

# August 2021



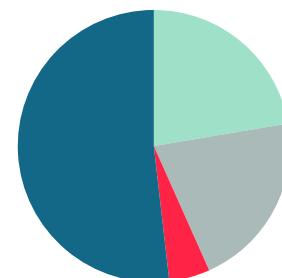
Area Delimited by County Of Washington



## MONTHLY INVENTORY ANALYSIS

Report produced on Sep 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	98	129	31.63%
Pending Listings	118	121	2.54%
New Listings	146	144	-1.37%
Median List Price	127,450	156,900	23.11%
Median Sale Price	125,500	155,000	23.51%
Median Percent of Selling Price to List Price	99.10%	100.00%	0.91%
Median Days on Market to Sale	20.00	7.00	-65.00%
End of Month Inventory	474	299	-36.92%
Months Supply of Inventory	5.64	2.94	-47.88%



■ Closed (22.36%)  
■ Pending (20.97%)  
■ Other OffMarket (4.85%)  
■ Active (51.82%)

**Absorption:** Last 12 months, an Average of **102** Sales/Month  
**Active Inventory** as of August 31, 2021 = **299**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2021 decreased **36.92%** to 299 existing homes available for sale. Over the last 12 months this area has had an average of 102 closed sales per month. This represents an unsold inventory index of **2.94** 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 **23.51%** in August 2021 to \$155,000 versus the previous year at \$125,500.

#### Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 13.00 days or **65.00%** in August 2021 compared to last year's same month at **20.00** DOM.

#### Sales Success for August 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 144 New Listings in August 2021, down **1.37%** from last year at 146. Furthermore, there were 129 Closed Listings this month versus last year at 98, a **31.63%** increase.

Closed versus Listed trends yielded a **89.6%** ratio, up from previous year's, August 2020, at **67.1%**, a **33.46%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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

# August 2021



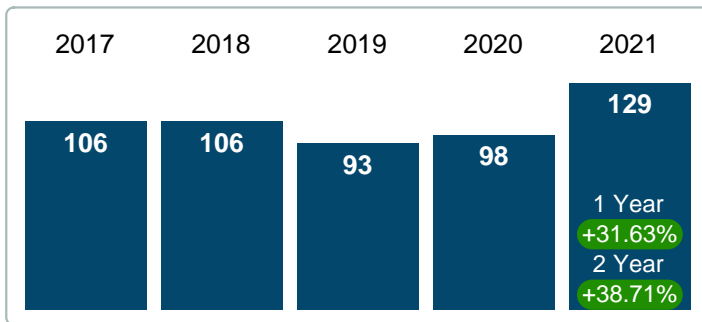
Area Delimited by County Of Washington



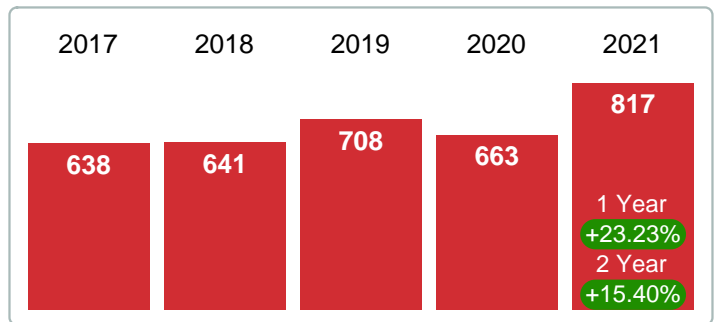
## CLOSED LISTINGS

Report produced on Sep 13, 2021 for MLS Technology Inc.

