

May 2021

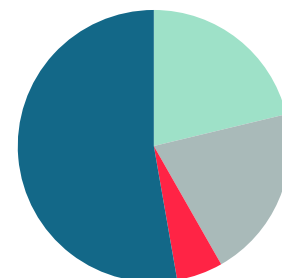
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	May 2021	+/-%
Closed Listings	61	116	90.16%
Pending Listings	93	112	20.43%
New Listings	134	159	18.66%
Average List Price	164,942	189,822	15.08%
Average Sale Price	158,048	186,266	17.85%
Average Percent of Selling Price to List Price	97.01%	99.24%	2.29%
Average Days on Market to Sale	31.36	28.80	-8.16%
End of Month Inventory	512	288	-43.75%
Months Supply of Inventory	6.28	2.93	-53.34%



■ Closed (21.25%)
■ Pending (20.51%)
■ Other OffMarket (5.49%)
■ Active (52.75%)

Absorption: Last 12 months, an Average of **98** Sales/Month
Active Inventory as of May 31, 2021 = **288**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2021 decreased **43.75%** to 288 existing homes available for sale. Over the last 12 months this area has had an average of 98 closed sales per month. This represents an unsold inventory index of **2.93** 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 **17.85%** in May 2021 to \$186,266 versus the previous year at \$158,048.

Average Days on Market Shortens

The average number of **28.80** days that homes spent on the market before selling decreased by 2.56 days or **8.16%** in May 2021 compared to last year's same month at **31.36** DOM.

Sales Success for May 2021 is Positive

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

There were 159 New Listings in May 2021, up **18.66%** from last year at 134. Furthermore, there were 116 Closed Listings this month versus last year at 61, a **90.16%** increase.

Closed versus Listed trends yielded a **73.0%** ratio, up from previous year's, May 2020, at **45.5%**, a **60.26%** 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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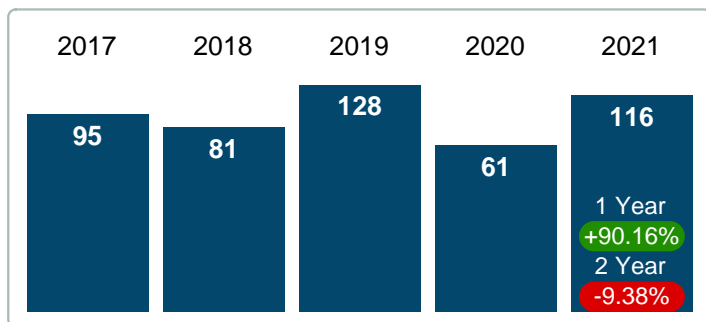
Area Delimited by County Of Washington



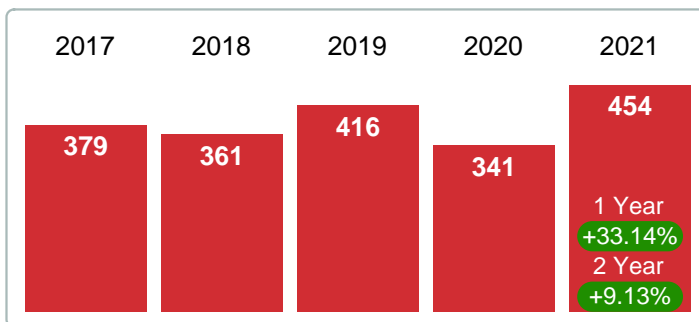
CLOSED LISTINGS

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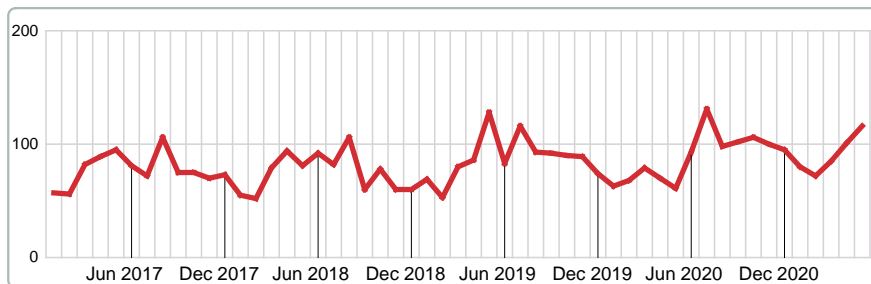
MAY



YEAR TO DATE (YTD)

