

# June 2021



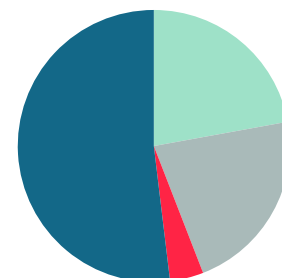
Area Delimited by County Of Washington



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 12, 2021 for MLS Technology Inc.

Compared Metrics	2020	June 2021	+/-%
Closed Listings	93	122	31.18%
Pending Listings	122	121	-0.82%
New Listings	133	128	-3.76%
Average List Price	146,544	169,953	15.97%
Average Sale Price	143,340	170,449	18.91%
Average Percent of Selling Price to List Price	97.07%	99.13%	2.12%
Average Days on Market to Sale	31.31	18.58	-40.65%
End of Month Inventory	513	286	-44.25%
Months Supply of Inventory	6.23	2.84	-54.40%



■ Closed (22.14%)  
■ Pending (21.96%)  
■ Other OffMarket (3.99%)  
■ Active (51.91%)

**Absorption:** Last 12 months, an Average of **101** Sales/Month  
**Active Inventory** as of June 30, 2021 = **286**

### Analysis Wrap-Up

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

The total housing inventory at the end of June 2021 decreased **44.25%** to 286 existing homes available for sale. Over the last 12 months this area has had an average of 101 closed sales per month. This represents an unsold inventory index of **2.84** 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 **18.91%** in June 2021 to \$170,449 versus the previous year at \$143,340.

#### Average Days on Market Shortens

The average number of **18.58** days that homes spent on the market before selling decreased by 12.73 days or **40.65%** in June 2021 compared to last year's same month at **31.31** DOM.

#### Sales Success for June 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 128 New Listings in June 2021, down **3.76%** from last year at 133. Furthermore, there were 122 Closed Listings this month versus last year at 93, a **31.18%** increase.

Closed versus Listed trends yielded a **95.3%** ratio, up from previous year's, June 2020, at **69.9%**, a **36.31%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

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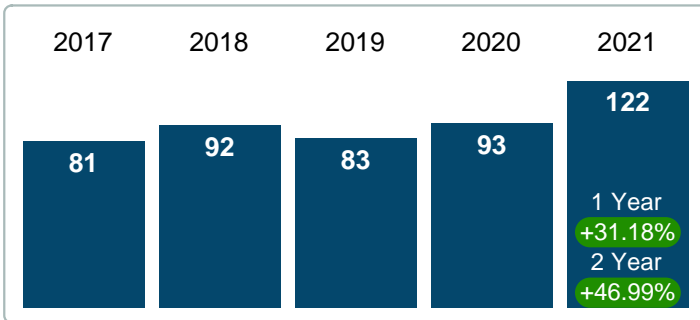
Area Delimited by County Of Washington



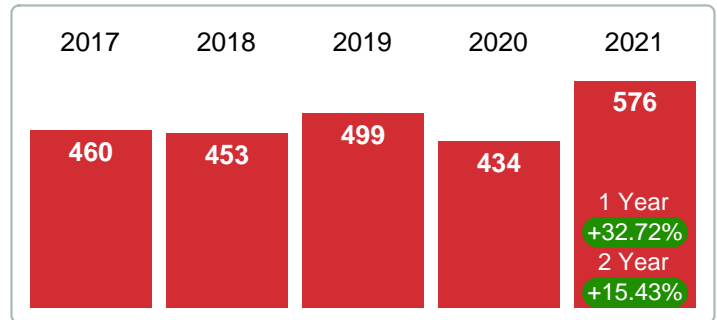
## CLOSED LISTINGS

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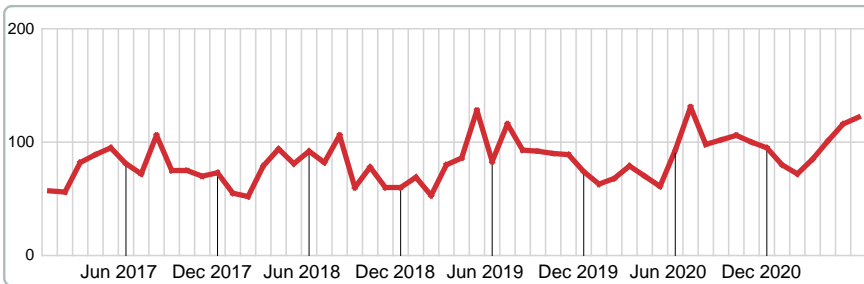
### JUNE



