

February 2021

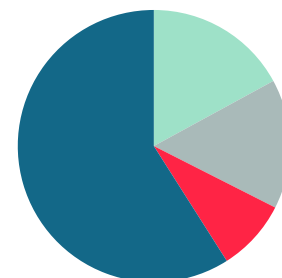
Area Delimited by County Of Washington



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%
Median List Price	117,000	116,450	-0.47%
Median Sale Price	116,750	117,000	0.21%
Median Percent of Selling Price to List Price	98.36%	99.68%	1.34%
Median Days on Market to Sale	37.00	16.50	-55.41%
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.

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 **0.21%** in February 2021 to \$117,000 versus the previous year at \$116,750.

Median Days on Market Shortens

The median number of **16.50** days that homes spent on the market before selling decreased by 20.50 days or **55.41%** in February 2021 compared to last year's same month at **37.00** DOM.

Sales Success for February 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 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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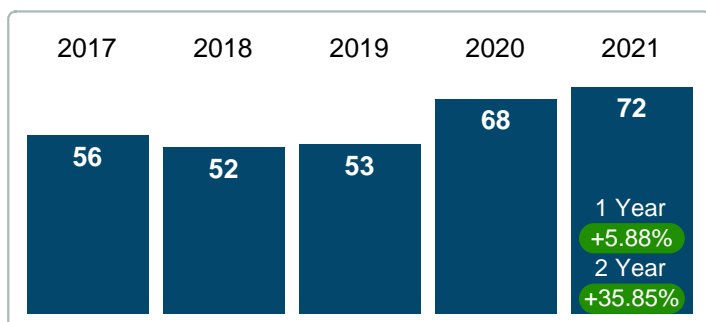
Area Delimited by County Of Washington



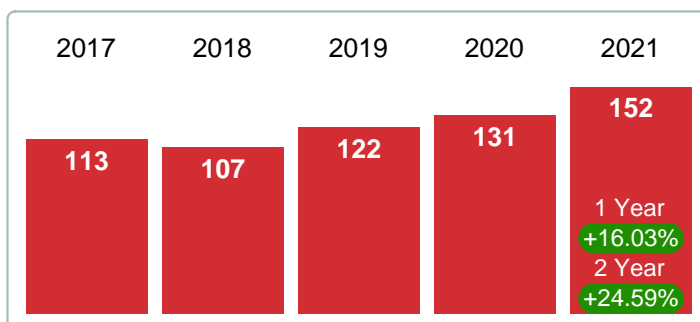
CLOSED LISTINGS

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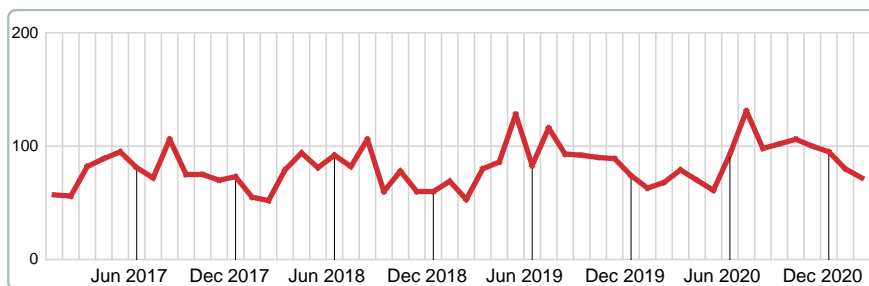
FEBRUARY



YEAR TO DATE (YTD)

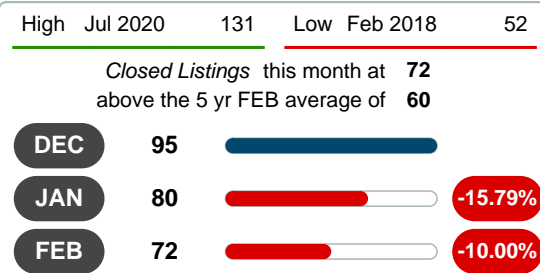


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 60



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	7	9.72%	21.0	4	2	1	0
\$20,001 - \$50,000	12	16.67%	18.0	5	6	1	0
\$50,001 - \$70,000	6	8.33%	67.0	2	3	1	0
\$70,001 - \$150,000	19	26.39%	4.0	2	17	0	0
\$150,001 - \$190,000	12	16.67%	8.5	0	6	5	1
\$190,001 - \$230,000	8	11.11%	2.0	1	2	4	1
\$230,001 and up	8	11.11%	32.0	2	1	5	0
Total Closed Units	72			16	37	17	2
Total Closed Volume	9,041,705	100%	16.5	1.47M	4.01M	3.19M	367.50K
Median Closed Price	\$117,000			\$45,834	\$107,000	\$193,000	\$183,750