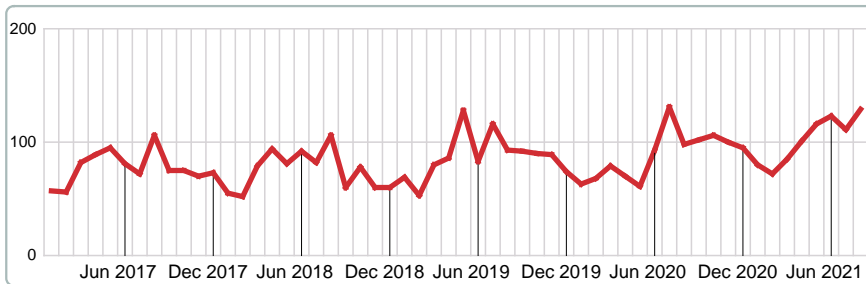
### AUGUST



### YEAR TO DATE (YTD)

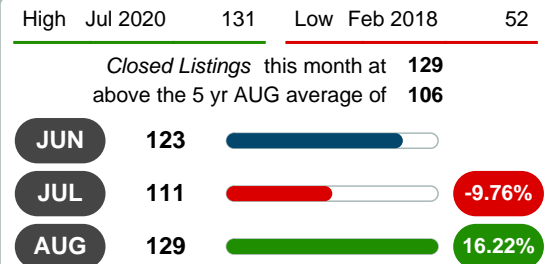


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 106



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	9.30%	14.0	5	6	1	0
\$50,001 - \$75,000	10	7.75%	21.0	5	5	0	0
\$75,001 - \$125,000	21	16.28%	14.0	7	12	2	0
\$125,001 - \$175,000	33	25.58%	3.0	7	19	5	2
\$175,001 - \$225,000	22	17.05%	7.0	0	14	7	1
\$225,001 - \$325,000	18	13.95%	5.0	2	4	9	3
\$325,001 and up	13	10.08%	8.0	2	0	8	3
<b>Total Closed Units</b>	<b>129</b>			<b>28</b>	<b>60</b>	<b>32</b>	<b>9</b>
<b>Total Closed Volume</b>	<b>23,104,435</b>	<b>100%</b>	<b>7.0</b>	<b>3.49M</b>	<b>8.22M</b>	<b>8.68M</b>	<b>2.71M</b>
<b>Median Closed Price</b>	<b>\$155,000</b>			<b>\$95,000</b>	<b>\$145,000</b>	<b>\$237,500</b>	<b>\$279,000</b>

# August 2021



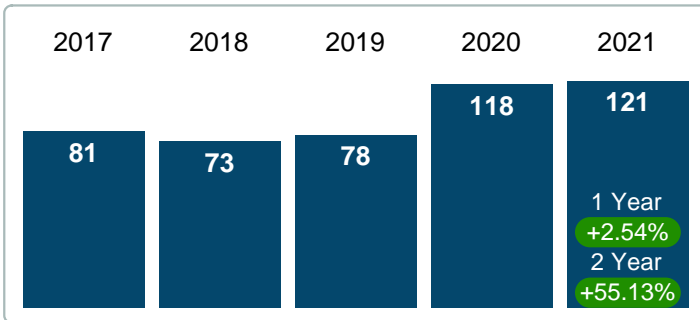
Area Delimited by County Of Washington



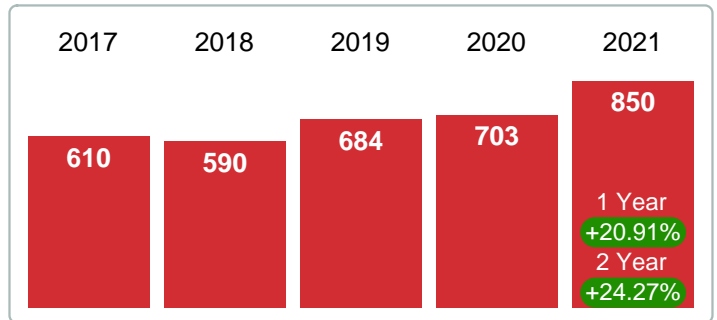
## PENDING LISTINGS

Report produced on Sep 13, 2021 for MLS Technology Inc.

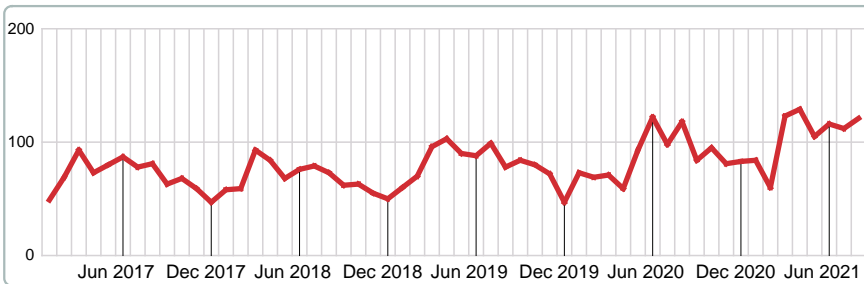
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 94

High Apr 2021 129 Low Dec 2019 47

Pending Listings this month at 121  
above the 5 yr AUG average of 94



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	8.26%	49.5	8	1	1	0
\$50,001 - \$90,000	17	14.05%	52.0	9	8	0	0
\$90,001 - \$120,000	14	11.57%	9.5	4	9	1	0
\$120,001 - \$180,000	32	26.45%	10.0	1	26	5	0
\$180,001 - \$230,000	20	16.53%	6.0	2	10	8	0
\$230,001 - \$290,000	16	13.22%	7.5	2	4	9	1
\$290,001 and up	12	9.92%	9.0	3	2	4	3
<b>Total Pending Units</b>	<b>121</b>			<b>29</b>	<b>60</b>	<b>28</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>21,974,725</b>	<b>100%</b>	<b>10.0</b>	<b>3.90M</b>	<b>9.27M</b>	<b>6.28M</b>	<b>2.51M</b>
<b>Median Listing Price</b>	<b>\$150,000</b>			<b>\$85,000</b>	<b>\$147,000</b>	<b>\$227,000</b>	<b>\$667,450</b>

