

May 2021

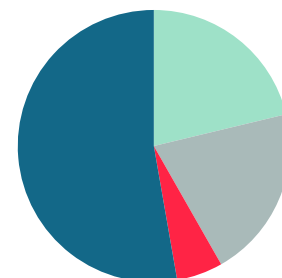
Area Delimited by County Of Washington



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%
Median List Price	125,000	161,700	29.36%
Median Sale Price	122,000	159,950	31.11%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	17.00	4.00	-76.47%
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.

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 **31.11%** in May 2021 to \$159,950 versus the previous year at \$122,000.

Median Days on Market Shortens

The median number of **4.00** days that homes spent on the market before selling decreased by 13.00 days or **76.47%** in May 2021 compared to last year's same month at **17.00** DOM.

Sales Success for May 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 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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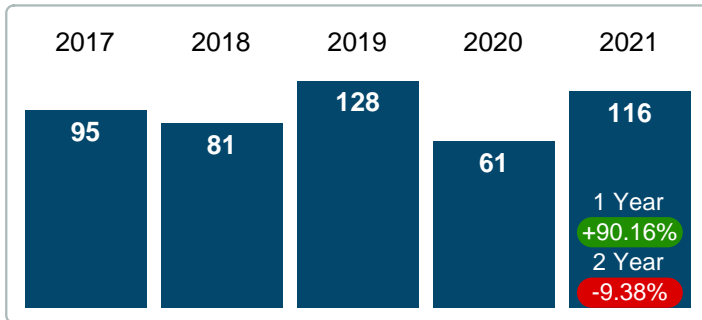
Area Delimited by County Of Washington



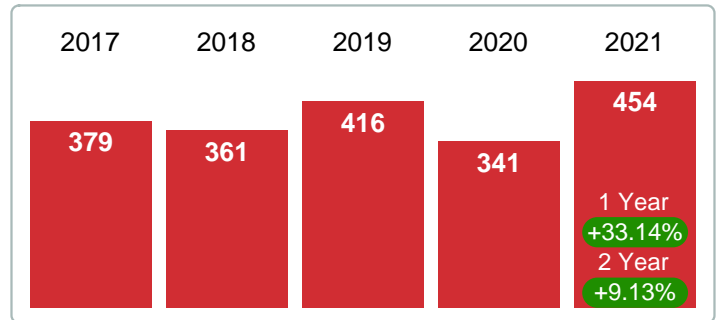
CLOSED LISTINGS

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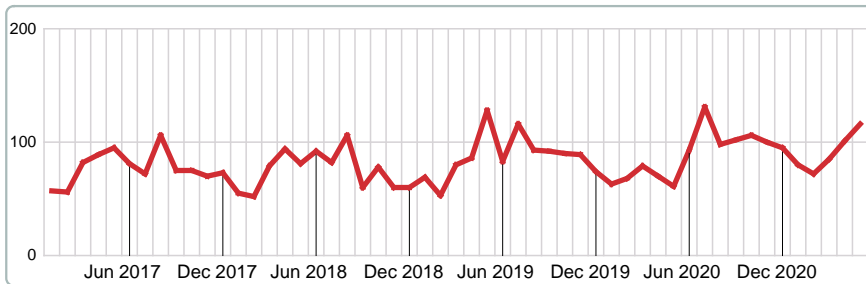
MAY



YEAR TO DATE (YTD)

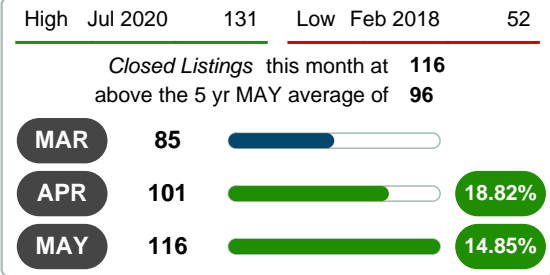


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 96



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	6.03%	25.0	5	2	0	0
\$25,001 - \$75,000	15	12.93%	4.0	10	5	0	0
\$75,001 - \$125,000	21	18.10%	3.0	5	15	1	0
\$125,001 - \$200,000	27	23.28%	5.0	4	19	2	2
\$200,001 - \$250,000	17	14.66%	2.0	0	8	8	1
\$250,001 - \$325,000	14	12.07%	6.5	0	5	8	1
\$325,001 and up	15	12.93%	3.0	3	3	8	1
Total Closed Units	116			27	57	27	5
Total Closed Volume	21,606,833	100%	4.0	3.13M	9.40M	7.87M	1.21M
Median Closed Price	\$159,950			\$65,000	\$149,900	\$275,000	\$206,500