February 2021



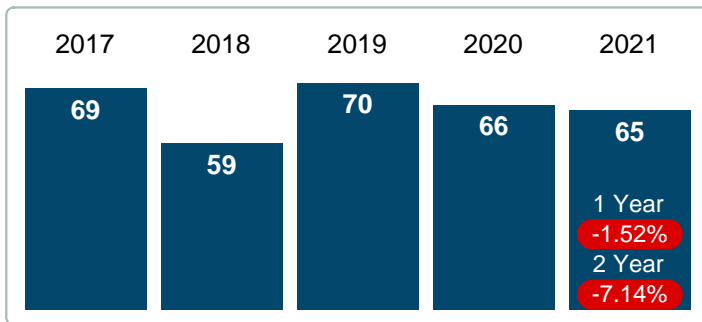
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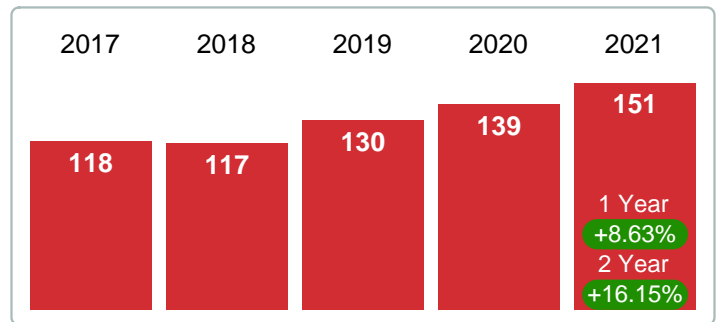
PENDING LISTINGS

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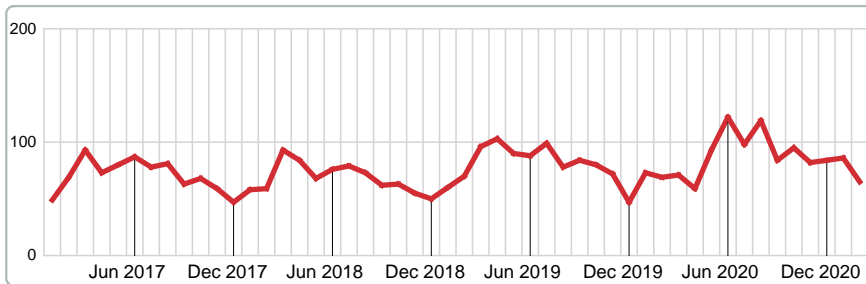
FEBRUARY



YEAR TO DATE (YTD)

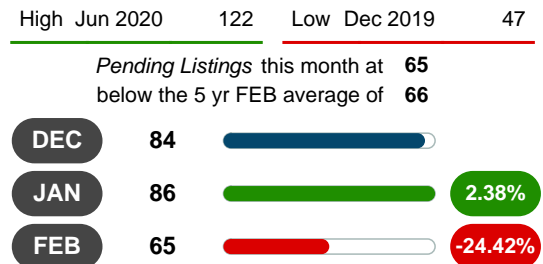


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 66



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	9.23%	16.0	5	1	0	0
\$40,001 - \$70,000	8	12.31%	42.5	5	0	3	0
\$70,001 - \$110,000	10	15.38%	19.5	5	4	1	0
\$110,001 - \$170,000	16	24.62%	8.0	1	14	1	0
\$170,001 - \$220,000	8	12.31%	3.0	1	3	4	0
\$220,001 - \$310,000	10	15.38%	13.5	1	4	5	0
\$310,001 and up	7	10.77%	21.0	2	3	2	0
Total Pending Units	65			20	29	16	0
Total Pending Volume	10,601,900	100%	12.0	2.15M	5.14M	3.31M	0.00B
Median Listing Price	\$149,000			\$73,250	\$150,000	\$199,950	\$0

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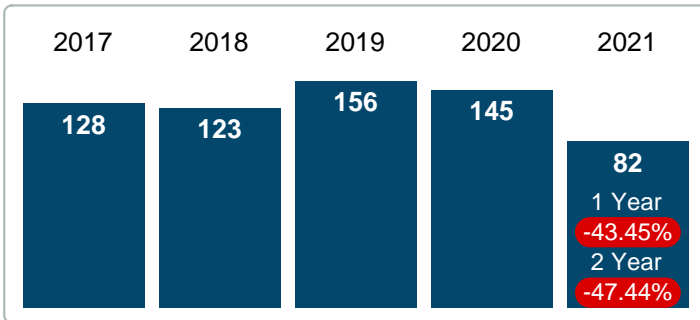
Area Delimited by County Of Washington



