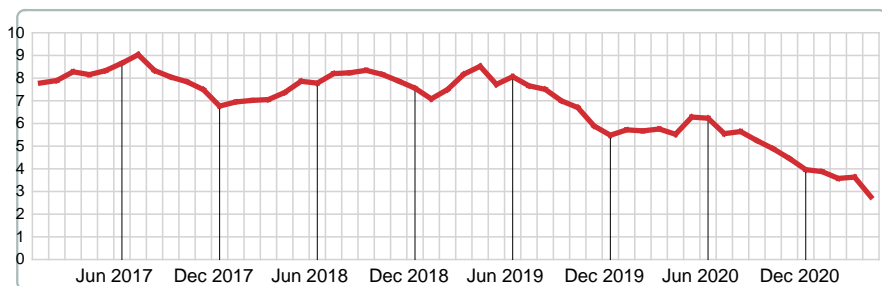
MSI FOR APRIL



INDICATORS FOR APRIL 2021

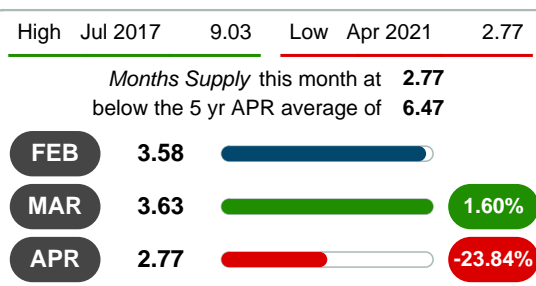


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 6.47



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
\$20,000 and less	24	9.27%	2.74	5.11	0.26	0.00	0.00
\$20,001 - \$40,000	20	7.72%	4.07	6.49	0.00	0.00	0.00
\$40,001 - \$60,000	38	14.67%	4.90	6.74	2.00	2.00	0.00
\$60,001 - \$130,000	85	32.82%	3.08	12.35	0.63	0.38	12.00
\$130,001 - \$220,000	33	12.74%	1.25	9.91	0.84	0.22	0.00
\$220,001 - \$440,000	33	12.74%	2.03	9.82	0.84	1.09	1.20
\$440,001 and up	26	10.04%	13.00	36.00	9.00	5.45	9.00
Market Supply of Inventory (MSI)			2.77	8.90	0.79	0.82	2.06
Total Active Inventory by Units		100%	2.77	198	36	19	6

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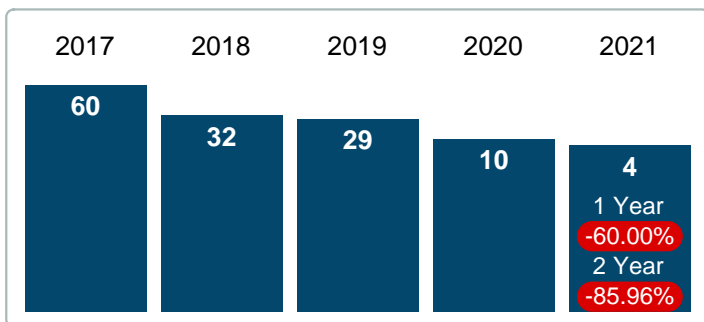
Area Delimited by County Of Washington