# August 2021



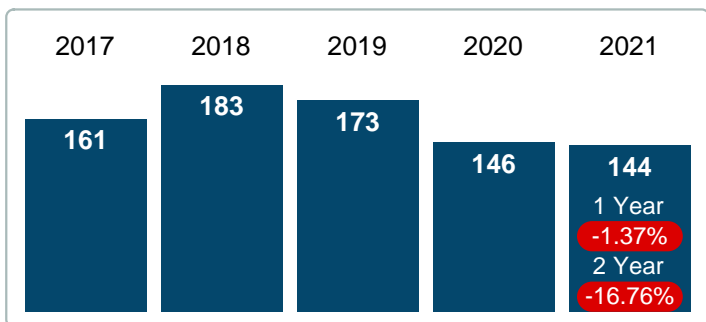
Area Delimited by County Of Washington



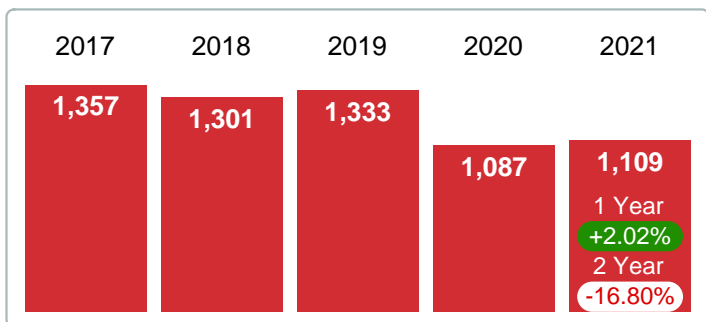
## NEW LISTINGS

Report produced on Sep 13, 2021 for MLS Technology Inc.

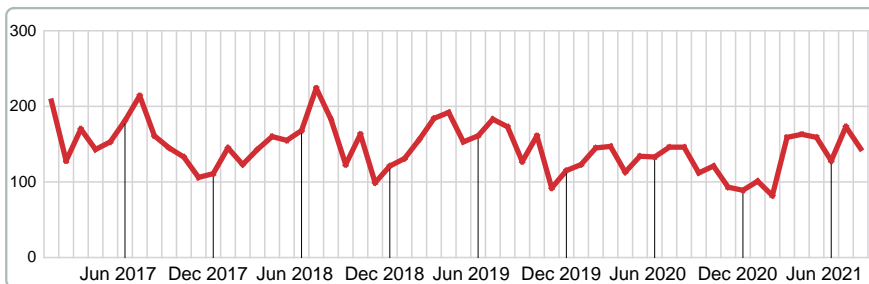
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 161

High Jul 2018 224 Low Feb 2021 82

New Listings this month at 144  
 below the 5 yr AUG average of 161



### 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	13	9.03%	12	1	0	0
\$30,001 - \$70,000	17	11.81%	13	4	0	0
\$70,001 - \$110,000	22	15.28%	10	12	0	0
\$110,001 - \$170,000	35	24.31%	4	26	5	0
\$170,001 - \$240,000	23	15.97%	3	12	8	0
\$240,001 - \$320,000	19	13.19%	3	4	9	3
\$320,001 and up	15	10.42%	4	3	6	2
<b>Total New Listed Units</b>	<b>144</b>		<b>49</b>	<b>62</b>	<b>28</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>26,695,573</b>	<b>100%</b>	<b>6.76M</b>	<b>9.67M</b>	<b>7.28M</b>	<b>2.98M</b>
<b>Median New Listed Listing Price</b>	<b>\$139,500</b>		<b>\$69,900</b>	<b>\$139,000</b>	<b>\$246,750</b>	<b>\$299,900</b>

# August 2021



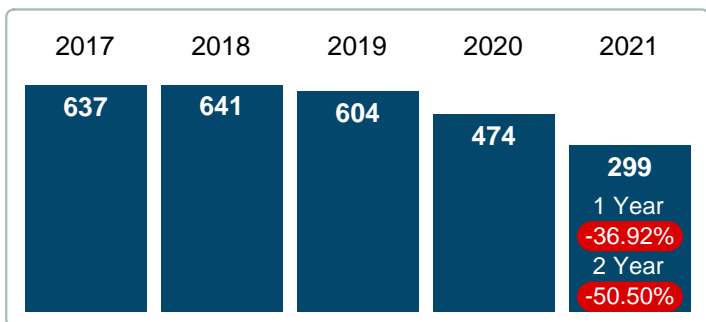
Area Delimited by County Of Washington



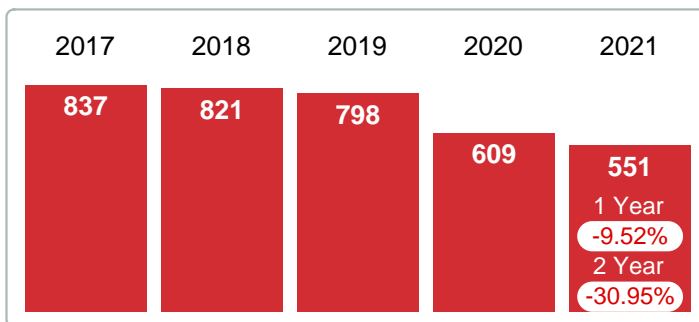
## ACTIVE INVENTORY

Report produced on Sep 13, 2021 for MLS Technology Inc.