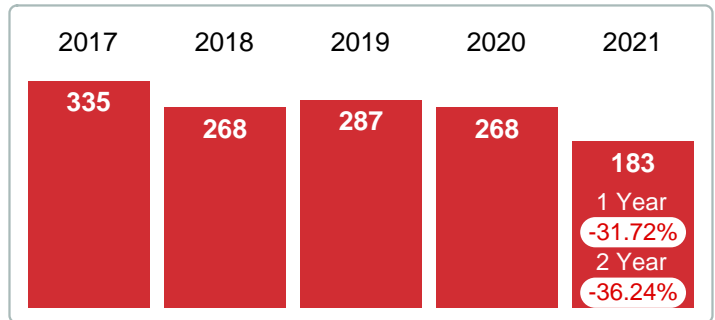
NEW LISTINGS

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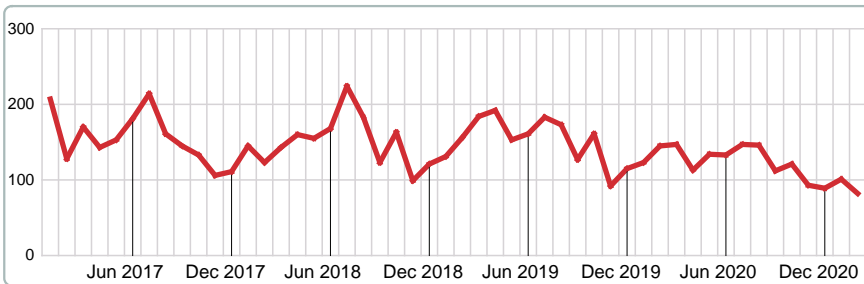
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

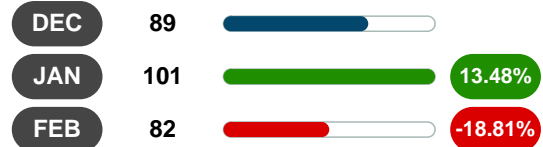


3 MONTHS

5 year FEB AVG = 127

High Jul 2018 224 Low Feb 2021 82

New Listings this month at **82**
 below the 5 yr FEB average of **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
Median New Listed Listing Price	\$147,500		\$99,500	\$140,950	\$234,000	\$0

February 2021

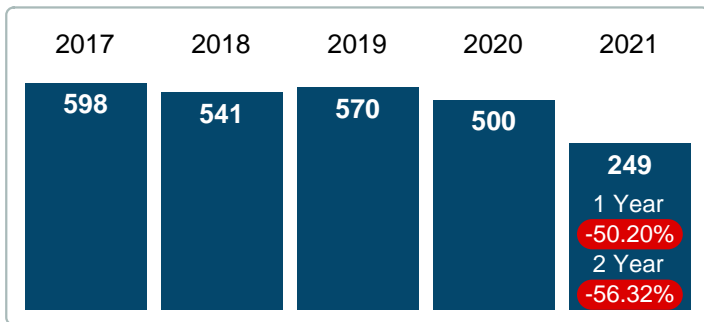
Area Delimited by County Of Washington



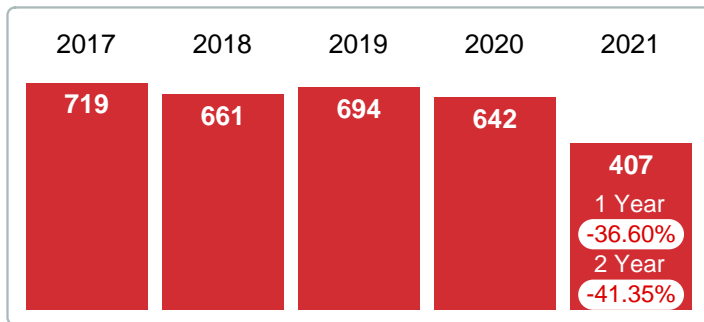
ACTIVE INVENTORY

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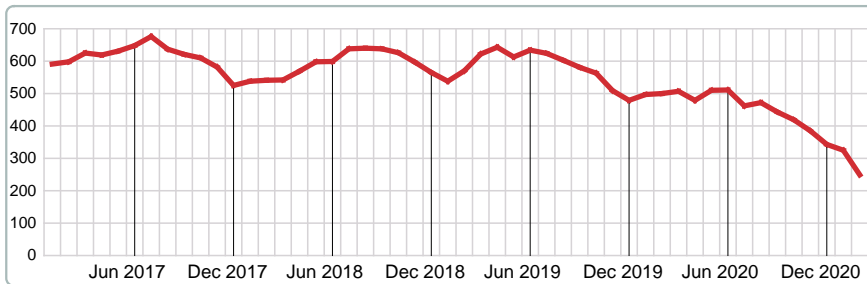
END OF FEBRUARY