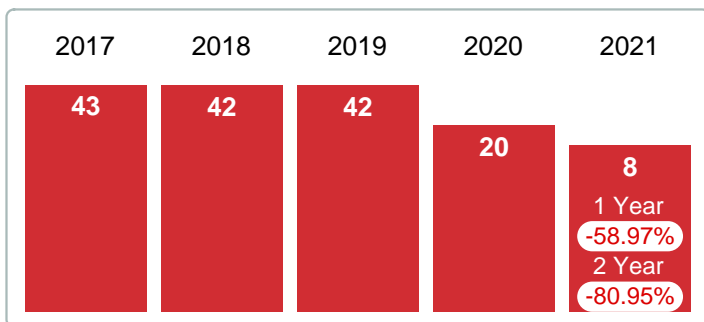
MEDIAN DAYS ON MARKET TO SALE

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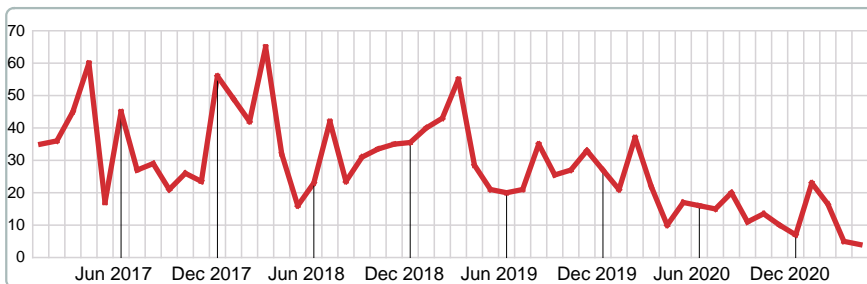
APRIL



YEAR TO DATE (YTD)

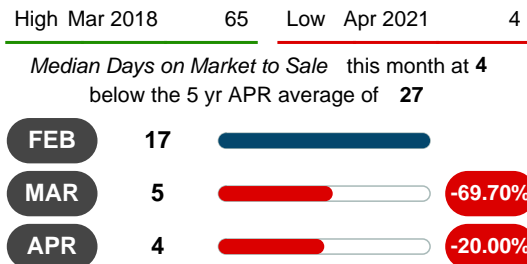


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 27



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
\$20,000 and less	11.00%	6	6	5	0	0
\$20,001 - \$70,000	12.00%	4	3	9	62	0
\$70,001 - \$110,000	14.00%	9	25	1	0	0
\$110,001 - \$170,000	22.00%	3	2	3	9	0
\$170,001 - \$240,000	19.00%	3	7	2	3	0
\$240,001 - \$290,000	11.00%	5	2	4	14	11
\$290,001 and up	11.00%	4	162	5	2	4
Median Closed DOM		4	6	3	8	8
Total Closed Units	100	100%	27	47	24	2
Total Closed Volume	15,970,059		2.45M	7.03M	5.67M	821.00K

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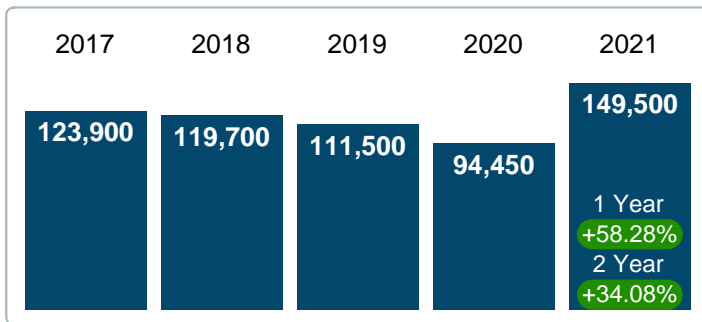
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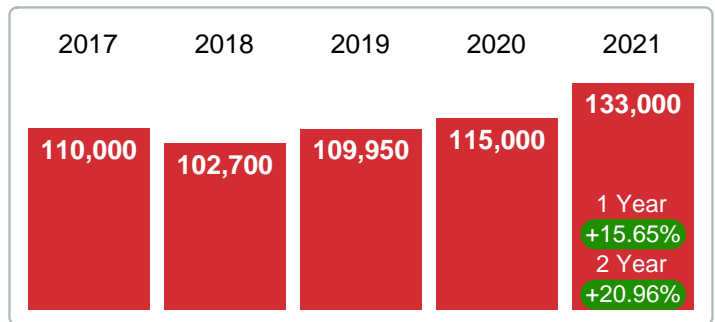
MEDIAN LIST PRICE AT CLOSING

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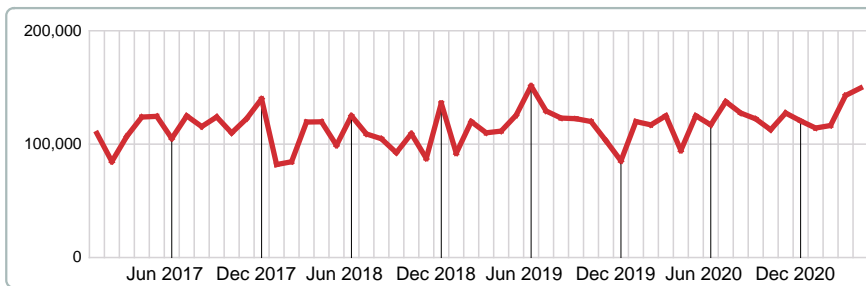
APRIL



