

February 2021

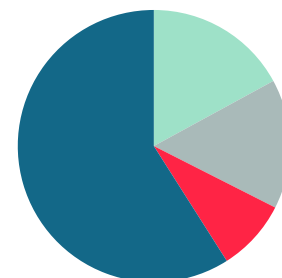
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	February 2021	+/-%
Closed Listings	68	72	5.88%
Pending Listings	66	65	-1.52%
New Listings	145	82	-43.45%
Average List Price	143,508	128,505	-10.45%
Average Sale Price	133,748	125,579	-6.11%
Average Percent of Selling Price to List Price	96.31%	95.61%	-0.73%
Average Days on Market to Sale	46.25	33.03	-28.59%
End of Month Inventory	501	249	-50.30%
Months Supply of Inventory	5.66	2.75	-51.44%



■ Closed (17.06%)
■ Pending (15.40%)
■ Other OffMarket (8.53%)
■ Active (59.00%)

Absorption: Last 12 months, an Average of **91** Sales/Month
Active Inventory as of February 28, 2021 = **249**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **50.30%** to 249 existing homes available for sale. Over the last 12 months this area has had an average of 91 closed sales per month. This represents an unsold inventory index of **2.75** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **6.11%** in February 2021 to \$125,579 versus the previous year at \$133,748.

Average Days on Market Shortens

The average number of **33.03** days that homes spent on the market before selling decreased by 13.22 days or **28.59%** in February 2021 compared to last year's same month at **46.25** DOM.

Sales Success for February 2021 is Positive

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

There were 82 New Listings in February 2021, down **43.45%** from last year at 145. Furthermore, there were 72 Closed Listings this month versus last year at 68, a **5.88%** increase.

Closed versus Listed trends yielded a **87.8%** ratio, up from previous year's, February 2020, at **46.9%**, a **87.23%** 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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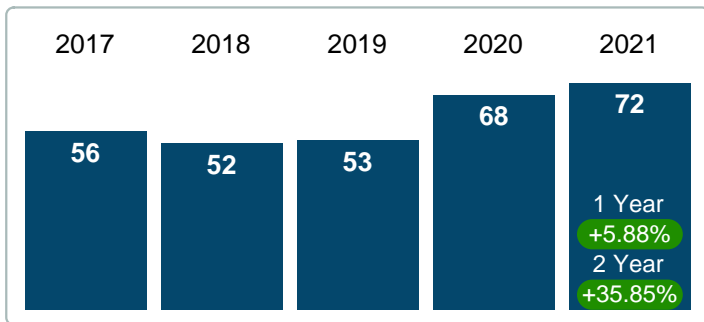
Area Delimited by County Of Washington



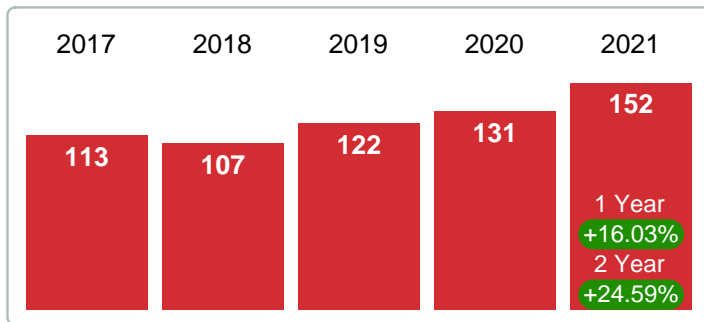
CLOSED LISTINGS

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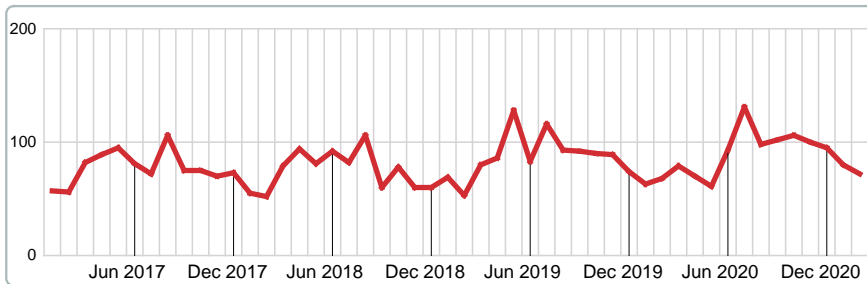
FEBRUARY



YEAR TO DATE (YTD)