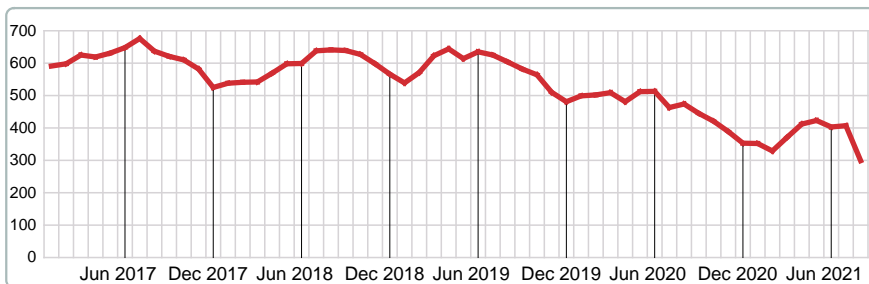
### END OF AUGUST



### ACTIVE DURING AUGUST

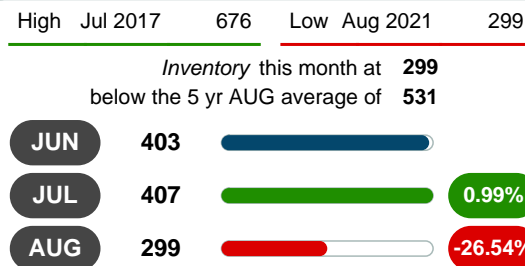


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 531



### 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	27	9.03%	263.0	26	1	0	0	
\$20,001 \$40,000	26	8.70%	83.0	21	4	1	0	
\$40,001 \$70,000	59	19.73%	53.0	51	6	2	0	
\$70,001 \$130,000	68	22.74%	82.0	43	21	4	0	
\$130,001 \$220,000	48	16.05%	43.5	20	18	10	0	
\$220,001 \$450,000	44	14.72%	46.5	19	8	11	6	
\$450,001 and up	27	9.03%	91.0	17	2	6	2	
Total Active Inventory by Units		299		197	60	34	8	
Total Active Inventory by Volume		57,227,191	100%	62.0	32.12M	9.70M	11.17M	4.25M
Median Active Inventory Listing Price		\$96,000			\$72,500	\$129,450	\$240,000	\$350,000

# August 2021



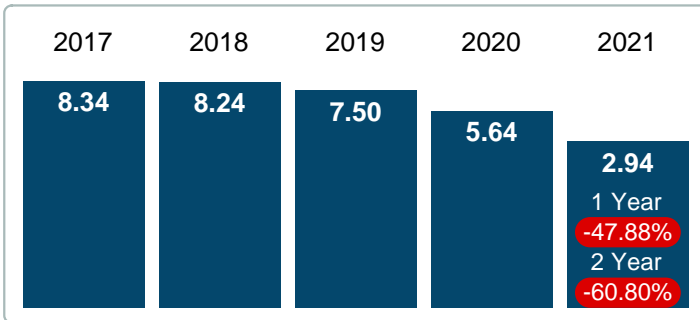
Area Delimited by County Of Washington



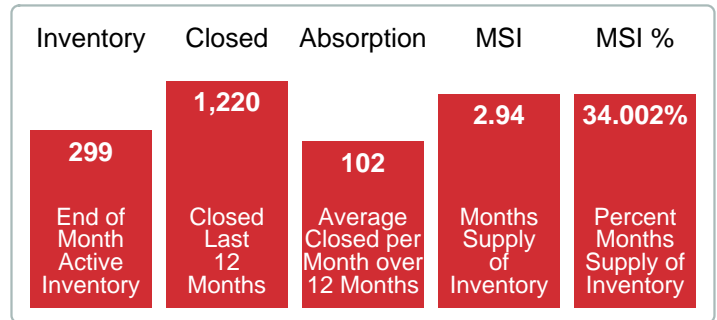
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Sep 13, 2021 for MLS Technology Inc.

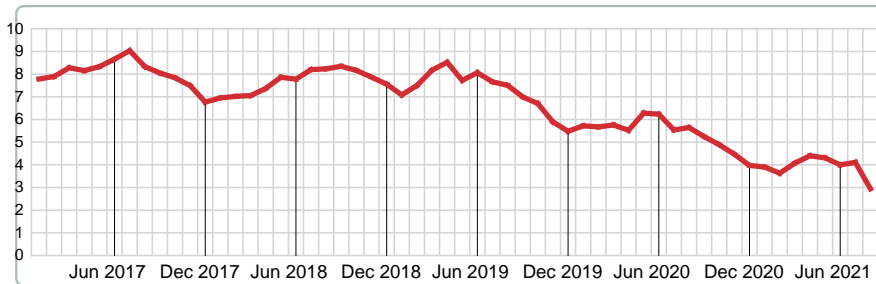
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2021