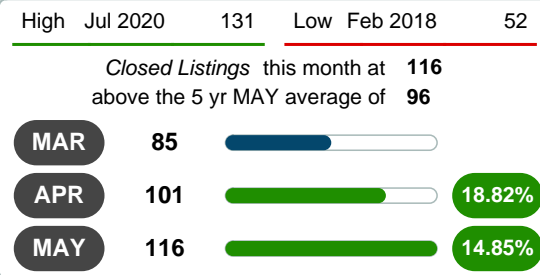


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 96



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	7	6.03%	110.0	5	2	0	0
\$25,001 - \$75,000	15	12.93%	69.3	10	5	0	0
\$75,001 - \$125,000	21	18.10%	14.5	5	15	1	0
\$125,001 - \$200,000	27	23.28%	8.9	4	19	2	2
\$200,001 - \$250,000	17	14.66%	10.4	0	8	8	1
\$250,001 - \$325,000	14	12.07%	18.7	0	5	8	1
\$325,001 and up	15	12.93%	36.5	3	3	8	1
Total Closed Units	116			27	57	27	5
Total Closed Volume	21,606,833	100%	28.8	3.13M	9.40M	7.87M	1.21M
Average Closed Price	\$186,266			\$115,806	\$164,923	\$291,432	\$242,160

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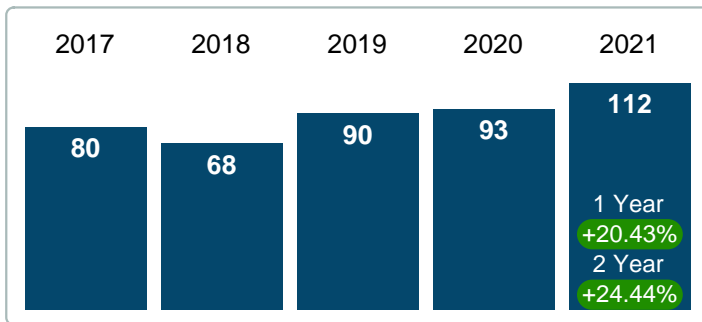
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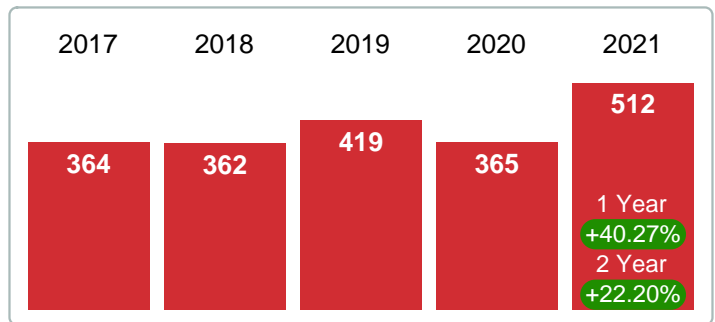
PENDING LISTINGS

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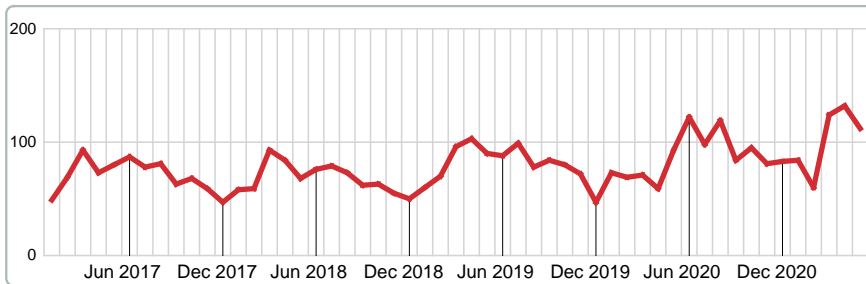
MAY



YEAR TO DATE (YTD)

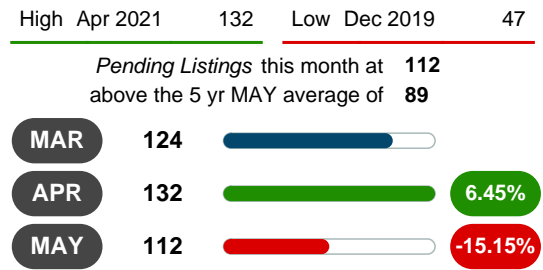


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 89



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	4.46%	95.6	4	1	0	0
\$50,001 - \$75,000	12	10.71%	32.4	8	4	0	0
\$75,001 - \$125,000	27	24.11%	9.2	7	16	3	1
\$125,001 - \$175,000	22	19.64%	9.0	3	17	1	1
\$175,001 - \$225,000	15	13.39%	34.8	2	7	5	1
\$225,001 - \$300,000	18	16.07%	20.9	1	6	10	1
\$300,001 and up	13	11.61%	16.4	1	3	5	4
Total Pending Units	112			26	54	24	8
Total Pending Volume	23,288,834	100%	53.9	5.87M	9.14M	5.60M	2.67M
Average Listing Price	\$155,788			\$225,873	\$169,331	\$233,438	\$333,723