### YEAR TO DATE (YTD)

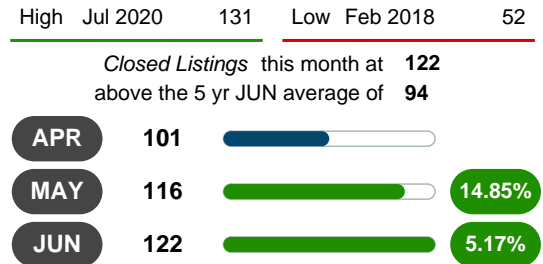


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 94



### 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	6	4.92%	52.3	3	2	1	0
\$25,001 - \$50,000	9	7.38%	67.8	6	3	0	0
\$50,001 - \$100,000	27	22.13%	20.1	12	14	0	1
\$100,001 - \$175,000	34	27.87%	12.1	8	26	0	0
\$175,001 - \$225,000	16	13.11%	8.6	0	11	4	1
\$225,001 - \$325,000	16	13.11%	6.5	0	4	12	0
\$325,001 and up	14	11.48%	10.4	0	1	6	7
<b>Total Closed Units</b>	<b>122</b>			<b>29</b>	<b>61</b>	<b>23</b>	<b>9</b>
<b>Total Closed Volume</b>	<b>20,794,772</b>	<b>100%</b>	<b>18.6</b>	<b>2.24M</b>	<b>8.80M</b>	<b>6.45M</b>	<b>3.31M</b>
<b>Average Closed Price</b>	<b>\$170,449</b>			<b>\$77,280</b>	<b>\$144,181</b>	<b>\$280,539</b>	<b>\$367,353</b>

# June 2021



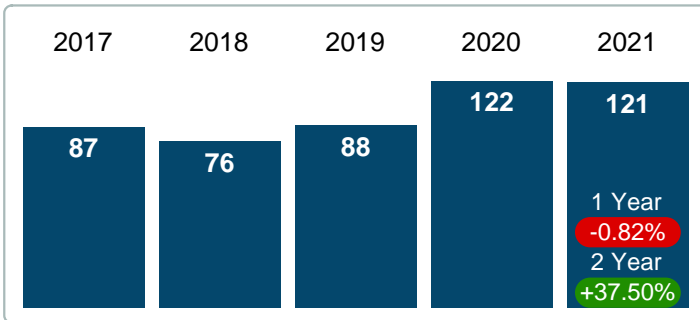
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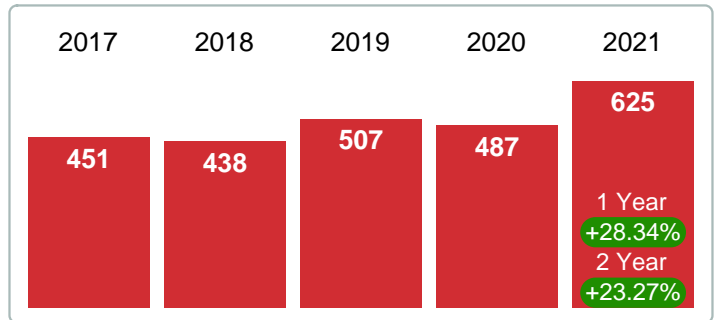
## PENDING LISTINGS