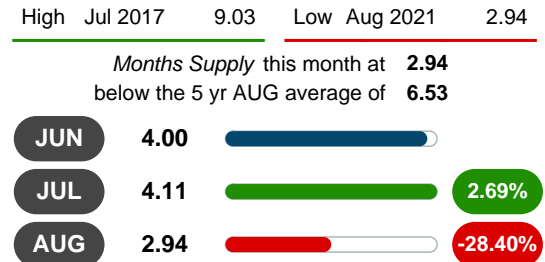


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 6.53



### 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	27	9.03%	3.68	6.37	0.34	0.00	0.00
\$20,001 - \$40,000	26	8.70%	5.67	6.81	2.82	12.00	0.00
\$40,001 - \$70,000	59	19.73%	4.75	7.75	1.18	2.67	0.00
\$70,001 - \$130,000	68	22.74%	2.86	7.70	1.29	2.18	0.00
\$130,001 - \$220,000	48	16.05%	1.62	8.00	0.97	1.36	0.00
\$220,001 - \$450,000	44	14.72%	2.07	8.77	1.43	0.98	2.67
\$450,001 and up	27	9.03%	10.13	29.14	6.00	4.80	4.00
Market Supply of Inventory (MSI)			2.94	8.01	1.20	1.49	1.96
Total Active Inventory by Units		100%	294	197	60	34	8

# August 2021



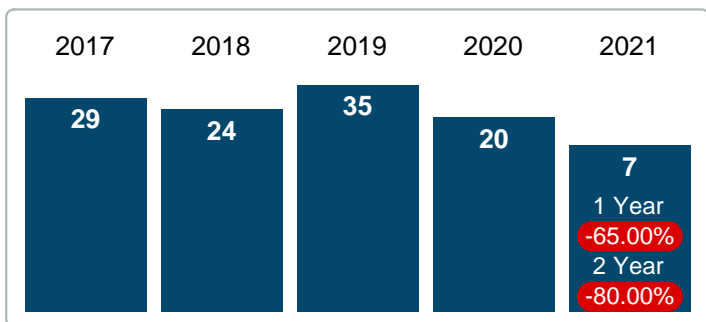
Area Delimited by County Of Washington



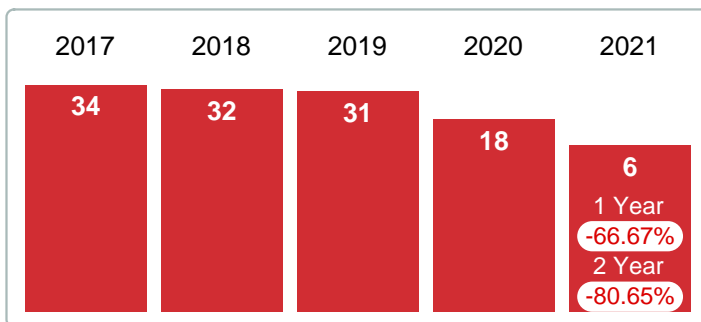
## MEDIAN DAYS ON MARKET TO SALE

Report produced on Sep 13, 2021 for MLS Technology Inc.

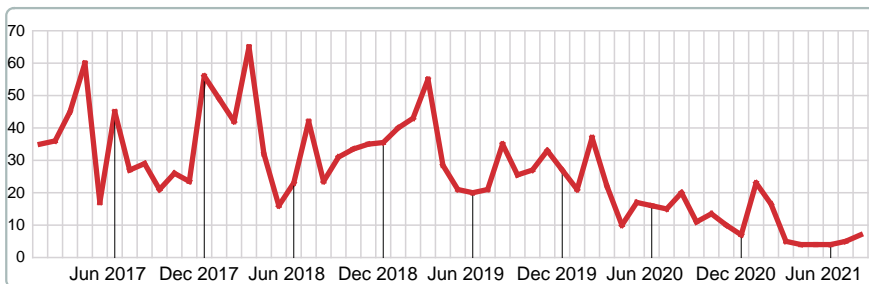
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

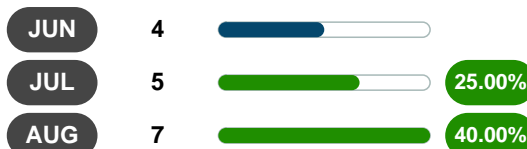


### 3 MONTHS

5 year AUG AVG = 23

High Mar 2018 65 Low Jun 2021 4

Median Days on Market to Sale this month at 7 below the 5 yr AUG average of 23



### 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
\$50,000 and less	9.30%	14	13	15	7	0
\$50,001 - \$75,000	7.75%	21	24	15	0	0
\$75,001 - \$125,000	16.28%	14	38	3	24	0
\$125,001 - \$175,000	25.58%	3	6	3	2	7
\$175,001 - \$225,000	17.05%	7	0	7	16	11
\$225,001 - \$325,000	13.95%	5	32	3	5	8
\$325,001 and up	10.08%	8	61	0	12	5
Median Closed DOM		7	19	4	8	7
Total Closed Units	100%	129	28	60	32	9
Total Closed Volume		23,104,435	3.49M	8.22M	8.68M	2.71M