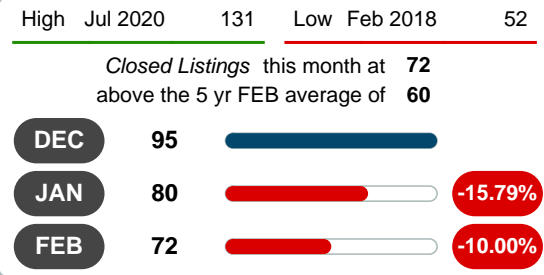


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 60



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	7	9.72%	34.1	4	2	1	0
\$20,001 - \$50,000	12	16.67%	40.9	5	6	1	0
\$50,001 - \$70,000	6	8.33%	67.3	2	3	1	0
\$70,001 - \$150,000	19	26.39%	23.3	2	17	0	0
\$150,001 - \$190,000	12	16.67%	27.7	0	6	5	1
\$190,001 - \$230,000	8	11.11%	16.6	1	2	4	1
\$230,001 and up	8	11.11%	42.1	2	1	5	0
Total Closed Units	72			16	37	17	2
Total Closed Volume	9,041,705	100%	33.0	1.47M	4.01M	3.19M	367.50K
Average Closed Price	\$125,579			\$92,110	\$108,422	\$187,579	\$183,750

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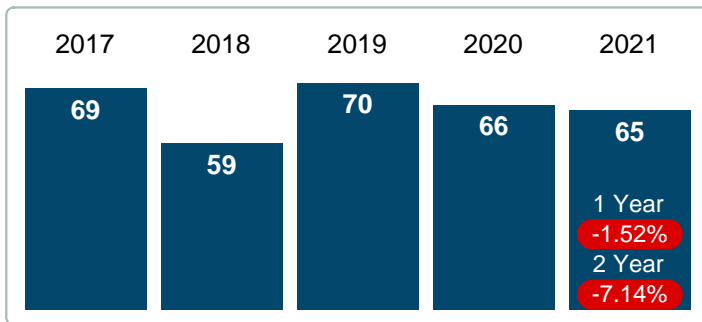
Area Delimited by County Of Washington



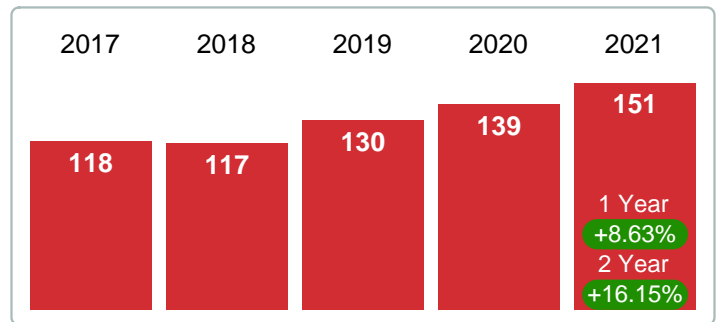
PENDING LISTINGS

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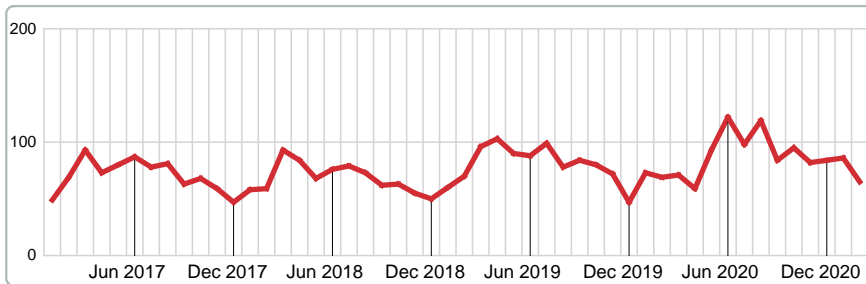
FEBRUARY



YEAR TO DATE (YTD)

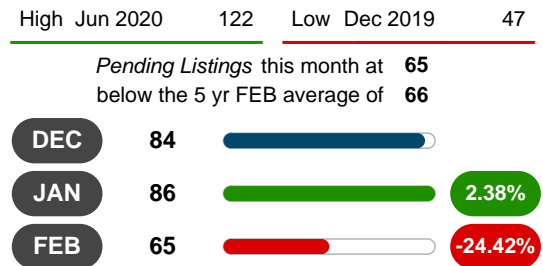


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 66



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	6	9.23%	31.2	5	1	0	0
\$40,001 - \$70,000	8	12.31%	75.0	5	0	3	0
\$70,001 - \$110,000	10	15.38%	25.8	5	4	1	0
\$110,001 - \$170,000	16	24.62%	26.9	1	14	1	0
\$170,001 - \$220,000	8	12.31%	8.3	1	3	4	0
\$220,001 - \$310,000	10	15.38%	19.8	1	4	5	0
\$310,001 and up	7	10.77%	59.7	2	3	2	0
Total Pending Units	65			20	29	16	0
Total Pending Volume	10,601,900	100%	32.2	2.15M	5.14M	3.31M	0.00B
Average Listing Price	\$88,560			\$107,468	\$177,188	\$207,131	\$0