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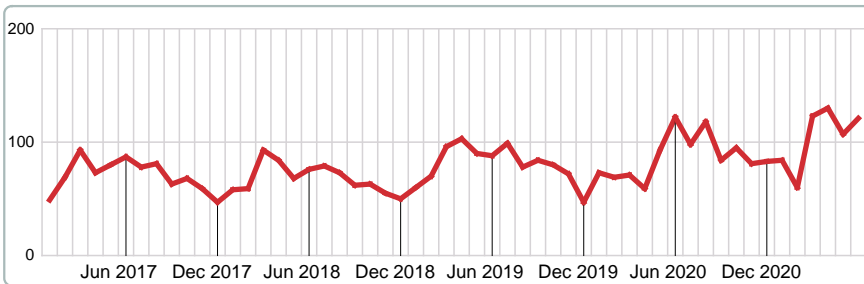
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 99

High Apr 2021 130 Low Dec 2019 47

Pending Listings this month at 121  
above the 5 yr JUN average of 99



### 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	13	10.74%	17.4	6	6	1	0
\$50,001 - \$75,000	15	12.40%	48.0	6	8	1	0
\$75,001 - \$100,000	10	8.26%	14.7	0	10	0	0
\$100,001 - \$175,000	34	28.10%	16.8	4	28	1	1
\$175,001 - \$225,000	17	14.05%	10.8	1	10	5	1
\$225,001 - \$325,000	19	15.70%	25.6	2	5	10	2
\$325,001 and up	13	10.74%	34.4	1	1	8	3
<b>Total Pending Units</b>	<b>121</b>			<b>20</b>	<b>68</b>	<b>26</b>	<b>7</b>
<b>Total Pending Volume</b>	<b>21,249,390</b>	<b>100%</b>	<b>35.1</b>	<b>2.28M</b>	<b>9.12M</b>	<b>7.59M</b>	<b>2.26M</b>
<b>Average Listing Price</b>	<b>\$158,093</b>			<b>\$114,095</b>	<b>\$134,051</b>	<b>\$292,058</b>	<b>\$322,643</b>

# June 2021



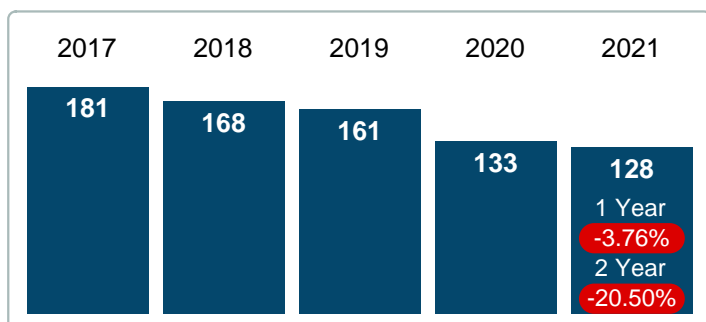
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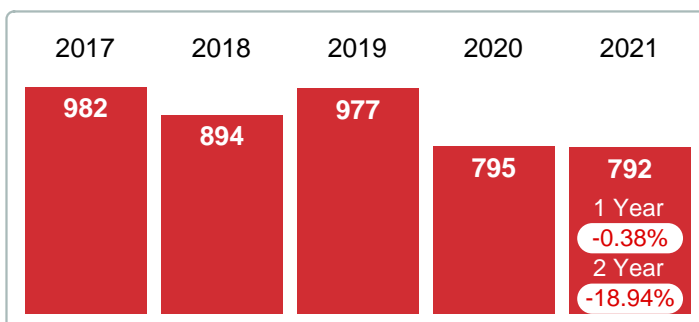
## NEW LISTINGS