# August 2021



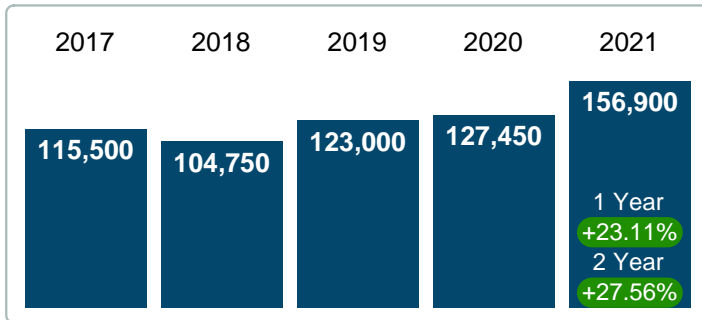
Area Delimited by County Of Washington



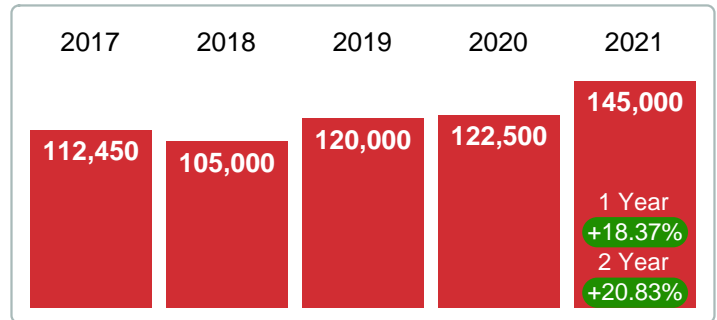
## MEDIAN LIST PRICE AT CLOSING

Report produced on Sep 13, 2021 for MLS Technology Inc.

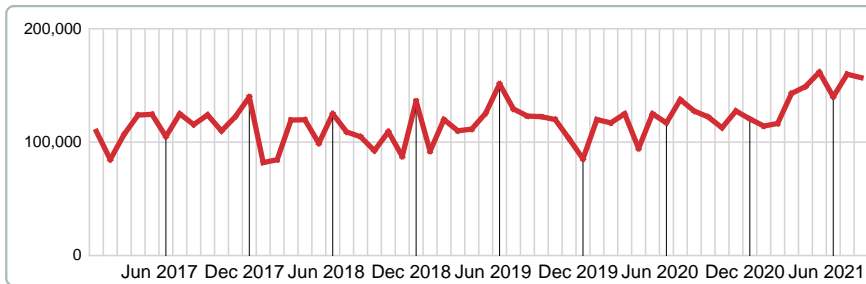
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

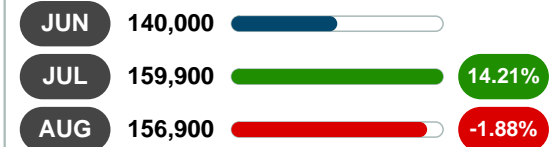


### 3 MONTHS

5 year AUG AVG = 125,520

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

Median List Price at Closing this month at **156,900**  
above the 5 yr AUG average of **125,520**



### 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
\$50,000 and less	8.53%	25,000	18,100	13,150	39,000	0
\$50,001 - \$75,000	9.30%	69,750	69,500	70,324	0	0
\$75,001 - \$125,000	13.95%	101,450	95,000	101,450	105,000	0
\$125,001 - \$175,000	24.03%	145,000	131,000	149,900	149,900	172,450
\$175,001 - \$225,000	18.60%	192,950	199,500	189,900	189,900	190,900
\$225,001 - \$325,000	15.50%	250,000	252,250	250,000	250,000	284,900
\$325,001 and up	10.08%	391,825	558,413	0	389,500	415,000
<b>Median List Price</b>		<b>156,900</b>	<b>106,250</b>	<b>142,000</b>	<b>242,804</b>	<b>284,900</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>156,900</b>	<b>28</b>	<b>60</b>	<b>32</b>	<b>9</b>
<b>Total Closed Volume</b>		<b>23,694,397</b>	<b>3.95M</b>	<b>8.24M</b>	<b>8.73M</b>	<b>2.77M</b>