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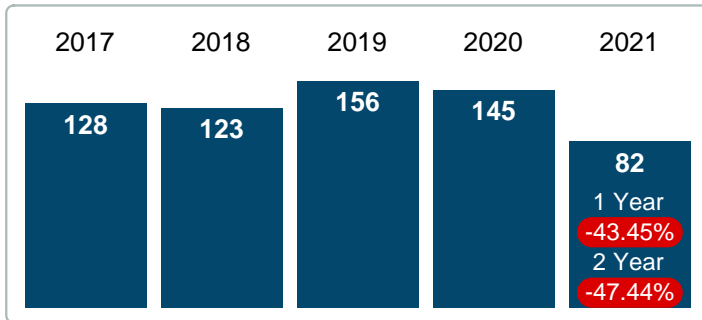
Area Delimited by County Of Washington



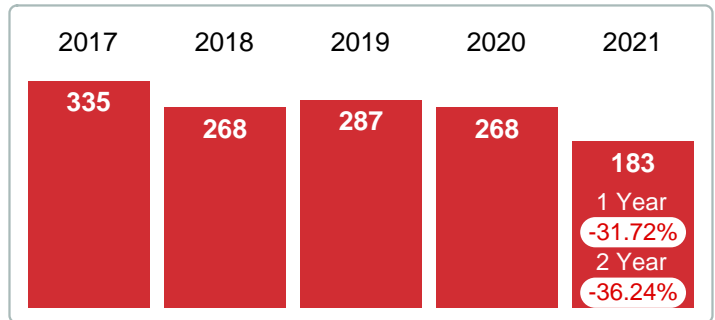
NEW LISTINGS

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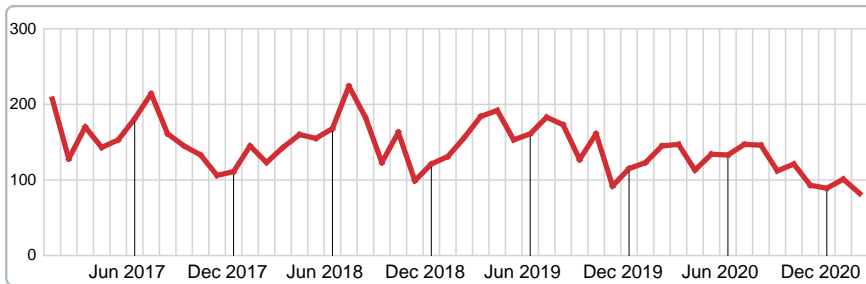
FEBRUARY



YEAR TO DATE (YTD)

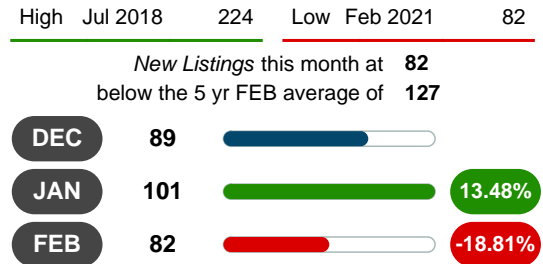


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 127



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	8.54%	5	2	0	0
\$40,001 - \$80,000	9	10.98%	7	1	1	0
\$80,001 - \$110,000	14	17.07%	8	5	1	0
\$110,001 - \$170,000	20	24.39%	1	18	1	0
\$170,001 - \$230,000	13	15.85%	5	3	5	0
\$230,001 - \$330,000	10	12.20%	2	2	6	0
\$330,001 and up	9	10.98%	3	3	3	0
Total New Listed Units	82		31	34	17	0
Total New Listed Volume	14,273,803	100%	4.24M	5.33M	4.70M	0.00B
Average New Listed Listing Price	\$500		\$136,835	\$156,884	\$276,344	\$0

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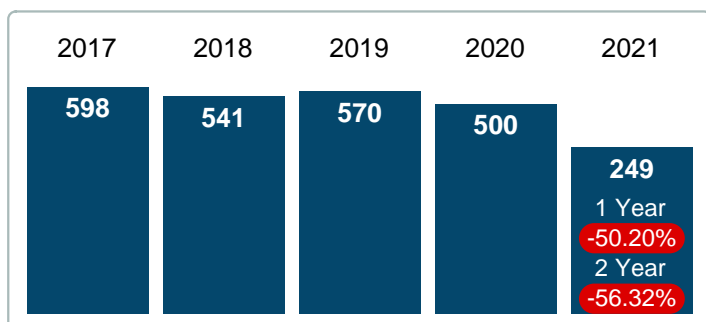
Area Delimited by County Of Washington