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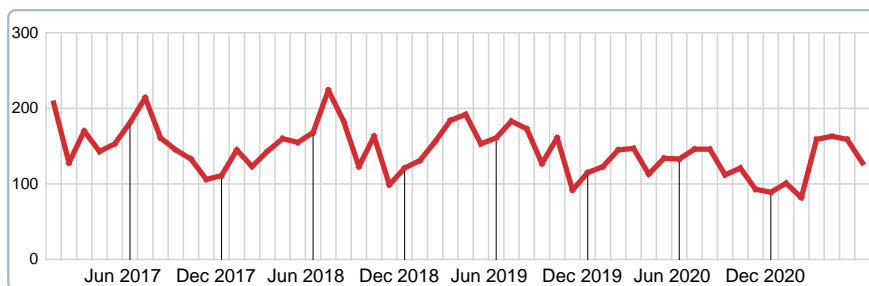
### JUNE



### YEAR TO DATE (YTD)

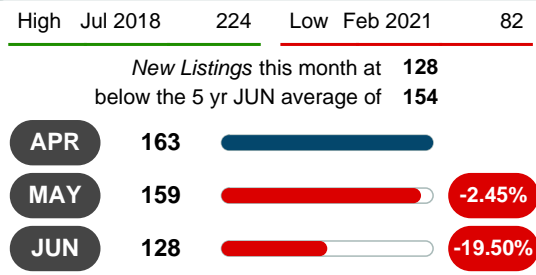


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 154



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%
\$40,000 and less	12	9.38%
\$40,001 - \$80,000	16	12.50%
\$80,001 - \$130,000	19	14.84%
\$130,001 - \$190,000	33	25.78%
\$190,001 - \$260,000	19	14.84%
\$260,001 - \$410,000	16	12.50%
\$410,001 and up	13	10.16%
<b>Total New Listed Units</b>	<b>128</b>	
<b>Total New Listed Volume</b>	<b>28,395,748</b>	<b>100%</b>
<b>Average New Listed Listing Price</b>	<b>\$126,122</b>	

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	6	1	0
\$40,001 - \$80,000	4	12	0	0
\$80,001 - \$130,000	2	17	0	0
\$130,001 - \$190,000	5	23	4	1
\$190,001 - \$260,000	1	7	9	2
\$260,001 - \$410,000	4	2	8	2
\$410,001 and up	4	3	3	3
<b>Total</b>	<b>25</b>	<b>70</b>	<b>25</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>5.64M</b>	<b>11.39M</b>	<b>8.22M</b>	<b>3.14M</b>
<b>Average New Listed Listing Price</b>	<b>\$225,586</b>	<b>\$162,767</b>	<b>\$328,876</b>	<b>\$392,563</b>