ACTIVE DURING FEBRUARY

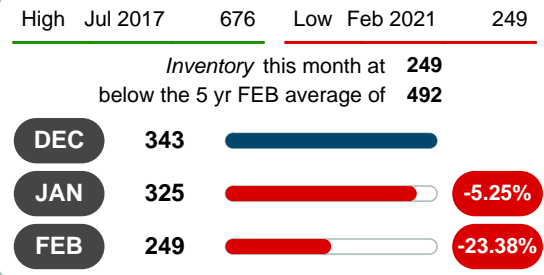


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 492



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	23	9.24%	79.0	23	0	0	0
\$20,001 \$40,000	24	9.64%	221.0	22	1	1	0
\$40,001 \$70,000	45	18.07%	221.0	43	1	1	0
\$70,001 \$130,000	60	24.10%	55.0	40	18	2	0
\$130,001 \$230,000	40	16.06%	43.0	20	13	7	0
\$230,001 \$390,000	30	12.05%	81.0	14	4	9	3
\$390,001 and up	27	10.84%	160.0	21	0	5	1
Total Active Inventory by Units	249			183	37	25	4
Total Active Inventory by Volume	42,465,143	100%	106.0	28.36M	5.13M	7.21M	1.77M
Median Active Inventory Listing Price	\$90,500			\$72,500	\$125,000	\$244,900	\$378,950

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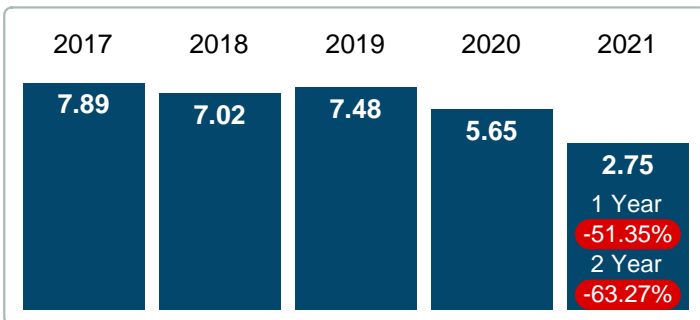
Area Delimited by County Of Washington



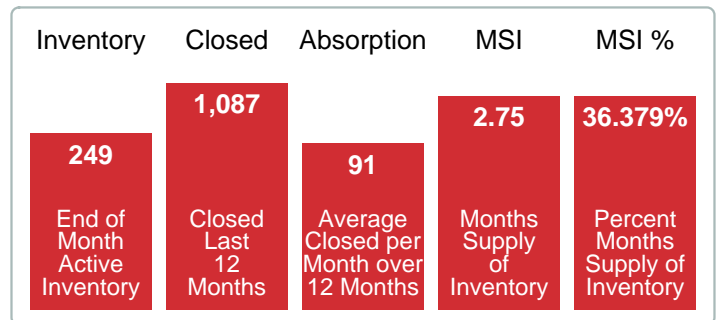
MONTHS SUPPLY of INVENTORY (MSI)

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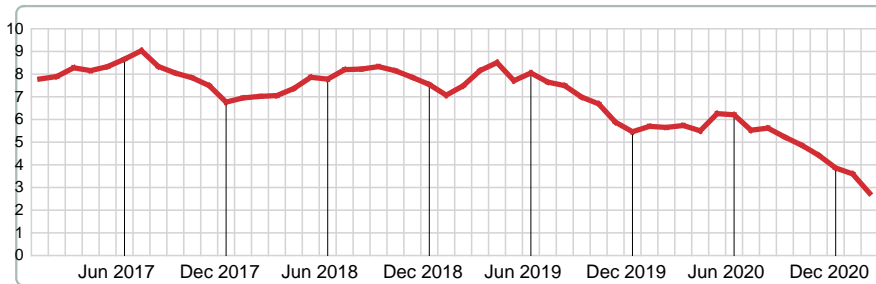
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021