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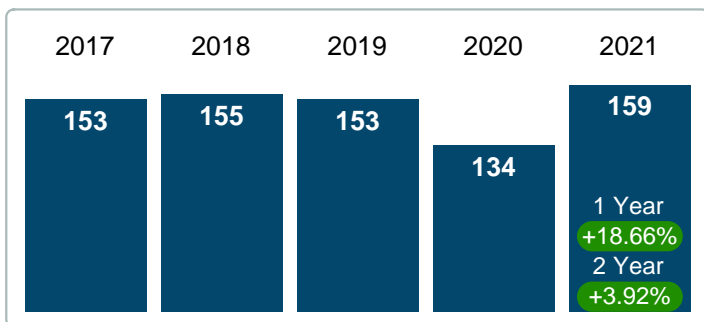
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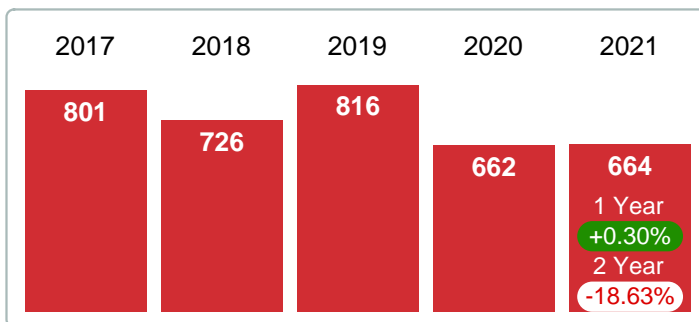
NEW LISTINGS

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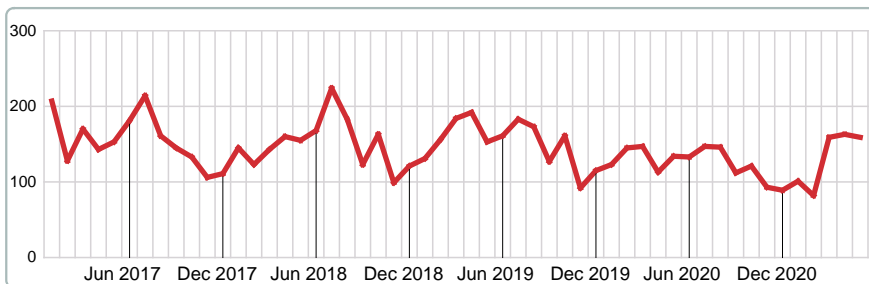
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 151

High Jul 2018 224 Low Feb 2021 82

New Listings this month at 159
above the 5 yr MAY average of 151



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	15	9.43%	12	3	0	0
\$50,001 - \$75,000	18	11.32%	13	4	1	0
\$75,001 - \$100,000	14	8.81%	2	10	2	0
\$100,001 - \$175,000	52	32.70%	20	27	4	1
\$175,001 - \$225,000	15	9.43%	1	7	6	1
\$225,001 - \$325,000	26	16.35%	2	5	16	3
\$325,001 and up	19	11.95%	5	1	7	6
Total New Listed Units	159		55	57	36	11
Total New Listed Volume	31,573,534	100%	8.96M	7.89M	10.02M	4.71M
Average New Listed Listing Price	\$192,557		\$162,906	\$138,396	\$278,297	\$427,853

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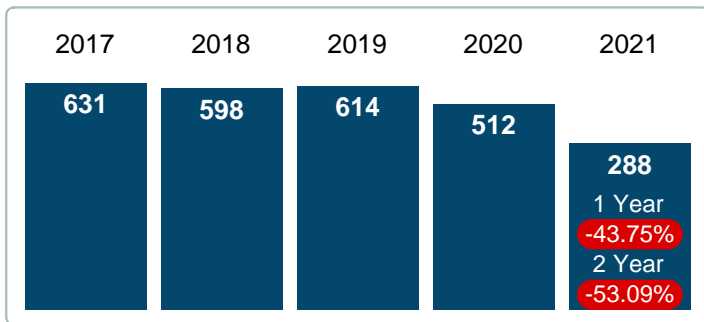
Area Delimited by County Of Washington



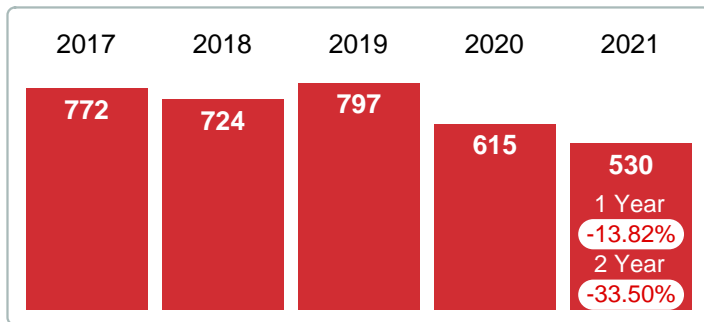
ACTIVE INVENTORY

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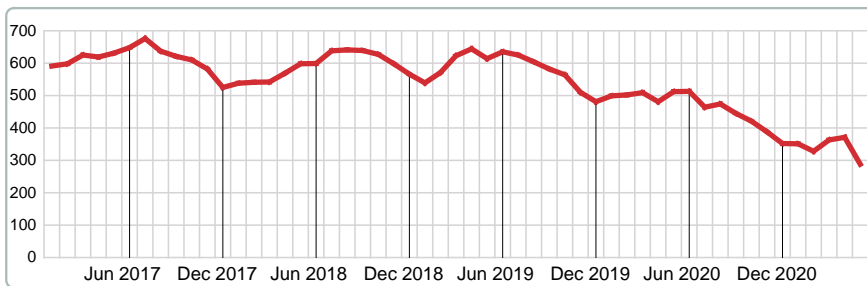
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