May 2021



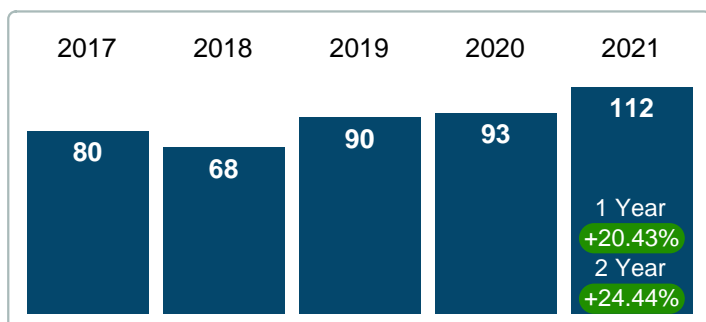
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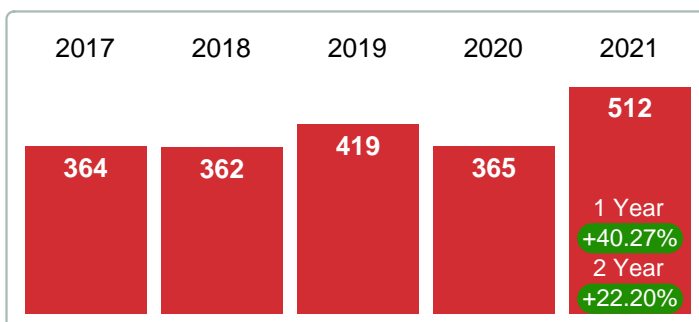
PENDING LISTINGS

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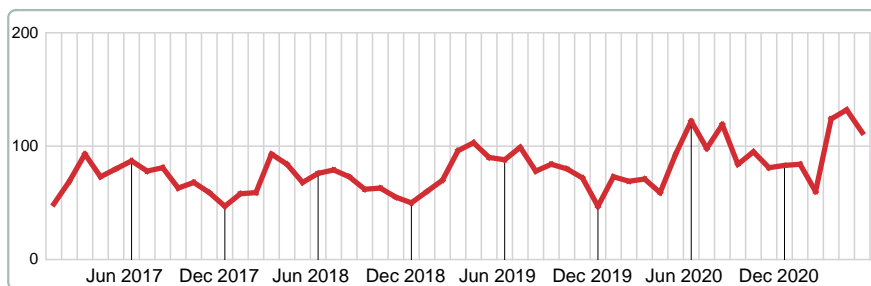
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

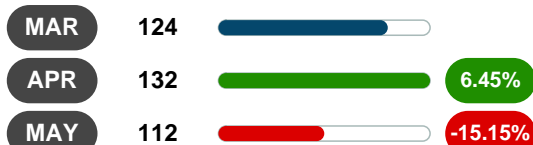


3 MONTHS

5 year MAY AVG = 89

High Apr 2021 132 Low Dec 2019 47

Pending Listings this month at 112
above the 5 yr MAY average of 89



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	5.36%	56.0	5	1	0	0
\$60,001 - \$80,000	13	11.61%	17.0	7	5	0	1
\$80,001 - \$120,000	23	20.54%	3.0	6	15	2	0
\$120,001 - \$190,000	27	24.11%	3.0	4	18	4	1
\$190,001 - \$230,000	15	13.39%	4.0	2	7	5	1
\$230,001 - \$310,000	16	14.29%	8.5	1	5	9	1
\$310,001 and up	12	10.71%	7.5	1	3	4	4
Total Pending Units	112			26	54	24	8
Total Pending Volume	23,288,834	100%	5.0	5.87M	9.14M	5.60M	2.67M
Median Listing Price	\$146,000			\$85,500	\$136,950	\$236,500	\$312,400