YEAR TO DATE (YTD)

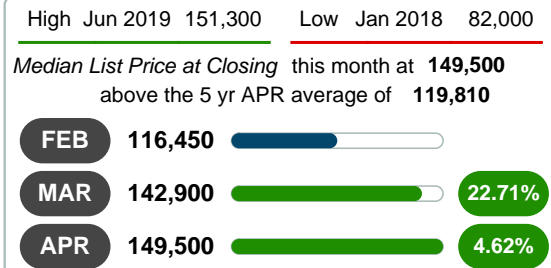


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 119,810



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
\$20,000 and less	8.00%	1,075	950	1,200	0	0
\$20,001 - \$70,000	15.00%	59,000	47,450	59,000	59,650	0
\$70,001 - \$110,000	15.00%	92,000	88,500	91,000	98,000	0
\$110,001 - \$170,000	22.00%	147,500	140,000	146,950	152,500	0
\$170,001 - \$240,000	18.00%	197,000	210,000	190,000	214,000	0
\$240,001 - \$290,000	11.00%	269,900	279,900	247,500	269,900	284,900
\$290,001 and up	11.00%	339,000	350,625	339,000	335,000	535,000
Median List Price		149,500	60,000	149,000	227,450	409,950
Total Closed Units	100%	149,500	27	47	24	2
Total Closed Volume		16,144,919	2.53M	7.09M	5.70M	819.90K

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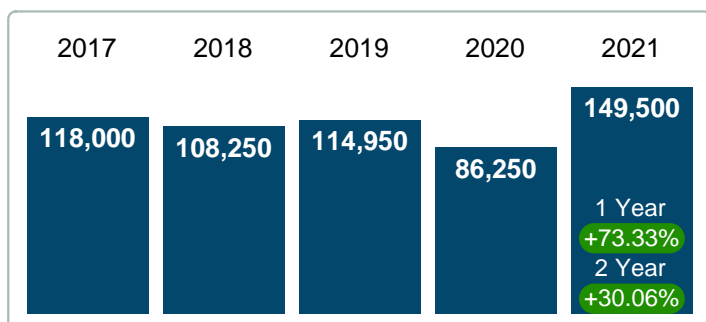
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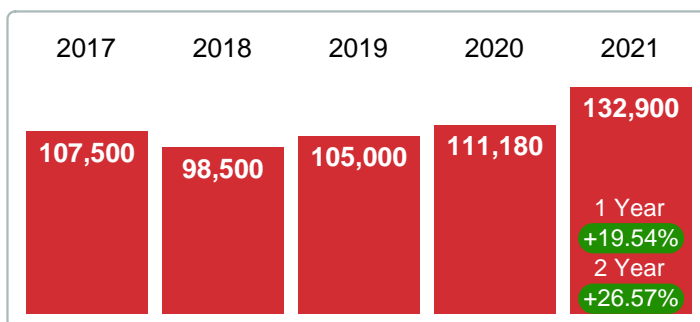
MEDIAN SOLD PRICE AT CLOSING

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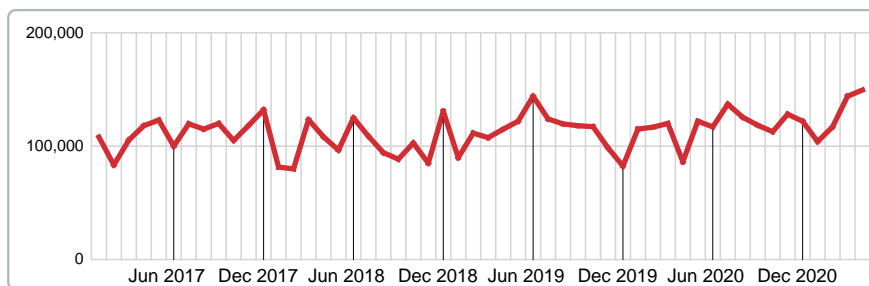
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