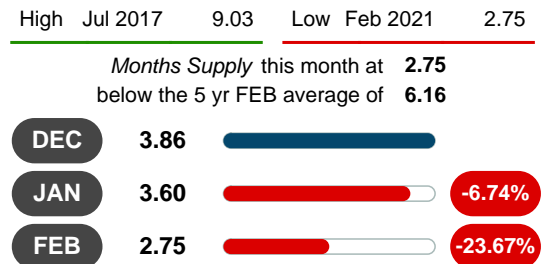


5 YEAR MARKET ACTIVITY TRENDS



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	9.24%	2.60	4.93	0.00	0.00	0.00
\$20,001 - \$40,000	9.64%	4.43	6.60	0.52	6.00	0.00
\$40,001 - \$70,000	18.07%	3.97	7.59	0.19	2.00	0.00
\$70,001 - \$130,000	24.10%	2.44	9.80	1.02	0.75	0.00
\$130,001 - \$230,000	16.06%	1.55	9.60	1.01	0.72	0.00
\$230,001 - \$390,000	12.05%	2.48	14.00	1.78	1.17	2.57
\$390,001 and up	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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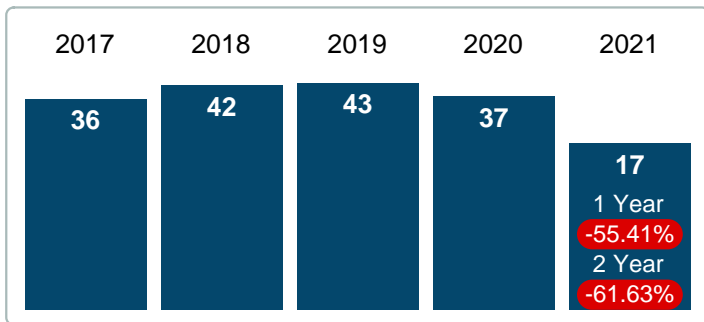
Area Delimited by County Of Washington



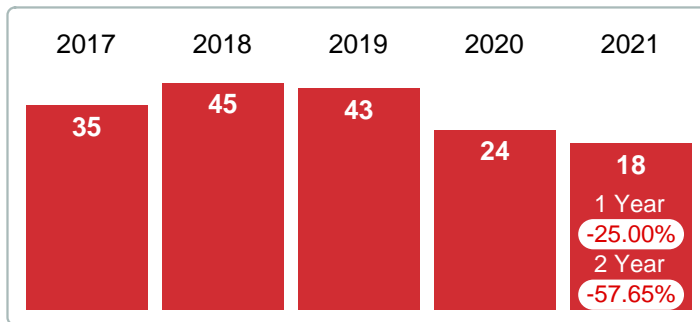
MEDIAN DAYS ON MARKET TO SALE

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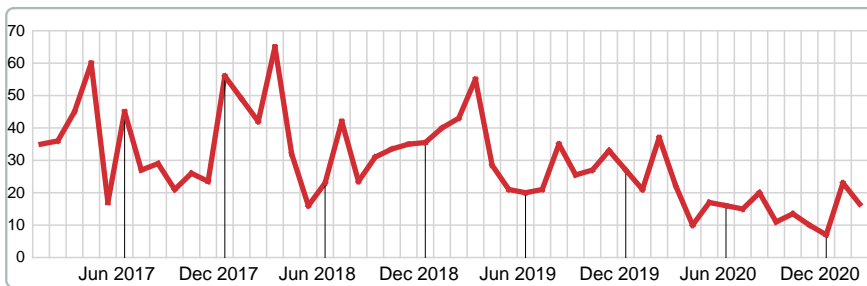
FEBRUARY



YEAR TO DATE (YTD)

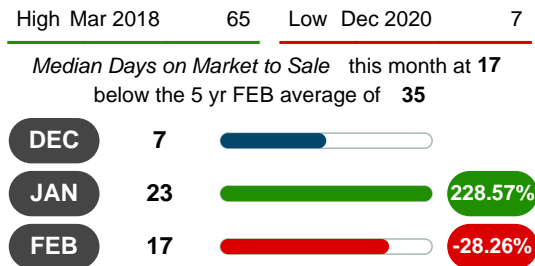


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 35



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	9.72%	21	18	53	38	0
\$20,001 - \$50,000	16.67%	18	18	43	16	0
\$50,001 - \$70,000	8.33%	67	67	20	127	0
\$70,001 - \$150,000	26.39%	4	3	5	0	0
\$150,001 - \$190,000	16.67%	9	0	5	40	61
\$190,001 - \$230,000	11.11%	2	1	46	1	35
\$230,001 and up	11.11%	32	50	38	26	0
Median Closed DOM		17	18	6	18	48
Total Closed Units	100%	72	16	37	17	2
Total Closed Volume		9,041,705	1.47M	4.01M	3.19M	367.50K