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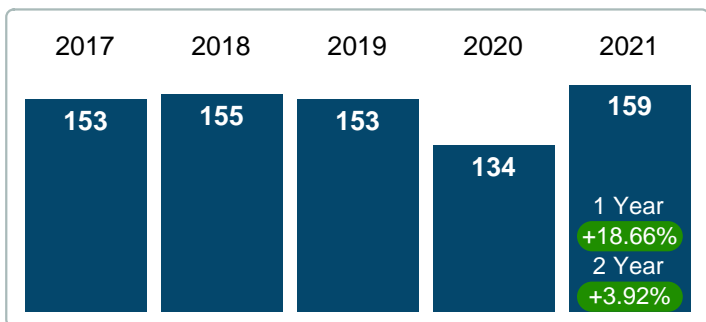
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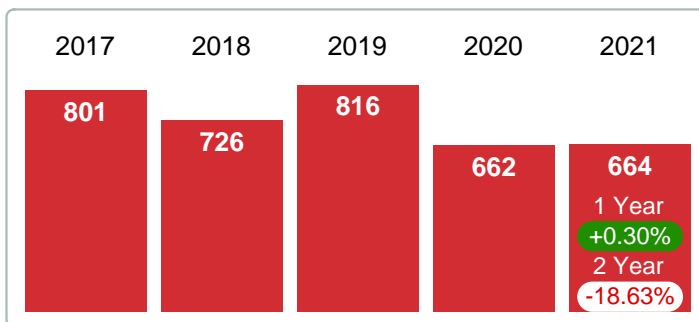
NEW LISTINGS

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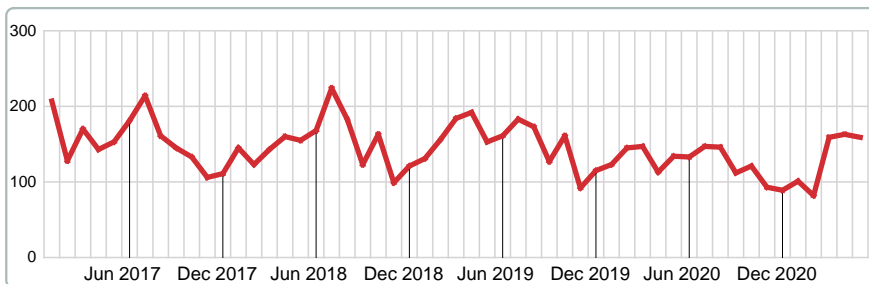
MAY



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 - \$80,000	22	13.84%	13	8	1	0
\$80,001 - \$120,000	23	14.47%	7	14	2	0
\$120,001 - \$170,000	32	20.13%	12	17	3	0
\$170,001 - \$240,000	29	18.24%	4	11	12	2
\$240,001 - \$340,000	22	13.84%	2	4	13	3
\$340,001 and up	16	10.06%	5	0	5	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
Median New Listed Listing Price	\$149,500		\$107,000	\$135,000	\$242,500	\$349,900

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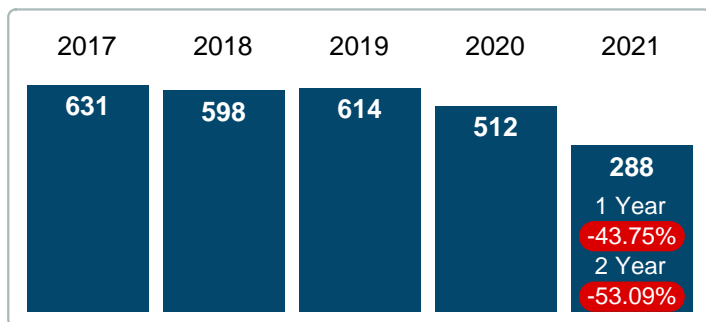
Area Delimited by County Of Washington



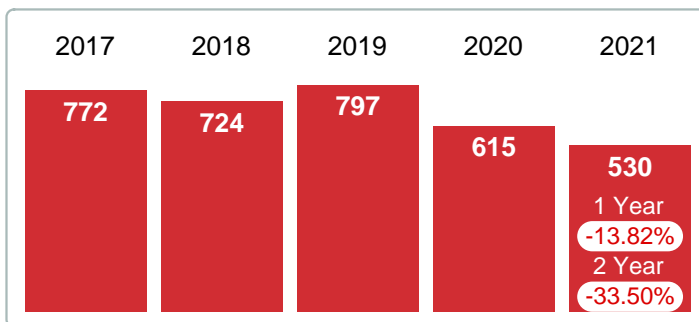
ACTIVE INVENTORY

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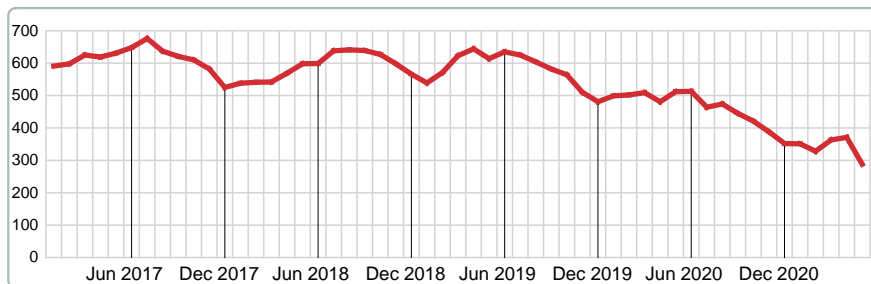
END OF MAY