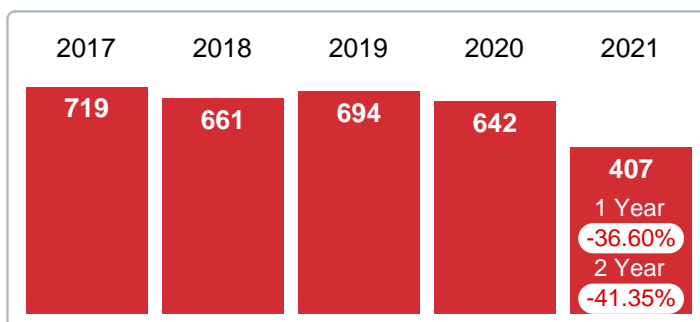
ACTIVE INVENTORY

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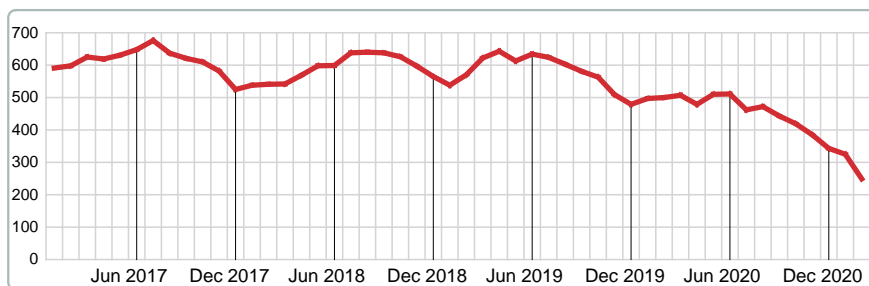
END OF FEBRUARY



ACTIVE DURING FEBRUARY

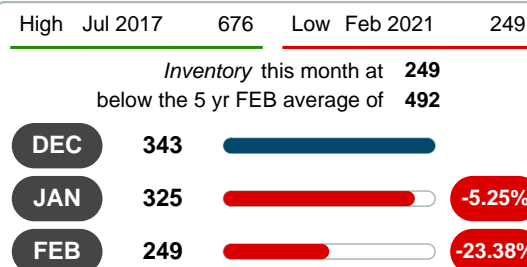


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 492



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-\$25,000	26	10.44%	101.2	26	0	0	0
\$25,001-\$50,000	39	15.66%	174.5	36	2	1	0
\$50,001-\$125,000	79	31.73%	138.3	59	17	3	0
\$125,001-\$225,000	48	19.28%	63.3	27	14	7	0
\$225,001-\$375,000	29	11.65%	96.2	14	4	9	2
\$375,001 and up	28	11.24%	175.4	21	0	5	2
Total Active Inventory by Units	249			183	37	25	4
Total Active Inventory by Volume	42,465,143	100%	124.9	28.36M	5.13M	7.21M	1.77M
Average Active Inventory Listing Price	\$170,543			\$154,959	\$138,735	\$288,305	\$441,725

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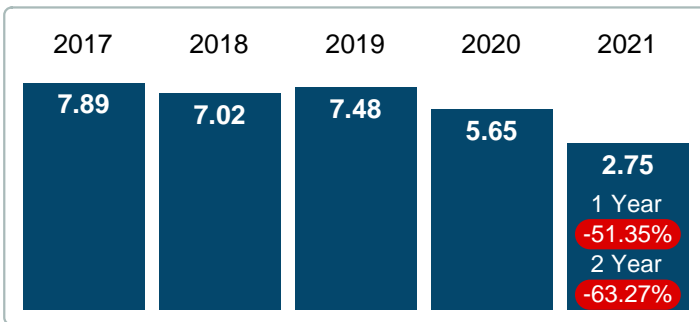
Area Delimited by County Of Washington



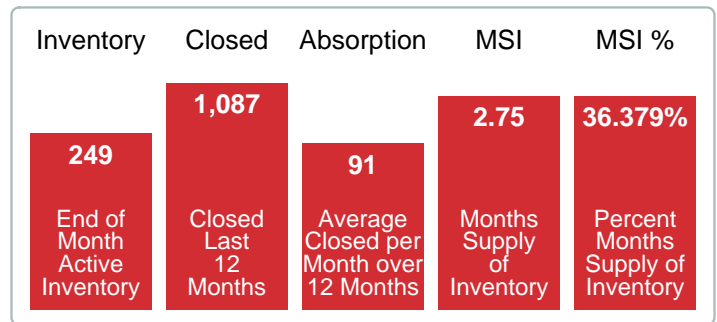
MONTHS SUPPLY of INVENTORY (MSI)

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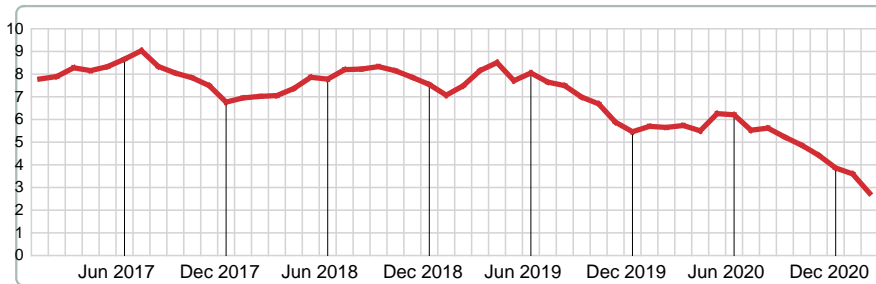
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021