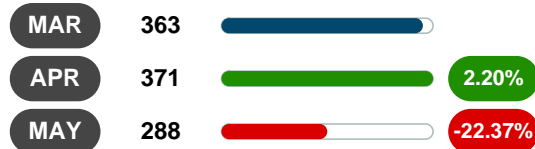


3 MONTHS

5 year MAY AVG = 529

High Jul 2017 676 Low May 2021 288

Inventory this month at **288**
below the 5 yr MAY average of **529**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	26	9.03%	131.7	26	0	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	46	15.97%	159.5	42	4	0	0
\$50,001 - \$125,000	100	34.72%	97.7	84	14	2	0
\$125,001 - \$225,000	50	17.36%	63.2	26	19	5	0
\$225,001 - \$425,000	37	12.85%	78.0	21	2	11	3
\$425,001 and up	29	10.07%	114.7	15	1	8	5
Total Active Inventory by Units			288	214	40	26	8
Total Active Inventory by Volume			52,230,440	32.91M	5.95M	9.58M	3.79M
Average Active Inventory Listing Price			\$181,356	\$153,788	\$148,655	\$368,546	\$473,938

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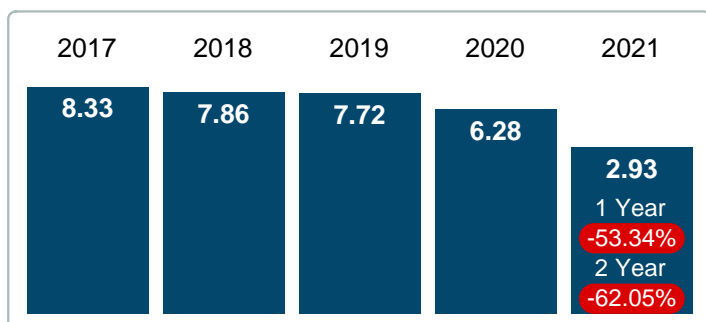
Area Delimited by County Of Washington



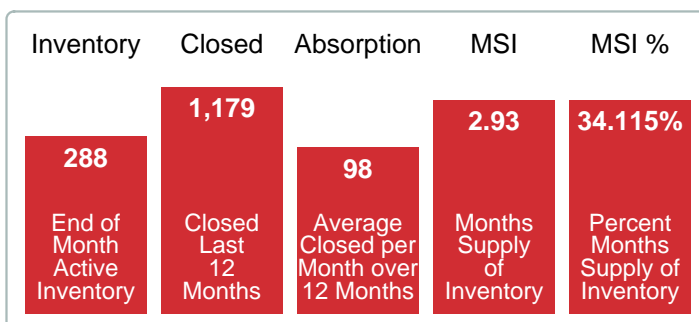
MONTHS SUPPLY of INVENTORY (MSI)

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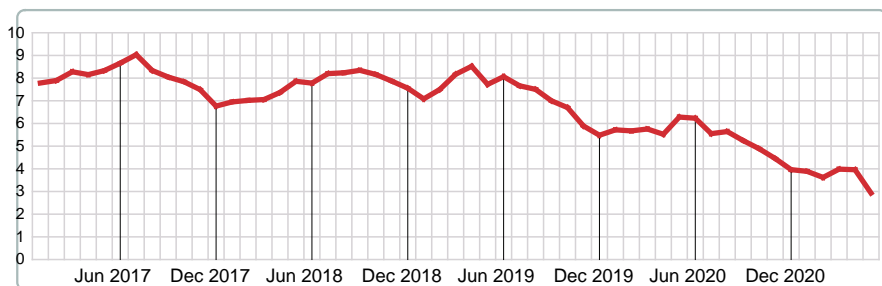
MSI FOR MAY