ACTIVE DURING MAY

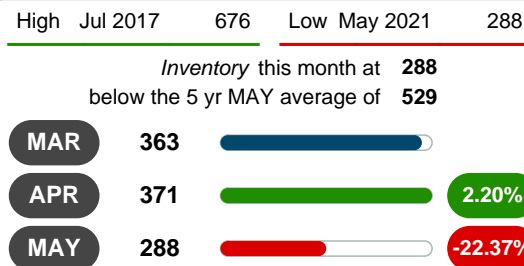


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 529



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	8.33%	171.0	24	0	0	0
\$20,001 - \$40,000	25	8.68%	85.0	24	1	0	0
\$40,001 - \$60,000	40	13.89%	91.0	34	5	1	0
\$60,001 - \$130,000	89	30.90%	76.0	76	12	1	0
\$130,001 - \$240,000	46	15.97%	33.0	22	19	5	0
\$240,001 - \$430,000	35	12.15%	37.0	19	2	11	3
\$430,001 and up	29	10.07%	66.0	15	1	8	5
Total Active Inventory by Units	288			214	40	26	8
Total Active Inventory by Volume	52,230,440	100%	64.0	32.91M	5.95M	9.58M	3.79M
Median Active Inventory Listing Price	\$90,000			\$72,500	\$137,000	\$326,500	\$457,000

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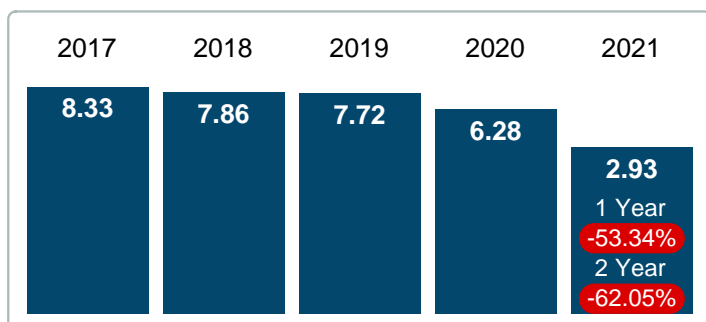
Area Delimited by County Of Washington



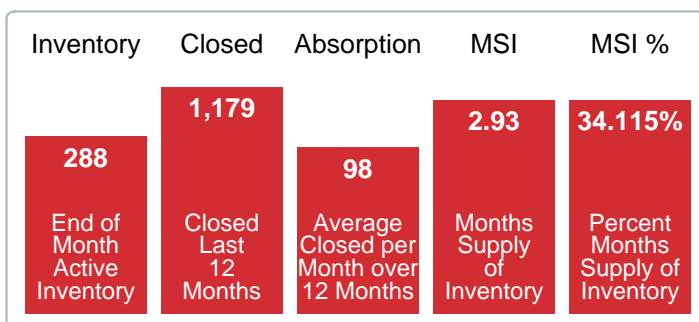
MONTHS SUPPLY of INVENTORY (MSI)

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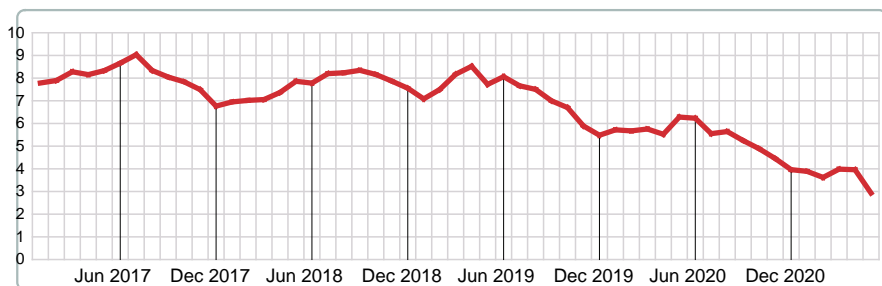
MSI FOR MAY