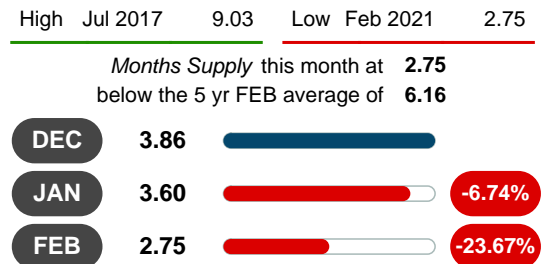


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 6.16



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	23	9.24%	2.60	4.93	0.00	0.00	0.00
\$20,001 \$40,000	24	9.64%	4.43	6.60	0.52	6.00	0.00
\$40,001 \$70,000	45	18.07%	3.97	7.59	0.19	2.00	0.00
\$70,001 \$130,000	60	24.10%	2.44	9.80	1.02	0.75	0.00
\$130,001 \$230,000	40	16.06%	1.55	9.60	1.01	0.72	0.00
\$230,001 \$390,000	30	12.05%	2.48	14.00	1.78	1.17	2.57
\$390,001 and up	27	10.84%	10.45	63.00	0.00	4.29	1.71
Market Supply of Inventory (MSI)			2.75	8.65	0.84	1.12	1.33
Total Active Inventory by Units		100%	249	183	37	25	4

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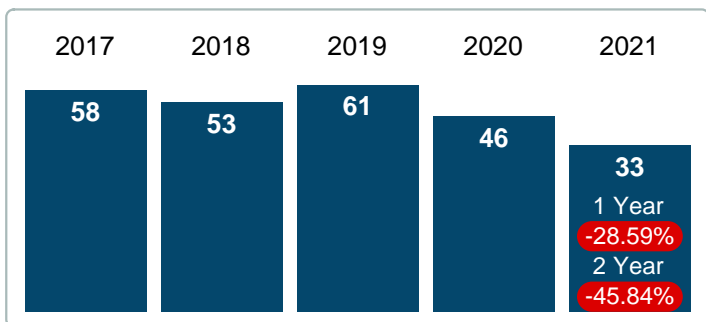
Area Delimited by County Of Washington



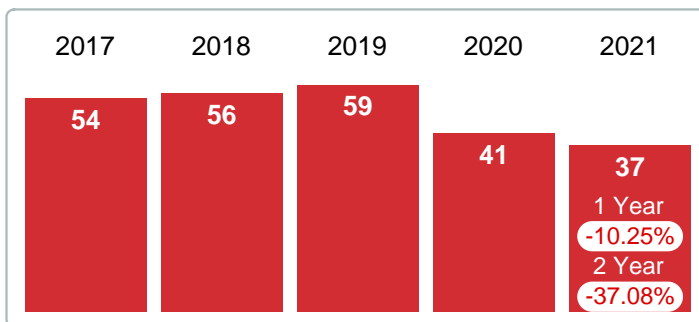
AVERAGE DAYS ON MARKET TO SALE

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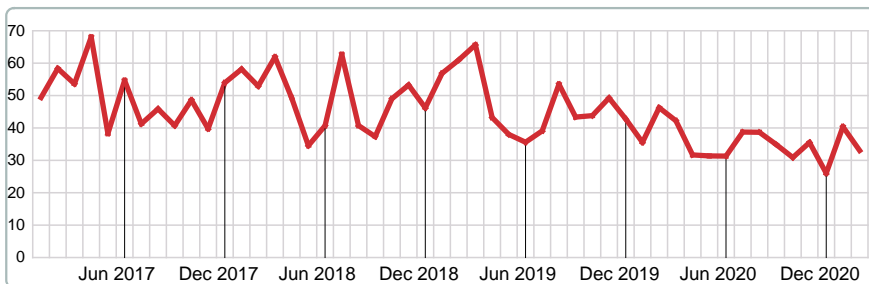
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 50

High Apr 2017 68 Low Dec 2020 26

Average Days on Market to Sale this month at 33 below the 5 yr FEB average of 50



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
\$20,000 and less	9.72%	34	24	53	38	0
\$20,001 \$50,000	16.67%	41	42	44	16	0
\$50,001 \$70,000	8.33%	67	67	48	127	0
\$70,001 \$150,000	26.39%	23	3	26	0	0
\$150,001 \$190,000	16.67%	28	0	19	31	61
\$190,001 \$230,000	11.11%	17	1	46	2	35
\$230,001 and up	11.11%	42	50	38	40	0
Average Closed DOM		33	34	32	32	48
Total Closed Units	100%	72	16	37	17	2
Total Closed Volume		9,041,705	1.47M	4.01M	3.19M	367.50K