# June 2021



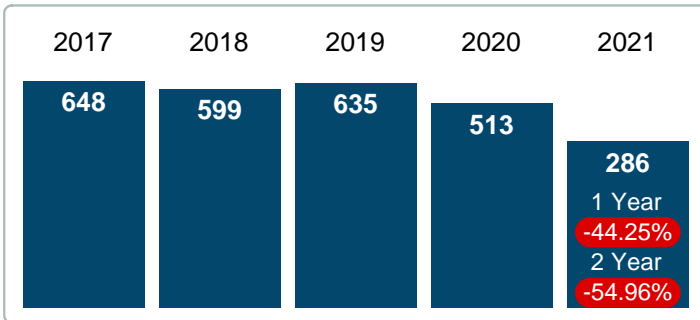
Area Delimited by County Of Washington



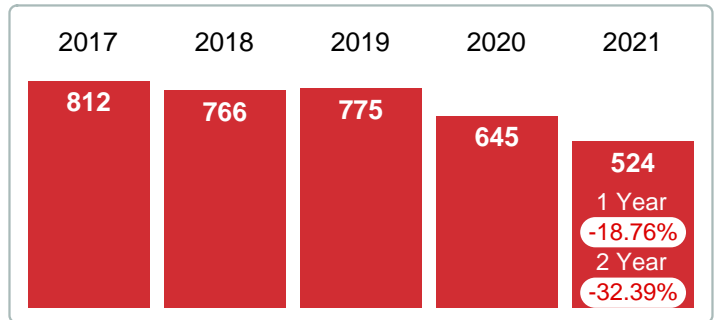
## ACTIVE INVENTORY

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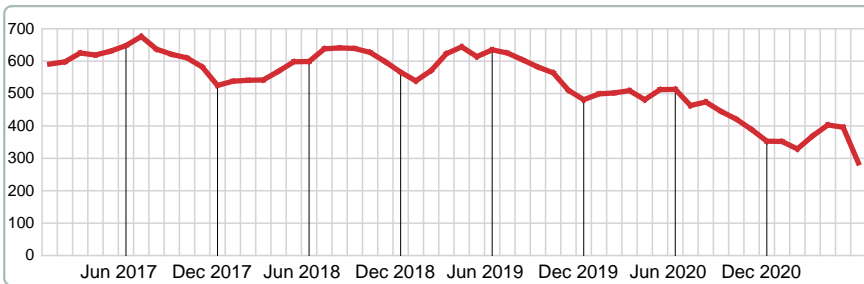
### END OF JUNE



### ACTIVE DURING JUNE

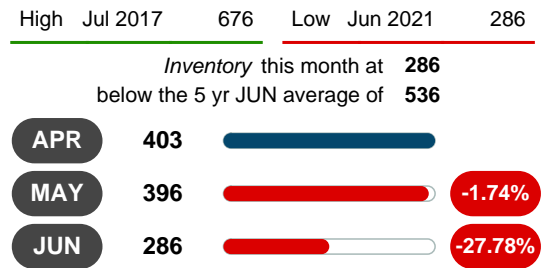


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 536



### 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	22	7.69%	173.0	22	0	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	45	15.73%	156.2	39	6	0	0
\$50,001 - \$150,000	104	36.36%	112.7	81	19	4	0
\$150,001 - \$250,000	46	16.08%	57.0	17	15	12	2
\$250,001 - \$475,000	41	14.34%	75.3	20	5	12	4
\$475,001 and up	28	9.79%	110.5	16	3	6	3
<b>Total Active Inventory by Units</b>	<b>286</b>			<b>195</b>	<b>48</b>	<b>34</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>58,042,533</b>	<b>100%</b>	<b>109.7</b>	<b>33.43M</b>	<b>8.84M</b>	<b>11.98M</b>	<b>3.80M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$202,946</b>			<b>\$171,425</b>	<b>\$184,163</b>	<b>\$352,338</b>	<b>\$421,711</b>

# June 2021



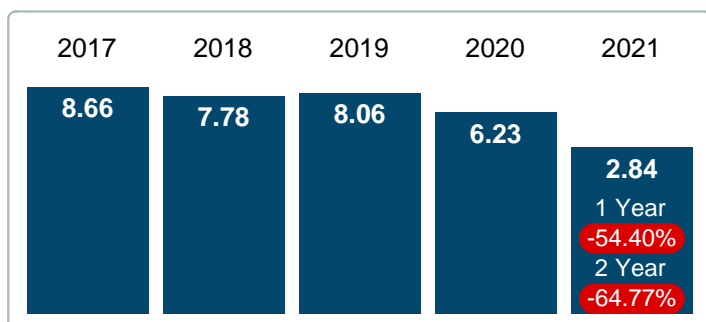
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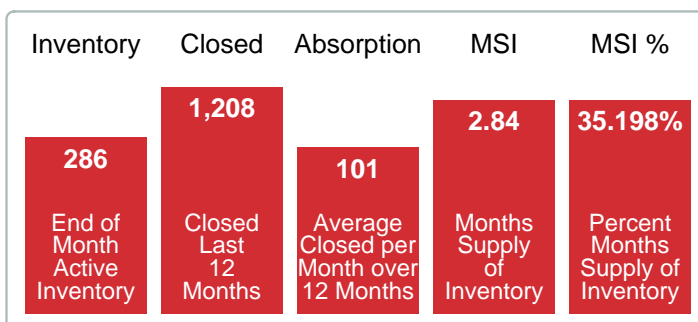
## MONTHS SUPPLY of INVENTORY (MSI)