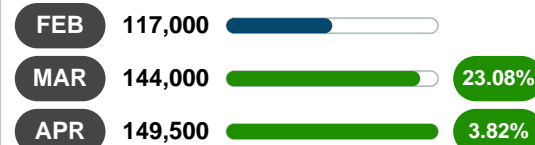


3 MONTHS

5 year APR AVG = 115,390

High Apr 2021 149,500 Low Feb 2018 80,000

Median Sold Price at Closing this month at **149,500**
above the 5 yr APR average of **115,390**



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
\$20,000 and less	11.00%	4,500	4,500	9,650	0	0
\$20,001 - \$70,000	12.00%	53,975	46,200	57,200	61,025	0
\$70,001 - \$110,000	14.00%	89,000	86,500	89,000	0	0
\$110,001 - \$170,000	22.00%	146,700	140,000	144,900	148,500	0
\$170,001 - \$240,000	19.00%	197,000	210,000	185,000	210,000	0
\$240,001 - \$290,000	11.00%	269,900	279,900	250,000	269,900	285,000
\$290,001 and up	11.00%	325,000	337,500	325,000	320,000	536,000
Median Sold Price		149,500	62,500	149,000	230,000	410,500
Total Closed Units		100	27	47	24	2
Total Closed Volume		15,970,059	2.45M	7.03M	5.67M	821.00K

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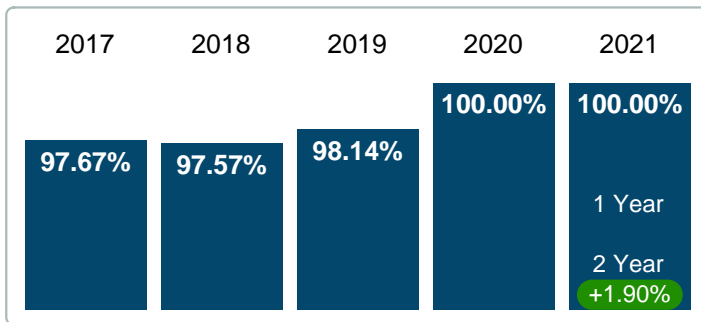
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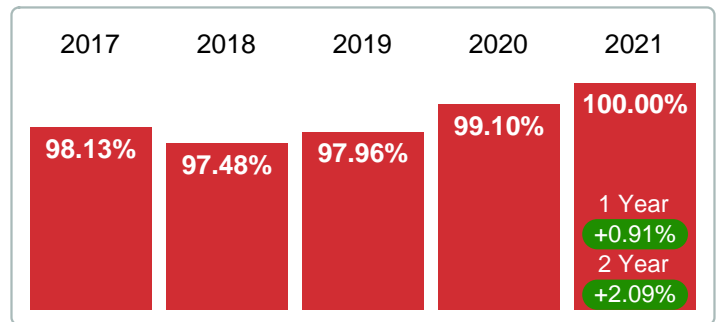
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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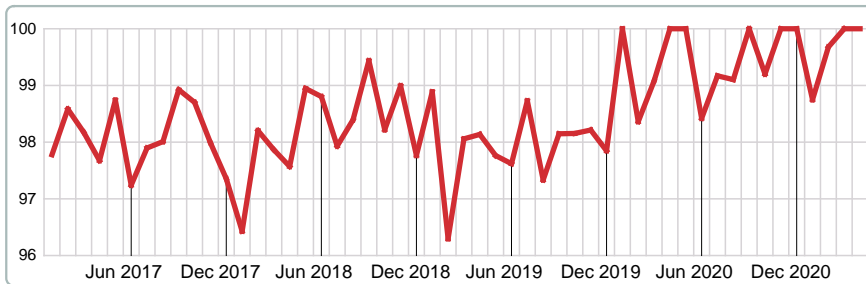
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

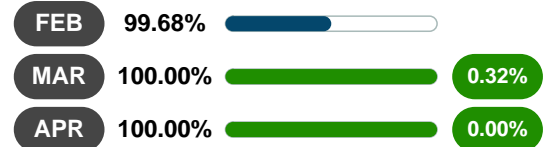


3 MONTHS

5 year APR AVG = 98.68%

High Apr 2021 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr APR average of **98.68%**