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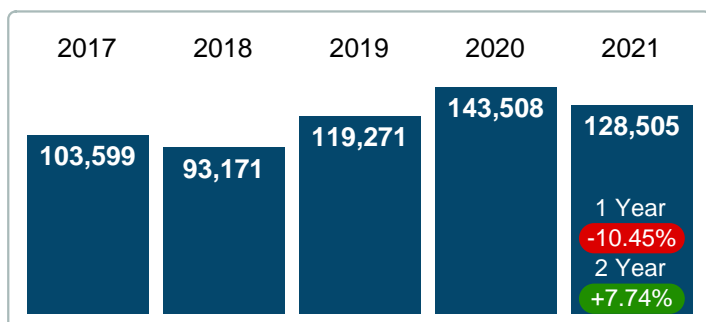
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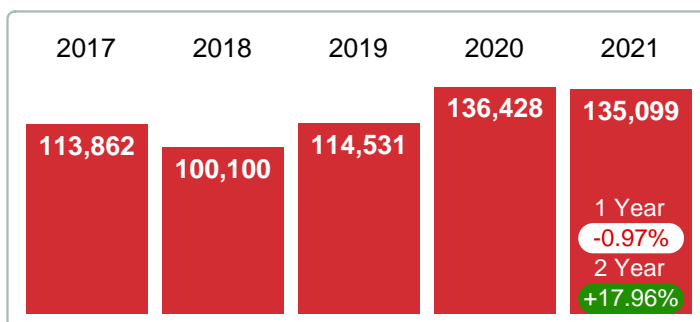
AVERAGE LIST PRICE AT CLOSING

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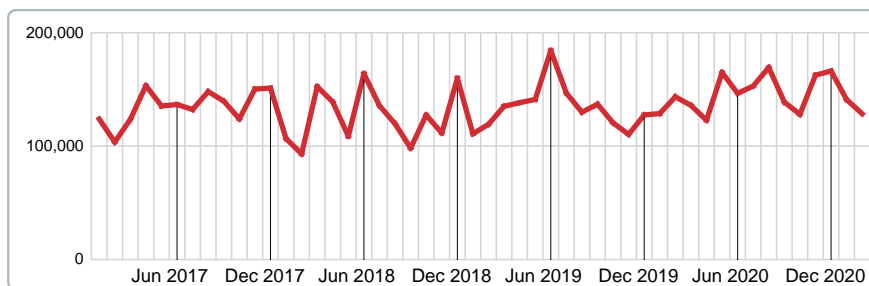
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

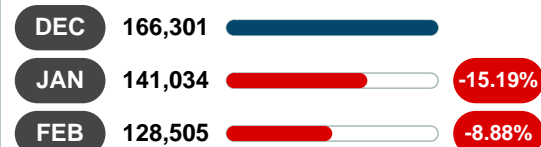


3 MONTHS

5 year FEB AVG = 117,611

High Jun 2019 184,339 Low Feb 2018 93,171

Average List Price at Closing this month at **128,505**
above the 5 yr FEB average of **117,611**



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
\$20,000 and less	8.33%	9,117	8,350	22,450	1,400	0
\$20,001 - \$50,000	11.11%	36,613	46,300	52,300	22,900	0
\$50,001 - \$70,000	15.28%	62,245	61,000	64,800	68,000	0
\$70,001 - \$150,000	26.39%	111,974	120,000	111,029	0	0
\$150,001 - \$190,000	18.06%	173,261	0	172,217	170,820	175,000
\$190,001 - \$230,000	9.72%	209,243	205,000	207,400	207,475	205,000
\$230,001 and up	11.11%	296,932	336,278	250,000	290,580	0
Average List Price		128,505	94,028	111,857	189,953	190,000
Total Closed Units	100%	128,505	16	37	17	2
Total Closed Volume		9,252,354	1.50M	4.14M	3.23M	380.00K

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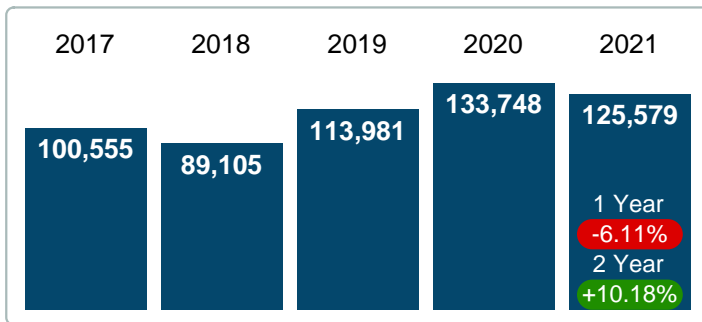
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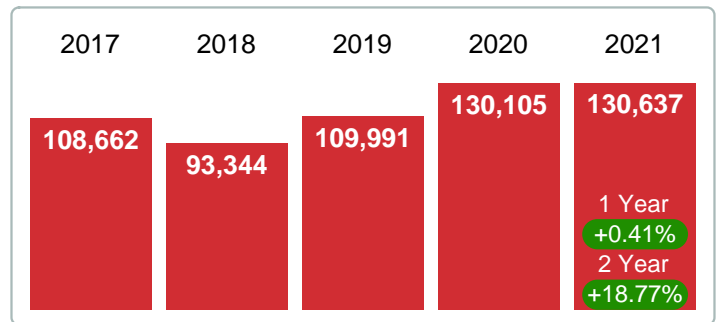
AVERAGE SOLD PRICE AT CLOSING