INDICATORS FOR MAY 2021

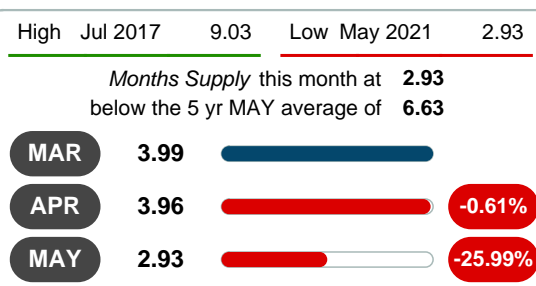


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 6.63



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	8.33%	2.77	5.33	0.00	0.00	0.00
\$20,001 - \$40,000	25	8.68%	4.62	6.55	0.63	0.00	0.00
\$40,001 - \$60,000	40	13.89%	5.11	6.92	2.00	2.40	0.00
\$60,001 - \$130,000	89	30.90%	3.17	12.85	0.61	0.40	0.00
\$130,001 - \$240,000	46	15.97%	1.44	9.10	1.13	0.45	0.00
\$240,001 - \$430,000	35	12.15%	2.53	13.41	0.57	1.40	2.77
\$430,001 and up	29	10.07%	11.60	25.71	2.40	6.86	15.00
Market Supply of Inventory (MSI)			2.93	9.14	0.83	1.10	2.74
Total Active Inventory by Units		100%	288	214	40	26	8

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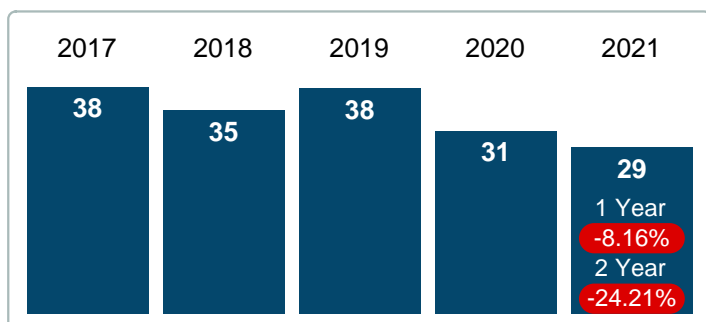
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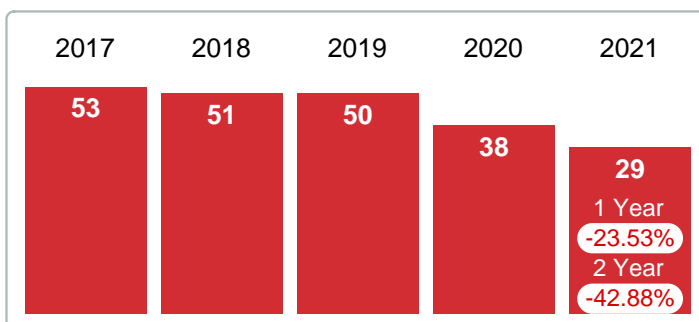
AVERAGE DAYS ON MARKET TO SALE

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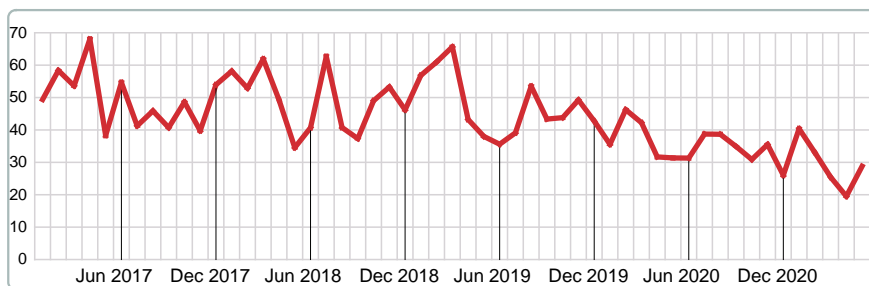
MAY



YEAR TO DATE (YTD)

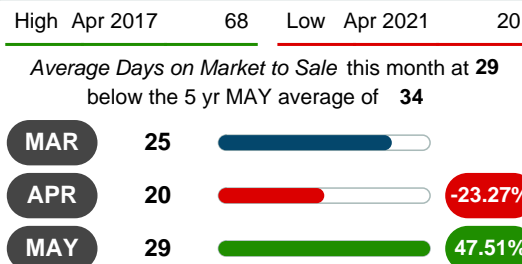


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 34



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	7	6.03%	110	148	15	0		
\$25,001 - \$75,000	15	12.93%	69	102	3	0		
\$75,001 - \$125,000	21	18.10%	14	19	14	1		
\$125,001 - \$200,000	27	23.28%	9	2	9	24		
\$200,001 - \$250,000	17	14.66%	10	0	14	8		
\$250,001 - \$325,000	14	12.07%	19	0	5	28		
\$325,001 and up	15	12.93%	37	158	5	7		
Average Closed DOM		29		87	10	15	7	
Total Closed Units		116	100%	29	27	57	27	5
Total Closed Volume		21,606,833		3.13M	9.40M	7.87M	1.21M	