February 2021

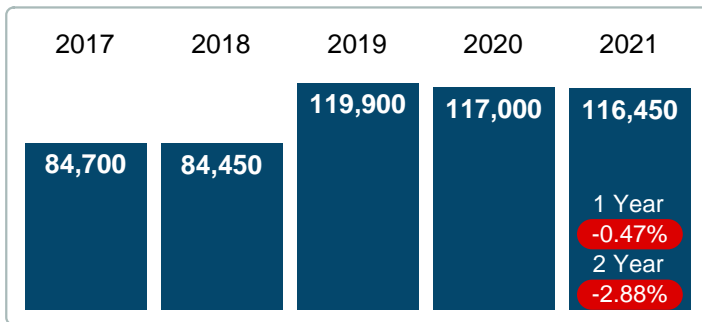
Area Delimited by County Of Washington



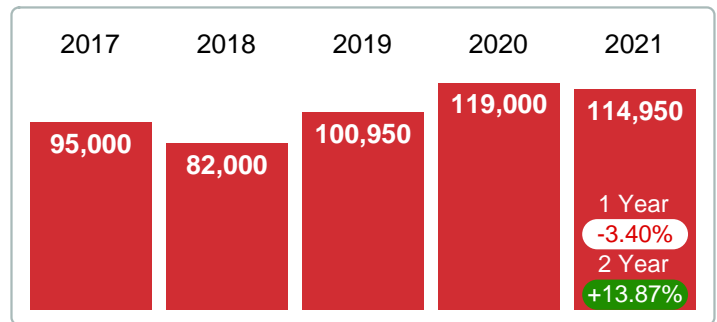
MEDIAN LIST PRICE AT CLOSING

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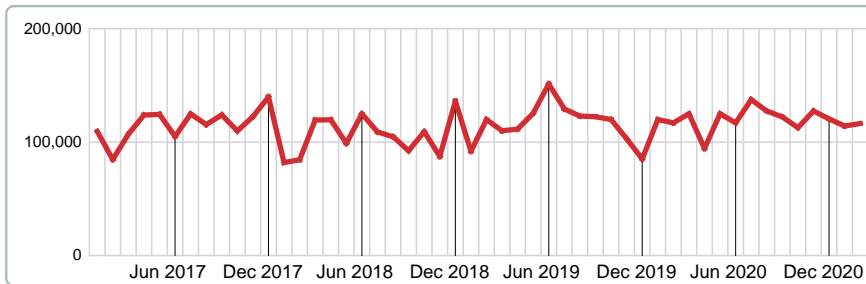
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

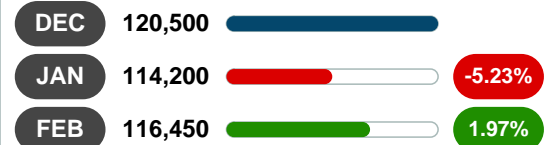


3 MONTHS

5 year FEB AVG = 104,500

High Jun 2019 151,300 Low Jan 2018 82,000

Median List Price at Closing this month at 116,450 above the 5 yr FEB average of 104,500



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	8.33%	6,700	6,500	19,900	1,400	0
\$20,001 - \$50,000	11.11%	39,500	47,500	25,000	22,900	0
\$50,001 - \$70,000	15.28%	60,000	60,000	59,900	68,000	0
\$70,001 - \$150,000	26.39%	115,000	120,000	114,500	0	0
\$150,001 - \$190,000	18.06%	175,000	0	172,200	174,700	175,000
\$190,001 - \$230,000	9.72%	210,000	205,000	207,400	214,900	205,000
\$230,001 and up	11.11%	288,950	336,278	250,000	282,900	0
Median List Price		116,450	51,250	109,900	190,000	190,000
Total Closed Units	100%	116,450	16	37	17	2
Total Closed Volume		9,252,354	1.50M	4.14M	3.23M	380.00K

February 2021

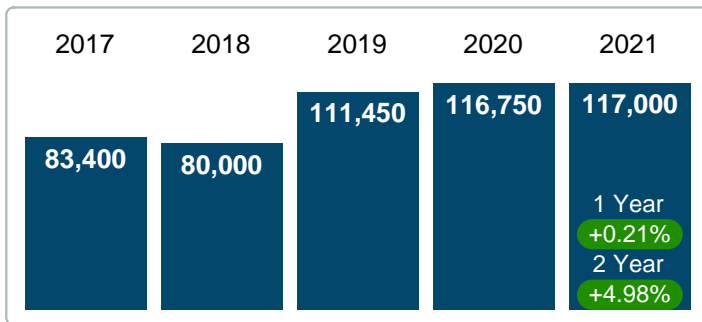
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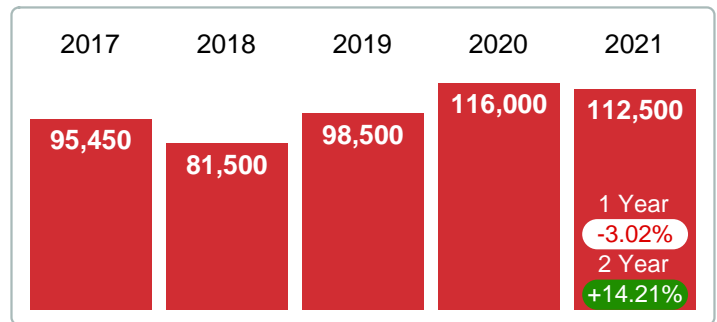
MEDIAN SOLD PRICE AT CLOSING