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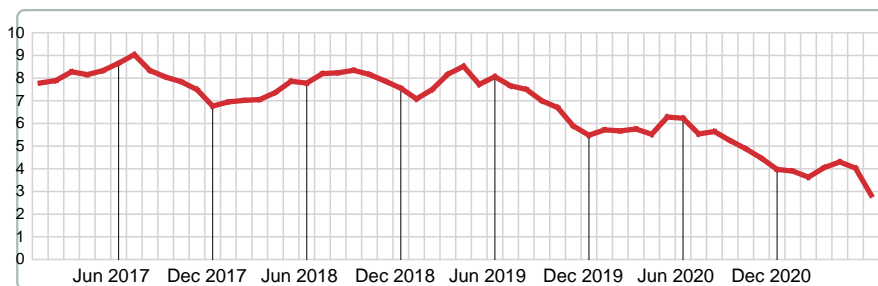
### MSI FOR JUNE



### INDICATORS FOR JUNE 2021

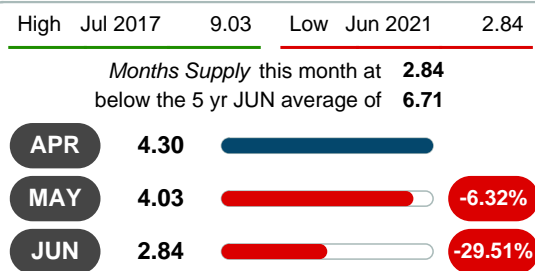


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 6.71



### 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
\$30,000 and less	34	11.89%	3.09	5.19	0.46	0.00	0.00
\$30,001 - \$40,000	12	4.20%	4.00	5.50	1.09	0.00	0.00
\$40,001 - \$70,000	56	19.58%	4.63	7.05	1.68	1.50	0.00
\$70,001 - \$160,000	78	27.27%	2.17	9.50	0.65	1.09	0.00
\$160,001 - \$260,000	39	13.64%	1.62	6.55	1.32	1.09	1.41
\$260,001 - \$470,000	38	13.29%	3.19	15.20	1.50	1.65	3.00
\$470,001 and up	29	10.14%	11.23	29.14	7.20	5.54	6.00
Market Supply of Inventory (MSI)			2.84	7.96	0.98	1.44	2.63
Total Active Inventory by Units		100%	286	195	48	34	9

# June 2021



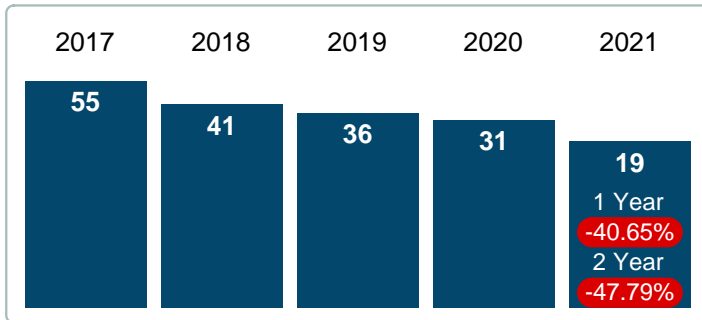
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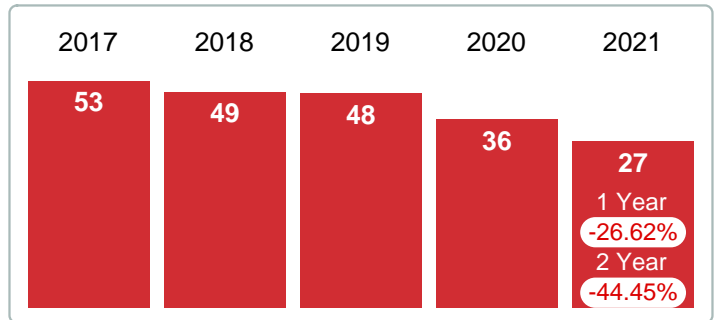
## AVERAGE DAYS ON MARKET TO SALE