# August 2021



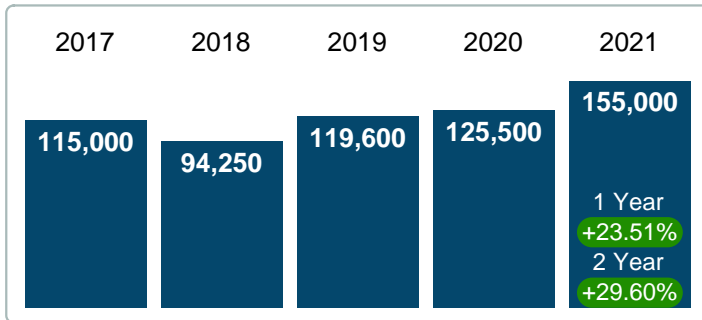
Area Delimited by County Of Washington



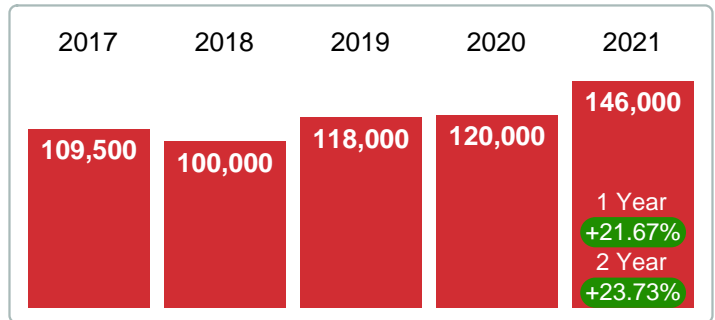
## MEDIAN SOLD PRICE AT CLOSING

Report produced on Sep 13, 2021 for MLS Technology Inc.

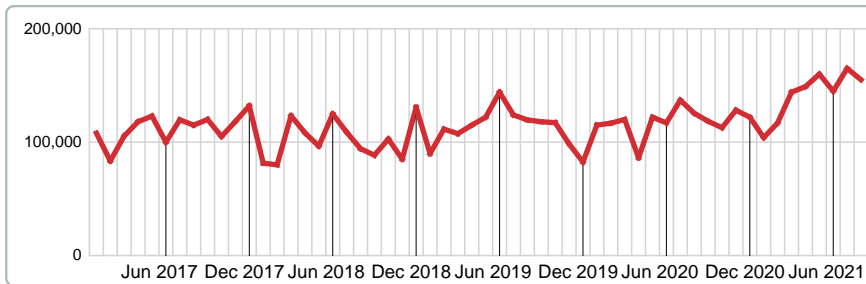
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

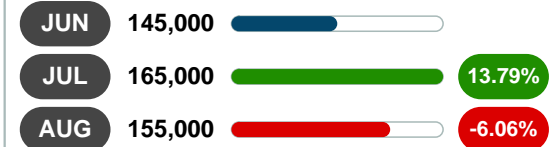


### 3 MONTHS

5 year AUG AVG = 121,870

High Jul 2021 165,000 Low Feb 2018 80,000

Median Sold Price at Closing this month at **155,000** above the 5 yr AUG average of **121,870**



### 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
\$50,000 and less	9.30%	28,500	33,000	12,650	45,000	0
\$50,001 - \$75,000	7.75%	60,000	60,000	67,000	0	0
\$75,001 - \$125,000	16.28%	100,000	90,000	100,000	105,000	0
\$125,001 - \$175,000	25.58%	151,000	135,000	149,900	160,000	170,000
\$175,001 - \$225,000	17.05%	193,000	0	192,000	200,000	192,000
\$225,001 - \$325,000	13.95%	252,500	248,750	257,500	255,000	279,000
\$325,001 and up	10.08%	391,000	454,895	0	390,000	412,000
Median Sold Price		155,000	95,000	145,000	237,500	279,000
Total Closed Units	100%	129	28	60	32	9
Total Closed Volume		23,104,435	3.49M	8.22M	8.68M	2.71M

# August 2021



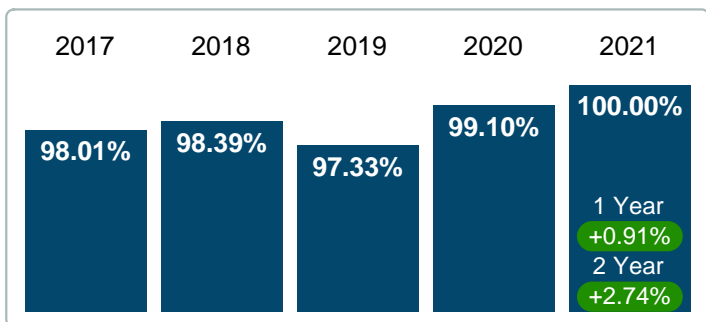
Area Delimited by County Of Washington



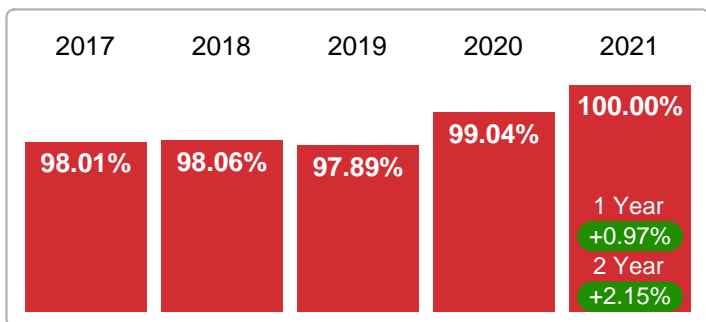
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 13, 2021 for MLS Technology Inc.