INDICATORS FOR MAY 2021

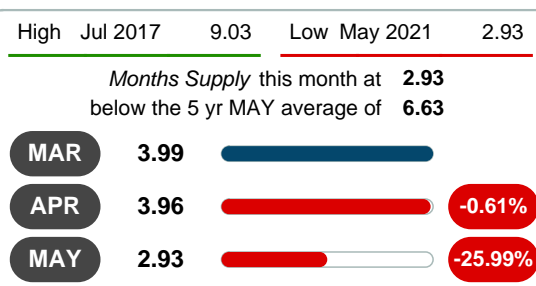


5 YEAR MARKET ACTIVITY TRENDS



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%	2.93	214	40	26	8

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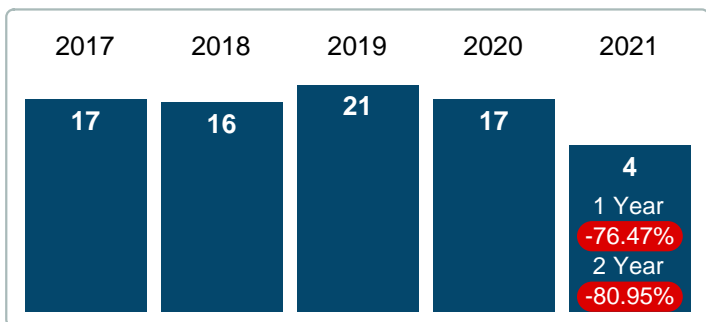
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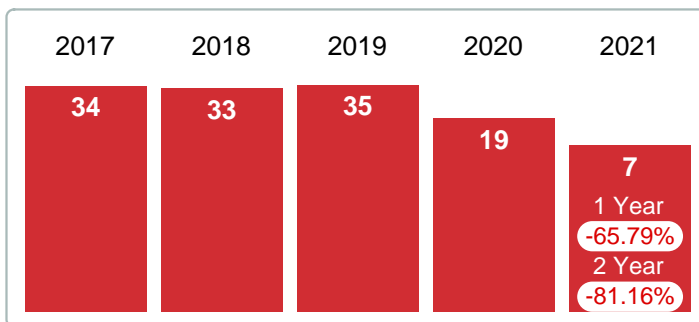
MEDIAN DAYS ON MARKET TO SALE

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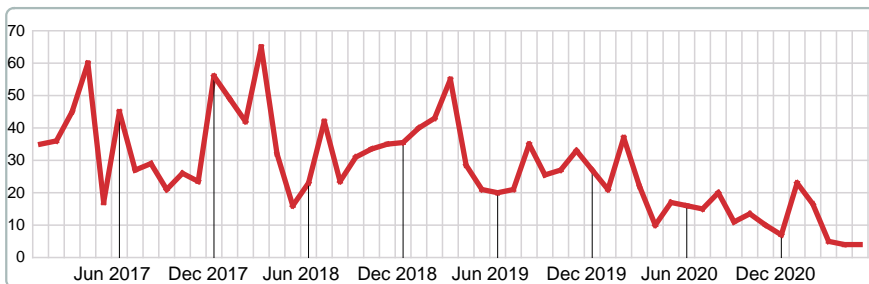
MAY



YEAR TO DATE (YTD)

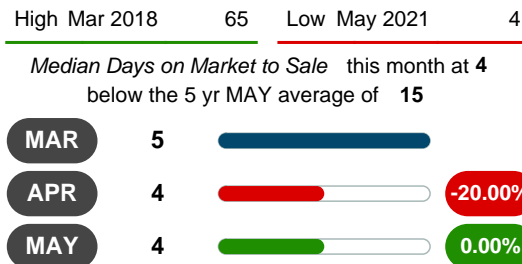


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 15



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
\$25,000 and less	6.03%	25	118	15	0	0
\$25,001 - \$75,000	12.93%	4	32	2	0	0
\$75,001 - \$125,000	18.10%	3	3	3	1	0
\$125,001 - \$200,000	23.28%	5	2	5	24	11
\$200,001 - \$250,000	14.66%	2	0	3	2	1
\$250,001 - \$325,000	12.07%	7	0	5	10	12
\$325,001 and up	12.93%	3	152	3	3	1
Median Closed DOM		4	9	4	3	5
Total Closed Units	100%	116	27	57	27	5
Total Closed Volume		21,606,833	3.13M	9.40M	7.87M	1.21M