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
\$20,000 and less	11	11.00%	91.84%	91.84%	95.00%	0.00%	0.00%
\$20,001 \$70,000	12	12.00%	100.00%	100.00%	91.10%	102.30%	0.00%
\$70,001 \$110,000	14	14.00%	98.30%	96.33%	99.62%	0.00%	0.00%
\$110,001 \$170,000	22	22.00%	100.00%	100.00%	100.00%	101.71%	0.00%
\$170,001 \$240,000	19	19.00%	100.00%	100.00%	100.00%	100.56%	0.00%
\$240,001 \$290,000	11	11.00%	100.00%	100.00%	100.43%	100.00%	100.04%
\$290,001 and up	11	11.00%	98.04%	96.08%	95.43%	99.22%	100.19%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.28%	100.11%
Total Closed Units		100	100%	27	47	24	2
Total Closed Volume		15,970,059		2.45M	7.03M	5.67M	821.00K

April 2021



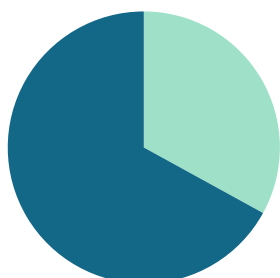
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

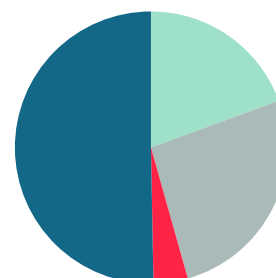


Inventory
 New Listings
163 = 33.00%
 Start Inventory
331
 Total Inventory Units
494
 Volume
\$95,434,044

Market Activity

Closed Sales
100 = 19.42%
 Pending Sales
135 = 26.21%
 Other Off Market
21 = 4.08%
 Active Inventory
259 = 50.29%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	70	100	42.86%	280	337	20.36%
Pending Sales	59	135	128.81%	272	404	48.53%
New Listings	113	163	44.25%	528	505	-4.36%
Median List Price	94,450	149,500	58.28%	115,000	133,000	15.65%
Median Sale Price	86,250	149,500	73.33%	111,180	132,900	19.54%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.10%	100.00%	0.91%
Median Days on Market to Sale	10.00	4.00	-60.00%	19.50	8.00	-58.97%
Monthly Inventory	481	259	-46.15%	481	259	-46.15%
Months Supply of Inventory	5.52	2.77	-49.89%	5.52	2.77	-49.89%

Absorption: Last 12 months, an Average of **94** Sales/Month

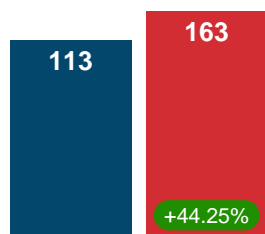
Inventory on April 30, 2021 = **259**

2020 **2021**

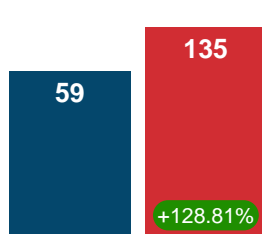
APRIL MARKET

MEDIAN PRICES

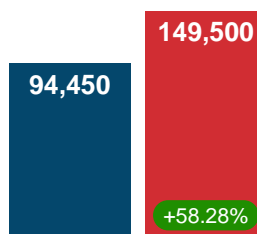
New Listings



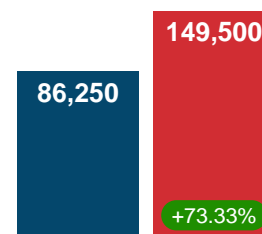
Pending Listings



List Price



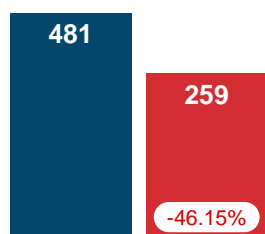
Sale Price



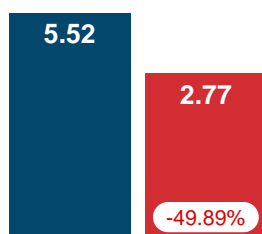
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