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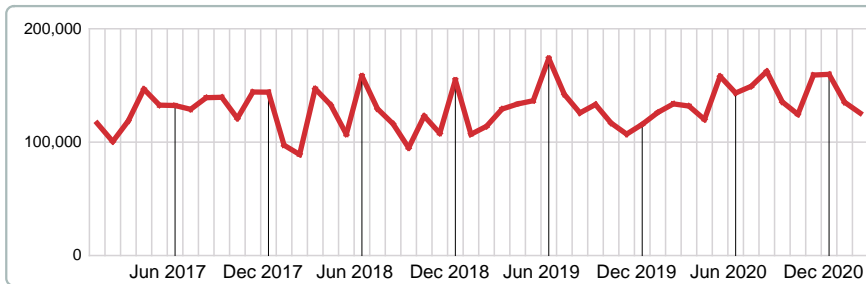
FEBRUARY



YEAR TO DATE (YTD)

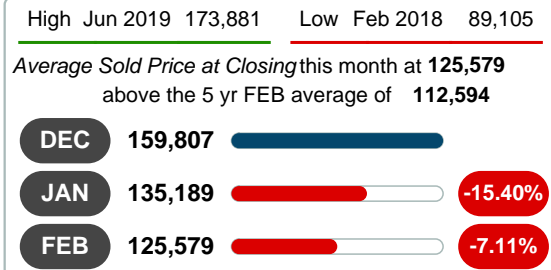


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 112,594



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
\$20,000 and less	9.72%	8,829	7,850	14,500	1,400	0
\$20,001 - \$50,000	16.67%	41,079	41,700	43,417	23,950	0
\$50,001 - \$70,000	8.33%	60,625	56,500	63,000	61,750	0
\$70,001 - \$150,000	26.39%	109,658	120,100	108,429	0	0
\$150,001 - \$190,000	16.67%	172,229	0	174,067	170,470	170,000
\$190,001 - \$230,000	11.11%	206,925	210,000	201,200	211,375	197,500
\$230,001 and up	11.11%	289,694	335,328	243,000	280,780	0
Average Sold Price		125,579	92,110	108,422	187,579	183,750
Total Closed Units	100%	125,579	16	37	17	2
Total Closed Volume		9,041,705	1.47M	4.01M	3.19M	367.50K

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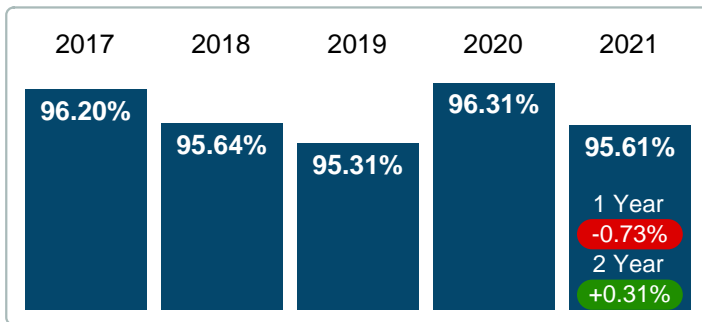
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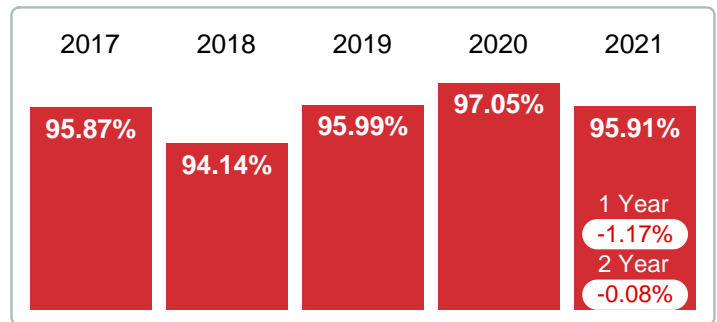
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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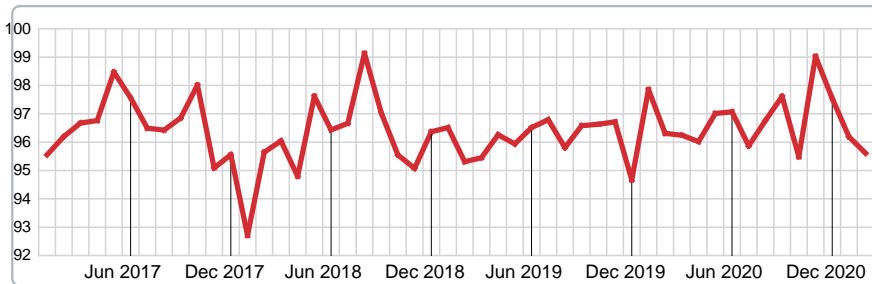
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