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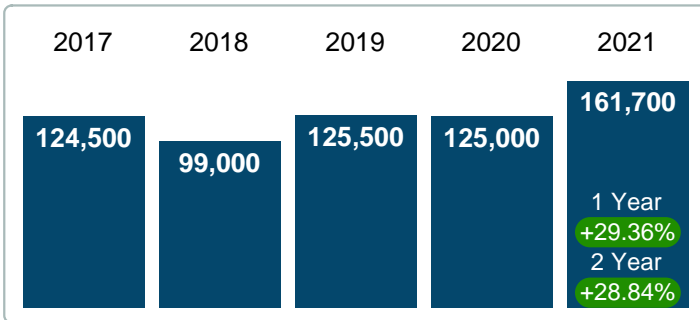
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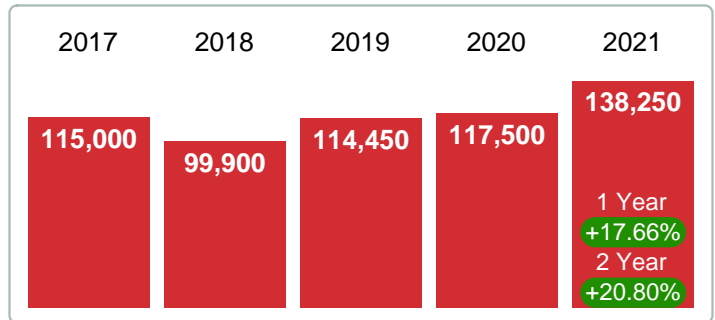
MEDIAN LIST PRICE AT CLOSING

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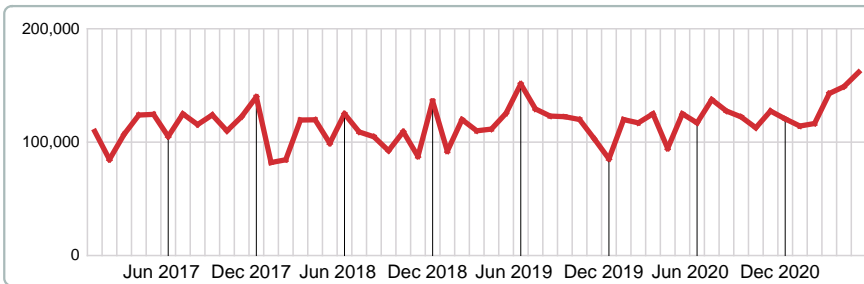
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

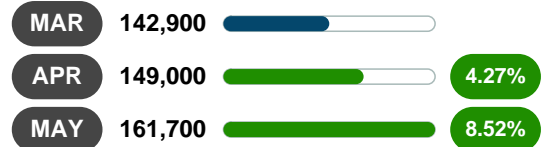


3 MONTHS

5 year MAY AVG = 127,140

High May 2021 161,700 Low Jan 2018 82,000

Median List Price at Closing this month at **161,700** above the 5 yr MAY average of **127,140**



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
\$25,000 and less	5.17%	10,450	11,450	8,325	0	0
\$25,001 - \$75,000	13.79%	60,500	45,000	69,900	0	0
\$75,001 - \$125,000	18.97%	114,900	99,900	114,900	125,000	0
\$125,001 - \$200,000	23.28%	159,900	150,000	158,875	168,750	175,000
\$200,001 - \$250,000	16.38%	230,000	0	239,450	230,000	0
\$250,001 - \$325,000	11.21%	295,000	0	283,000	309,900	295,000
\$325,001 and up	11.21%	397,500	595,000	393,250	383,700	344,000
Median List Price		161,700	65,000	149,000	280,000	199,900
Total Closed Units	100%	161,700	27	57	27	5
Total Closed Volume		22,019,370	3.70M	9.30M	7.83M	1.19M