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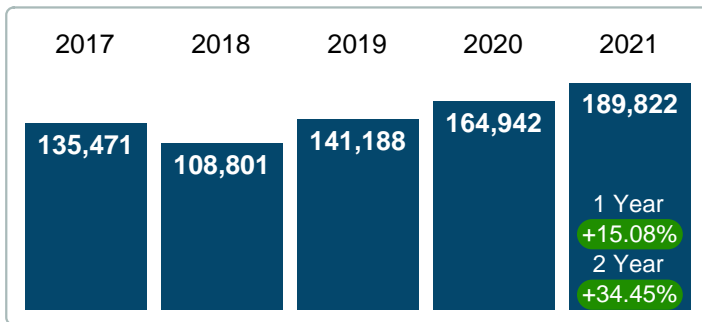
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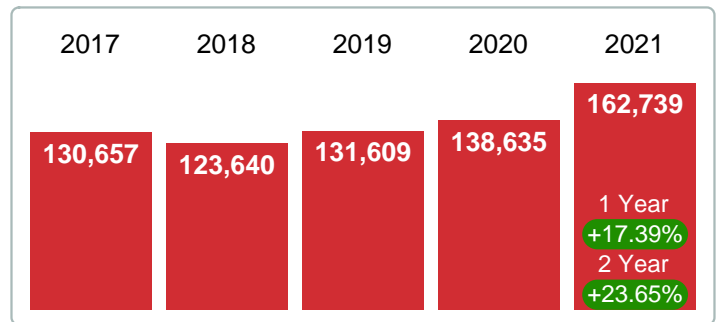
AVERAGE LIST PRICE AT CLOSING

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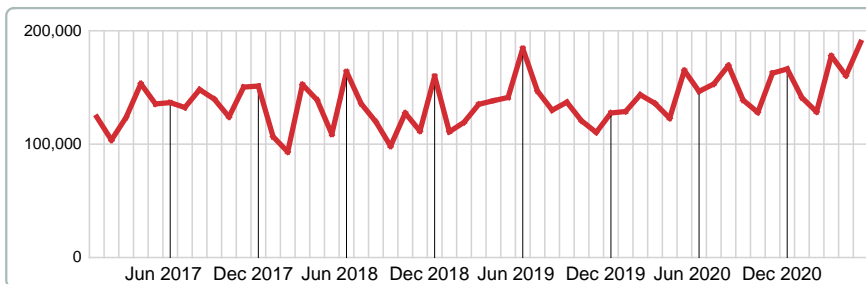
MAY



YEAR TO DATE (YTD)

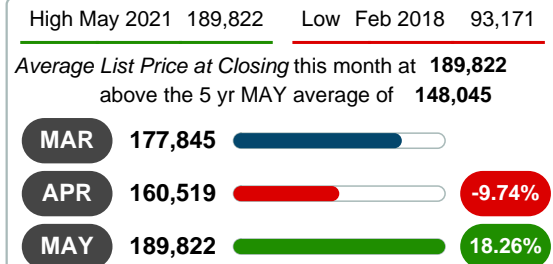


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 148,045



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	6	5.17%	10,442	17,200	8,325	0	
\$25,001 - \$75,000	16	13.79%	55,300	51,150	66,660	0	
\$75,001 - \$125,000	22	18.97%	105,095	108,280	103,947	125,000	
\$125,001 - \$200,000	27	23.28%	162,058	144,000	158,777	168,750	
\$200,001 - \$250,000	19	16.38%	230,805	0	228,575	225,138	
\$250,001 - \$325,000	13	11.21%	296,138	0	273,200	291,313	
\$325,001 and up	13	11.21%	473,012	663,000	394,250	404,025	
Average List Price		189,822		137,181	163,215	289,863	237,180
Total Closed Units		116	100%	189,822	27	57	27
Total Closed Volume		22,019,370			3.70M	9.30M	7.83M

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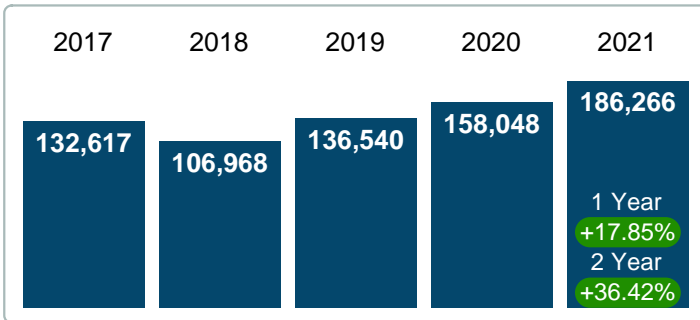
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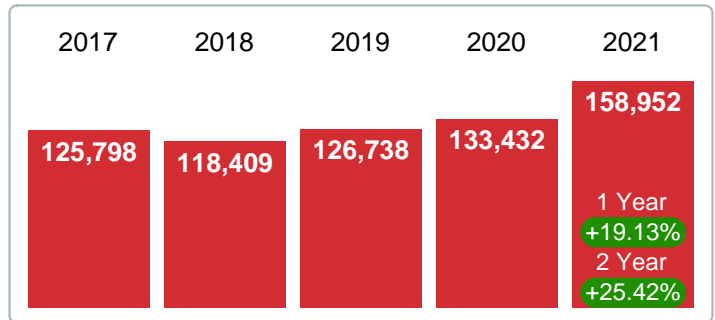
AVERAGE SOLD PRICE AT CLOSING