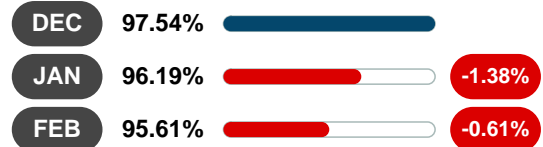


3 MONTHS

5 year FEB AVG = 95.81%

High Aug 2018 99.13% Low Jan 2018 92.71%

Average Sold/List Ratio this month at **95.61%**
equal to 5 yr FEB average of **95.81%**



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
\$20,000 and less	7	9.72%	87.30%	95.83%	63.89%	100.00%	0.00%
\$20,001 \$50,000	12	16.67%	88.94%	90.52%	85.01%	104.59%	0.00%
\$50,001 \$70,000	6	8.33%	94.46%	92.69%	96.86%	90.81%	0.00%
\$70,001 \$150,000	19	26.39%	97.64%	100.08%	97.35%	0.00%	0.00%
\$150,001 \$190,000	12	16.67%	100.16%	0.00%	101.01%	99.75%	97.14%
\$190,001 \$230,000	8	11.11%	100.08%	102.44%	97.18%	101.87%	96.34%
\$230,001 and up	8	11.11%	97.60%	99.68%	97.20%	96.85%	0.00%
Average Sold/List Ratio		95.60%		95.20%	94.08%	99.17%	96.74%
Total Closed Units		72	100%	16	37	17	2
Total Closed Volume		9,041,705		1.47M	4.01M	3.19M	367.50K

February 2021

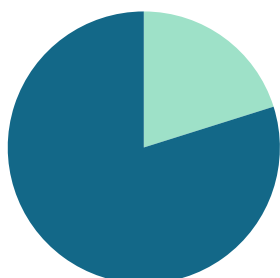
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

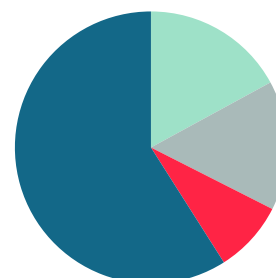


Inventory
 New Listings
82 = 20.15%
 Start Inventory
325
 Total Inventory Units
407
 Volume
\$67,641,597

Market Activity

Closed Sales
72 = 17.06%
 Pending Sales
65 = 15.40%
 Other Off Market
36 = 8.53%
 Active Inventory
249 = 59.00%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	68	72	5.88%	131	152	16.03%
Pending Sales	66	65	-1.52%	139	151	8.63%
New Listings	145	82	-43.45%	268	183	-31.72%
Average List Price	143,508	128,505	-10.45%	136,428	135,099	-0.97%
Average Sale Price	133,748	125,579	-6.11%	130,105	130,637	0.41%
Average Percent of Selling Price to List Price	96.31%	95.61%	-0.73%	97.05%	95.91%	-1.17%
Average Days on Market to Sale	46.25	33.03	-28.59%	41.11	36.89	-10.25%
Monthly Inventory	501	249	-50.30%	501	249	-50.30%
Months Supply of Inventory	5.66	2.75	-51.44%	5.66	2.75	-51.44%

Absorption: Last 12 months, an Average of **91** Sales/Month

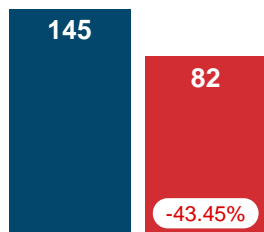
Inventory on February 28, 2021 = **249**

2020 **2021**

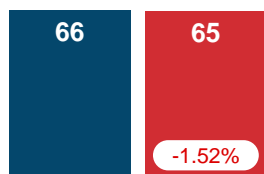
FEBRUARY MARKET

AVERAGE PRICES

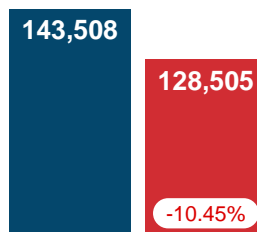
New Listings



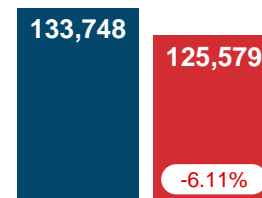
Pending Listings



List Price



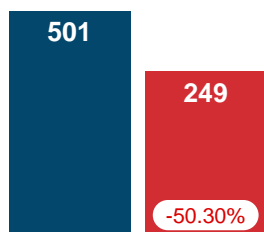
Sale Price



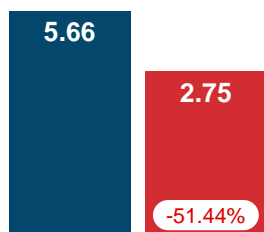
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

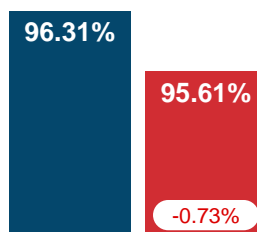
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