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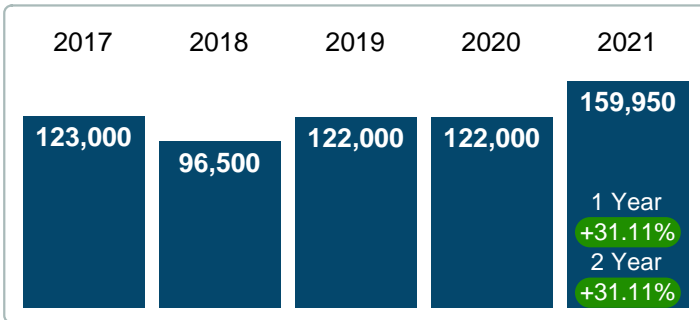
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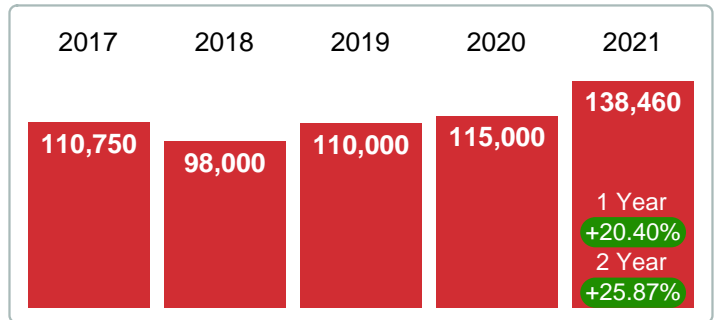
MEDIAN SOLD PRICE AT CLOSING

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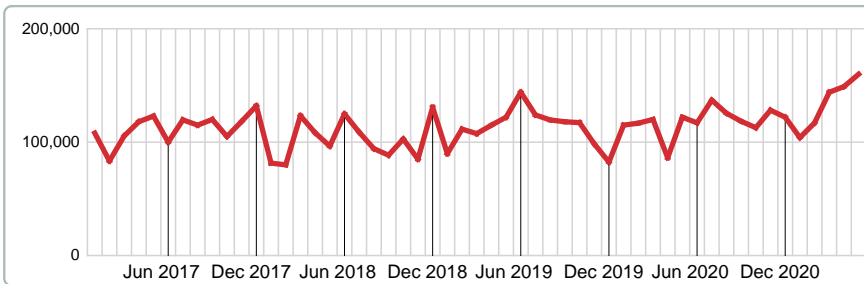
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

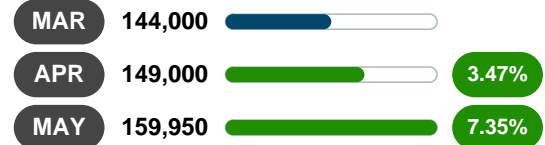


3 MONTHS

5 year MAY AVG = 124,690

High May 2021 159,950 Low Feb 2018 80,000

Median Sold Price at Closing this month at **159,950** above the 5 yr MAY average of **124,690**



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
\$25,000 and less	7	6.03%	15,000	16,000	8,275	0
\$25,001 - \$75,000	15	12.93%	55,000	44,000	68,500	0
\$75,001 - \$125,000	21	18.10%	115,000	102,500	115,000	125,000
\$125,001 - \$200,000	27	23.28%	159,000	144,210	155,000	174,500
\$200,001 - \$250,000	17	14.66%	230,100	0	239,950	230,000
\$250,001 - \$325,000	14	12.07%	278,750	0	275,000	278,750
\$325,001 and up	15	12.93%	389,000	550,000	389,000	365,500
Median Sold Price		159,950		65,000	149,900	275,000
Total Closed Units		116	100%	159,950	27	57
Total Closed Volume		21,606,833		3.13M	9.40M	7.87M

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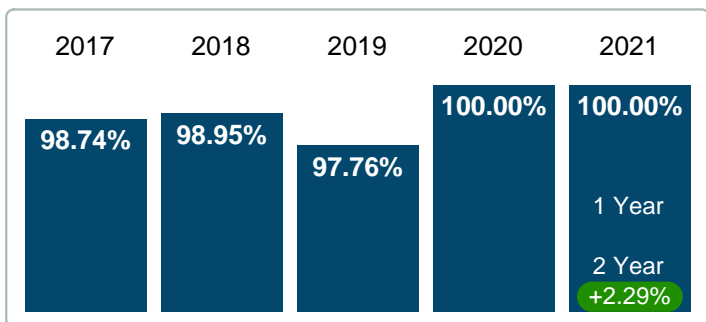
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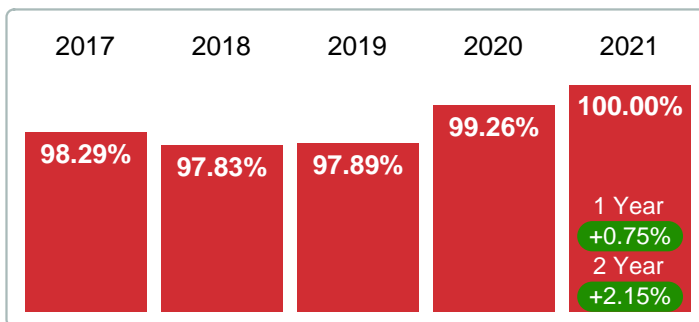
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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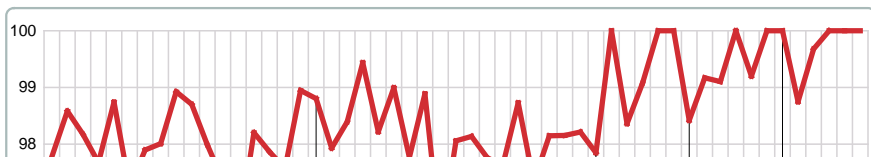
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 99.09%