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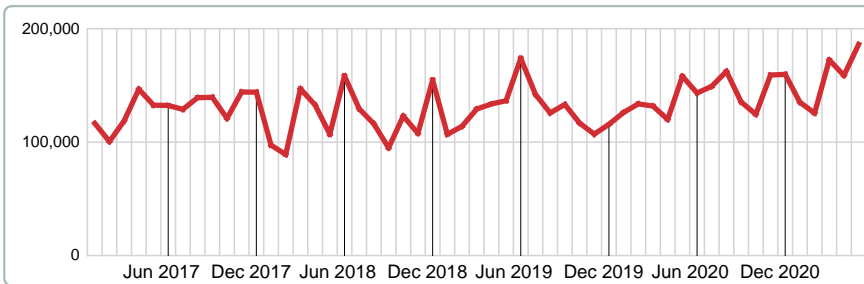
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

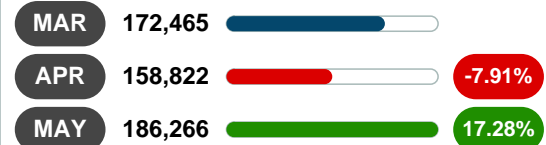


3 MONTHS

5 year MAY AVG = 144,088

High May 2021 186,266 Low Feb 2018 89,105

Average Sold Price at Closing this month at **186,266** above the 5 yr MAY average of **144,088**



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	7	6.03%	12,236	13,820	8,275	0	
\$25,001 - \$75,000	15	12.93%	52,507	45,821	65,880	0	
\$75,001 - \$125,000	21	18.10%	106,841	106,454	105,760	125,000	
\$125,001 - \$200,000	27	23.28%	159,893	148,605	158,915	174,500	
\$200,001 - \$250,000	17	14.66%	230,237	0	234,669	228,772	
\$250,001 - \$325,000	14	12.07%	284,571	0	277,600	286,750	
\$325,001 and up	15	12.93%	418,318	490,925	394,500	408,812	
Average Sold Price		186,266		115,806	164,923	291,432	242,160
Total Closed Units		116	100%	186,266	27	57	27
Total Closed Volume		21,606,833			3.13M	9.40M	7.87M

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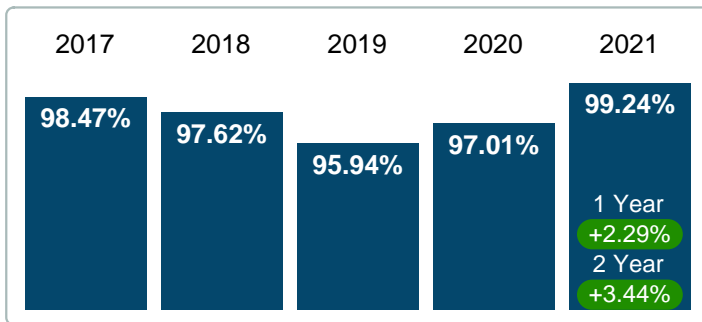
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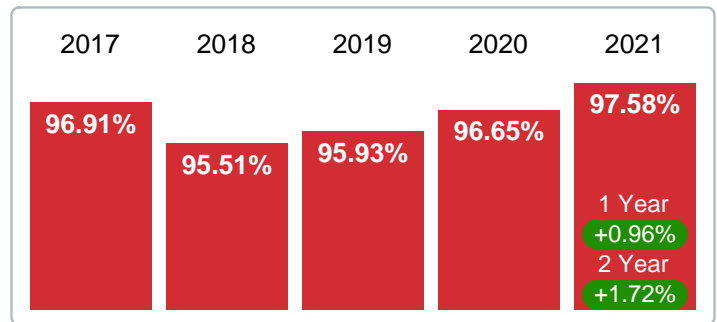
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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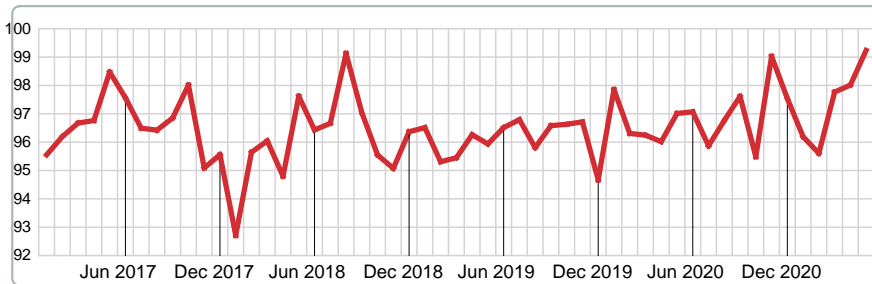
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