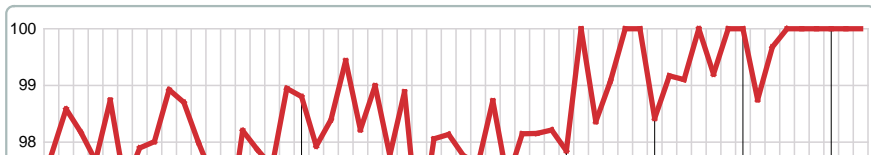
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 98.57%

High Aug 2021 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr AUG average of **98.57%**

JUN 100.00%  
JUL 100.00%  
AUG 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
\$50,000 and less	12	9.30%	100.00%	100.00%	100.00%	115.38%	0.00%
\$50,001 - \$75,000	10	7.75%	91.52%	85.71%	93.71%	0.00%	0.00%
\$75,001 - \$125,000	21	16.28%	97.87%	97.80%	100.00%	87.83%	0.00%
\$125,001 - \$175,000	33	25.58%	100.06%	100.00%	101.62%	101.40%	98.60%
\$175,001 - \$225,000	22	17.05%	100.00%	0.00%	100.00%	100.00%	100.58%
\$225,001 - \$325,000	18	13.95%	100.03%	98.63%	100.42%	100.40%	100.04%
\$325,001 and up	13	10.08%	98.75%	83.84%	0.00%	99.53%	95.43%
Median Sold/List Ratio		100.00%		97.29%	100.00%	100.00%	99.28%
Total Closed Units		129	100%	28	60	32	9
Total Closed Volume		23,104,435		3.49M	8.22M	8.68M	2.71M

# August 2021

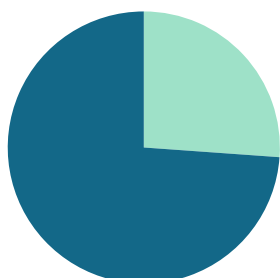
Area Delimited by County Of Washington



## MARKET SUMMARY

Report produced on Sep 13, 2021 for MLS Technology Inc.

### INVENTORY

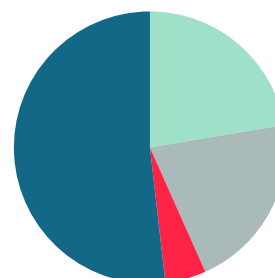


**Inventory**  
 New Listings  
**144 = 26.13%**  
 Start Inventory  
**407**  
 Total Inventory Units  
**551**  
 Volume  
**\$105,074,488**

### Market Activity

Closed Sales  
**129 = 22.36%**  
 Pending Sales  
**121 = 20.97%**  
 Other Off Market  
**28 = 4.85%**  
 Active Inventory  
**299 = 51.82%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	98	129	31.63%	663	817	23.23%
Pending Sales	118	121	2.54%	703	850	20.91%
New Listings	146	144	-1.37%	1,087	1,109	2.02%
Median List Price	127,450	156,900	23.11%	122,500	145,000	18.37%
Median Sale Price	125,500	155,000	23.51%	120,000	146,000	21.67%
Median Percent of Selling Price to List Price	99.10%	100.00%	0.91%	99.04%	100.00%	0.97%
Median Days on Market to Sale	20.00	7.00	-65.00%	18.00	6.00	-66.67%
Monthly Inventory	474	299	-36.92%	474	299	-36.92%
Months Supply of Inventory	5.64	2.94	-47.88%	5.64	2.94	-47.88%

**Absorption:** Last 12 months, an Average of **102** Sales/Month

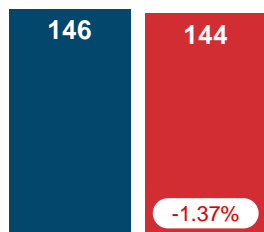
**Inventory** on August 31, 2021 = **299**

**2020** **2021**

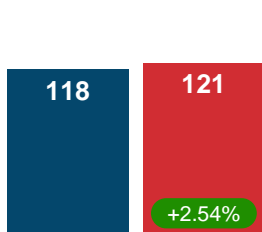
### AUGUST MARKET

### MEDIAN PRICES

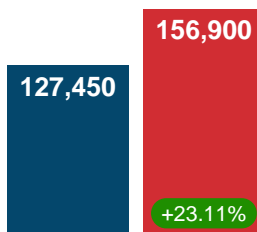
#### New Listings



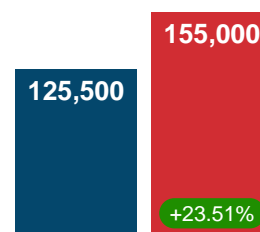
#### Pending Listings



#### List Price



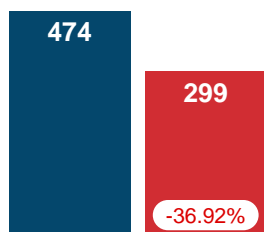
#### Sale Price



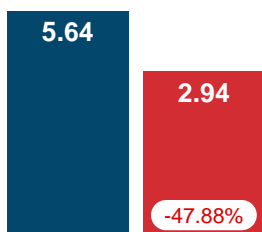
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

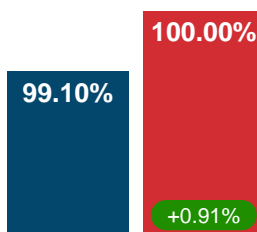
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