High May 2021 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAY average of **99.09%**

MAR 100.00%
APR 100.00%
MAY 100.00%

0.00%
0.00%

DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	6.03%	94.12%	94.12%	96.97%	0.00%	0.00%
\$25,001 - \$75,000	15	12.93%	94.48%	93.20%	100.00%	0.00%	0.00%
\$75,001 - \$125,000	21	18.10%	100.00%	100.00%	100.00%	100.00%	0.00%
\$125,001 - \$200,000	27	23.28%	100.00%	100.00%	100.00%	103.52%	102.10%
\$200,001 - \$250,000	17	14.66%	101.59%	0.00%	101.67%	101.50%	103.30%
\$250,001 - \$325,000	14	12.07%	100.00%	0.00%	100.00%	100.00%	102.37%
\$325,001 and up	15	12.93%	101.16%	92.58%	100.00%	103.15%	101.16%
Median Sold/List Ratio		100.00%		94.12%	100.00%	101.41%	102.37%
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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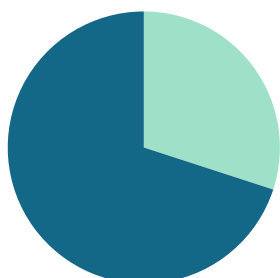
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MARKET SUMMARY

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INVENTORY

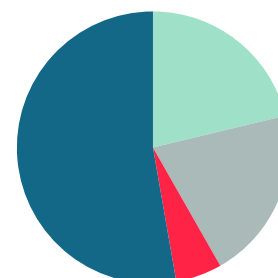


Inventory
 New Listings
159 = 30.00%
 Start Inventory
371
 Total Inventory Units
530
 Volume
\$101,051,634

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%
Median List Price	125,000	161,700	29.36%	117,500	138,250	17.66%
Median Sale Price	122,000	159,950	31.11%	115,000	138,460	20.40%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.26%	100.00%	0.75%
Median Days on Market to Sale	17.00	4.00	-76.47%	19.00	6.50	-65.79%
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

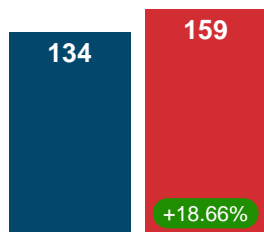
Inventory on May 31, 2021 = **288**

2020 **2021**

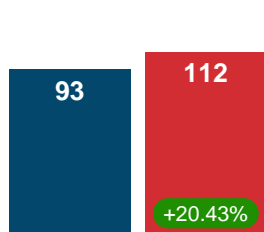
MAY MARKET

MEDIAN PRICES

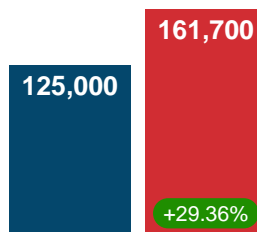
New Listings



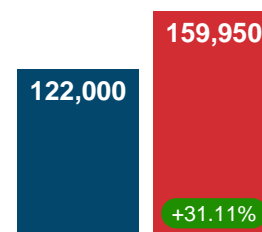
Pending Listings



List Price



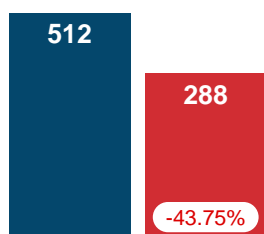
Sale Price



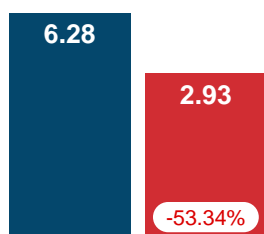
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