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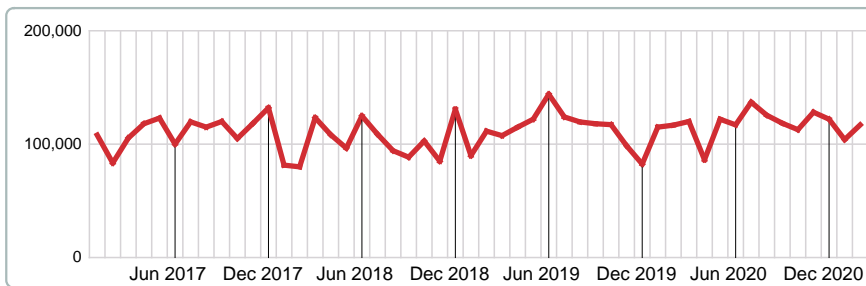
FEBRUARY



YEAR TO DATE (YTD)

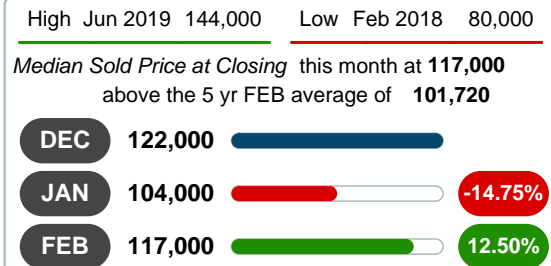


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 101,720



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	9.72%	10,000	5,500	14,500	1,400	0
\$20,001 - \$50,000	16.67%	41,667	41,667	50,000	23,950	0
\$50,001 - \$70,000	8.33%	59,875	56,500	68,000	61,750	0
\$70,001 - \$150,000	26.39%	112,000	120,100	107,500	0	0
\$150,001 - \$190,000	16.67%	169,950	0	176,000	169,900	170,000
\$190,001 - \$230,000	11.11%	208,750	210,000	201,200	215,000	197,500
\$230,001 and up	11.11%	284,050	335,328	243,000	275,000	0
Median Sold Price		117,000	45,834	107,000	193,000	183,750
Total Closed Units	100%	117,000	16	37	17	2
Total Closed Volume		9,041,705	1.47M	4.01M	3.19M	367.50K

February 2021



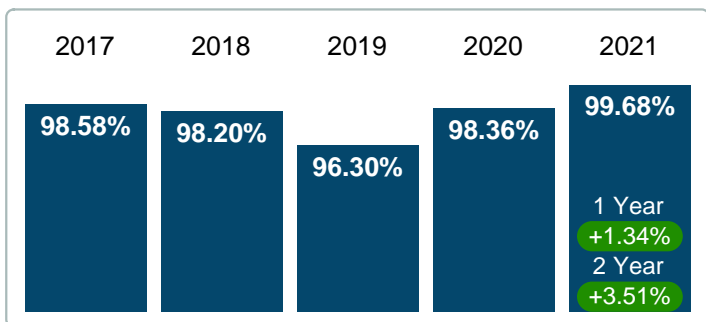
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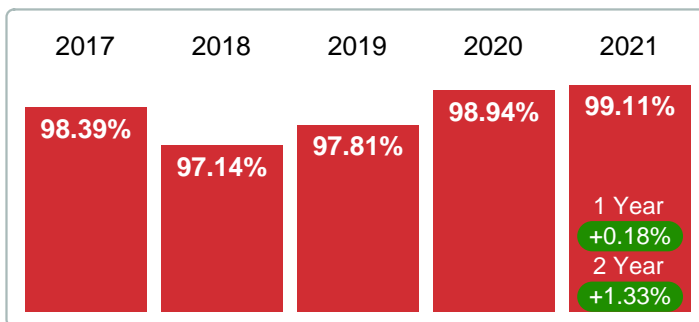
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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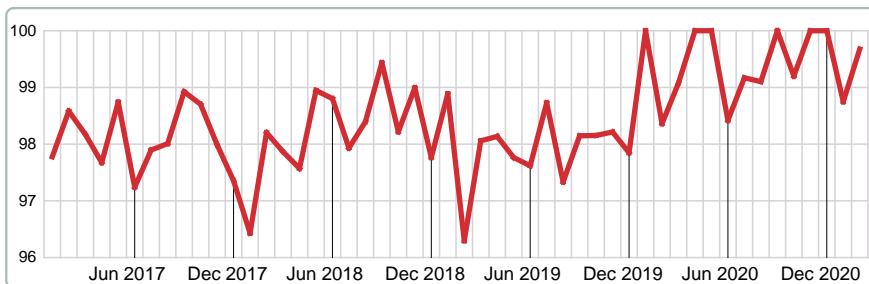
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