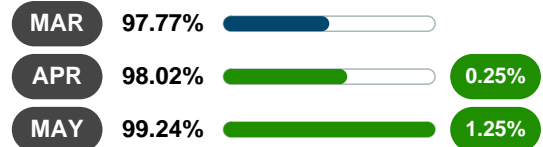


3 MONTHS

5 year MAY AVG = 97.66%

High May 2021 99.24% Low Jan 2018 92.71%

Average Sold/List Ratio this month at **99.24%**
above the 5 yr MAY average of **97.66%**



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	7	6.03%	90.76%	88.27%	96.97%	0.00%	0.00%
\$25,001 - \$75,000	15	12.93%	93.56%	90.88%	98.93%	0.00%	0.00%
\$75,001 - \$125,000	21	18.10%	101.49%	100.67%	101.86%	100.00%	0.00%
\$125,001 - \$200,000	27	23.28%	101.38%	104.32%	100.46%	103.52%	102.10%
\$200,001 - \$250,000	17	14.66%	102.35%	0.00%	102.93%	101.65%	103.30%
\$250,001 - \$325,000	14	12.07%	100.20%	0.00%	101.85%	98.90%	102.37%
\$325,001 and up	15	12.93%	97.41%	80.36%	100.14%	102.32%	101.16%
Average Sold/List Ratio		99.20%		93.03%	101.03%	101.11%	102.21%
Total Closed Units		116	100%	27	57	27	5
Total Closed Volume		21,606,833		3.13M	9.40M	7.87M	1.21M

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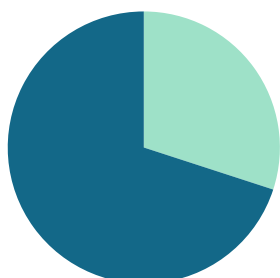
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

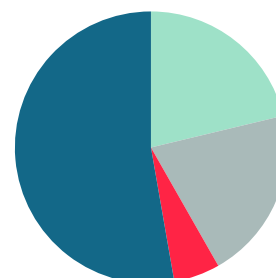


Inventory
 New Listings
159 = 30.00%
 Start Inventory
371
 Total Inventory Units
530
 Volume
\$101,051,634

Market Activity

Closed Sales
116 = 21.25%
 Pending Sales
112 = 20.51%
 Other Off Market
30 = 5.49%
 Active Inventory
288 = 52.75%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	61	116	90.16%	341	454	33.14%
Pending Sales	93	112	20.43%	365	512	40.27%
New Listings	134	159	18.66%	662	664	0.30%
Average List Price	164,942	189,822	15.08%	138,635	162,739	17.39%
Average Sale Price	158,048	186,266	17.85%	133,432	158,952	19.13%
Average Percent of Selling Price to List Price	97.01%	99.24%	2.29%	96.65%	97.58%	0.96%
Average Days on Market to Sale	31.36	28.80	-8.16%	37.69	28.82	-23.53%
Monthly Inventory	512	288	-43.75%	512	288	-43.75%
Months Supply of Inventory	6.28	2.93	-53.34%	6.28	2.93	-53.34%

Absorption: Last 12 months, an Average of **98** Sales/Month

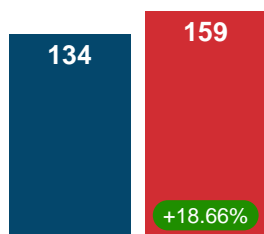
Inventory on May 31, 2021 = **288**

2020 **2021**

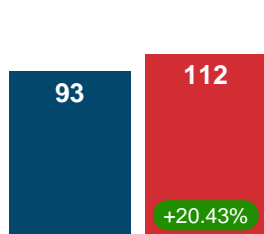
MAY MARKET

AVERAGE PRICES

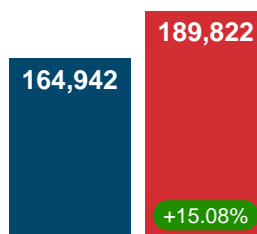
New Listings



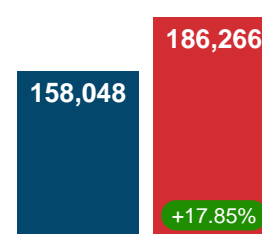
Pending Listings



List Price



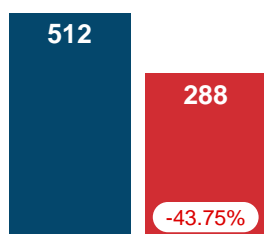
Sale Price



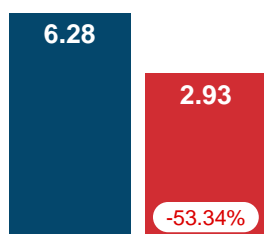
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

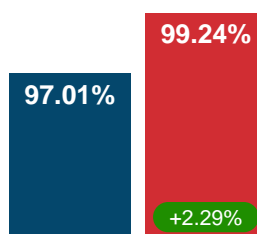
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