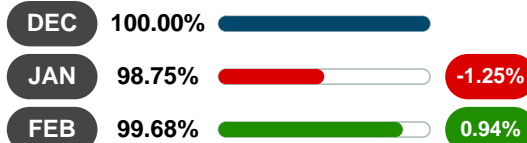


3 MONTHS

5 year FEB AVG = 98.22%

High Dec 2020 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **99.68%**
above the 5 yr FEB average of **98.22%**



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	7	9.72%	100.00%	100.00%	63.89%	100.00%	0.00%
\$20,001 \$50,000	12	16.67%	87.72%	87.72%	83.82%	104.59%	0.00%
\$50,001 \$70,000	6	8.33%	93.74%	92.69%	100.00%	90.81%	0.00%
\$70,001 \$150,000	19	26.39%	100.00%	100.08%	100.00%	0.00%	0.00%
\$150,001 \$190,000	12	16.67%	100.12%	0.00%	101.07%	100.00%	97.14%
\$190,001 \$230,000	8	11.11%	100.79%	102.44%	97.18%	101.98%	96.34%
\$230,001 and up	8	11.11%	97.20%	99.68%	97.20%	96.88%	0.00%
Median Sold/List Ratio		99.68%		98.94%	98.39%	100.00%	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

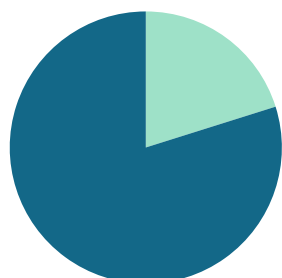
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

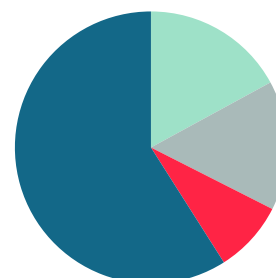


Inventory
 New Listings
82 = 20.15%
 Start Inventory
325
 Total Inventory Units
407
 Volume
\$67,641,597

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%
Median List Price	117,000	116,450	-0.47%	119,000	114,950	-3.40%
Median Sale Price	116,750	117,000	0.21%	116,000	112,500	-3.02%
Median Percent of Selling Price to List Price	98.36%	99.68%	1.34%	98.94%	99.11%	0.18%
Median Days on Market to Sale	37.00	16.50	-55.41%	24.00	18.00	-25.00%
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%

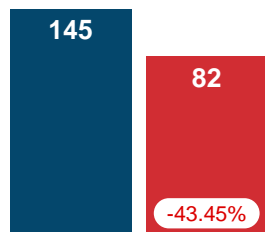
Absorption: Last 12 months, an Average of **91** Sales/Month

Inventory on February 28, 2021 = **249** 2020 2021

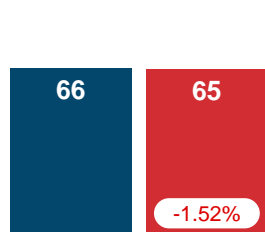
FEBRUARY MARKET

MEDIAN PRICES

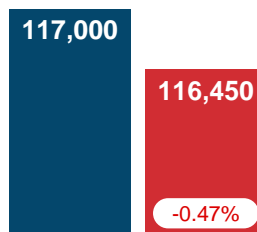
New Listings



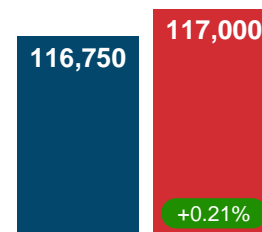
Pending Listings



List Price



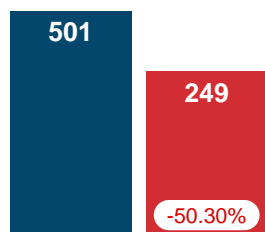
Sale Price



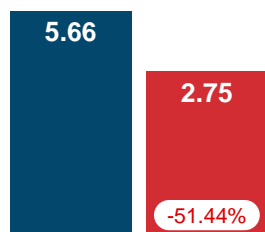
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

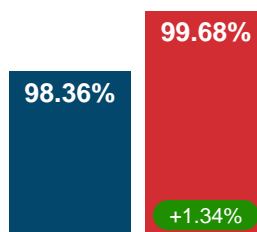
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