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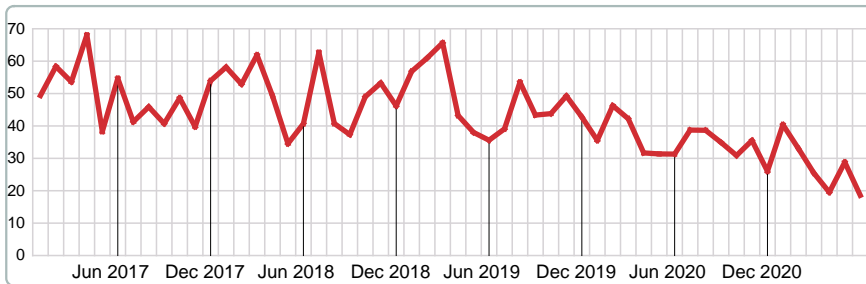
### JUNE



### YEAR TO DATE (YTD)

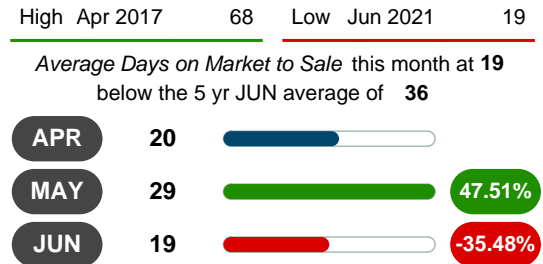


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 36



### 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	4.92%	52	46	9	159	0
\$25,001 - \$50,000	7.38%	68	94	16	0	0
\$50,001 - \$100,000	22.13%	20	16	25	0	7
\$100,001 - \$175,000	27.87%	12	5	14	0	0
\$175,001 - \$225,000	13.11%	9	0	11	3	4
\$225,001 - \$325,000	13.11%	7	0	7	7	0
\$325,001 and up	11.48%	10	0	33	3	14
<b>Average Closed DOM</b>		<b>19</b>	<b>32</b>	<b>16</b>	<b>11</b>	<b>12</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>19</b>	<b>29</b>	<b>61</b>	<b>23</b>	<b>9</b>
<b>Total Closed Volume</b>		<b>20,794,772</b>	<b>2.24M</b>	<b>8.80M</b>	<b>6.45M</b>	<b>3.31M</b>

# June 2021



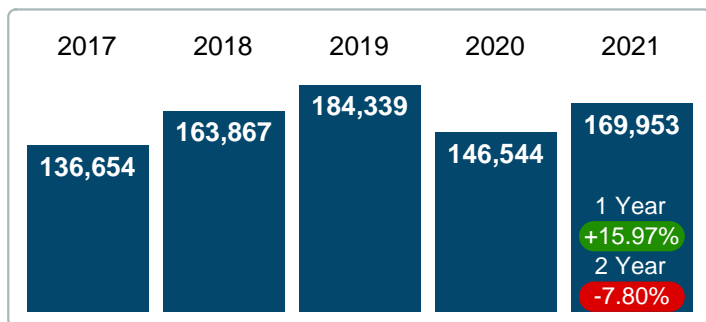
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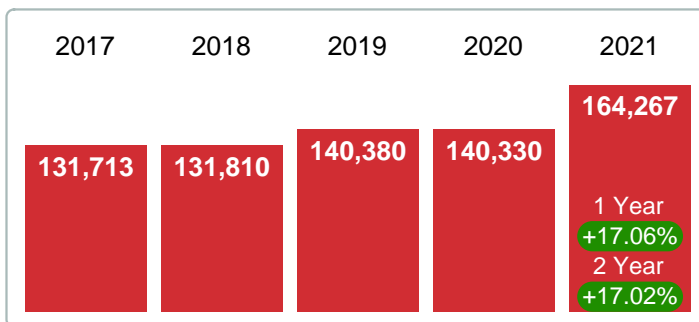
## AVERAGE LIST PRICE AT CLOSING

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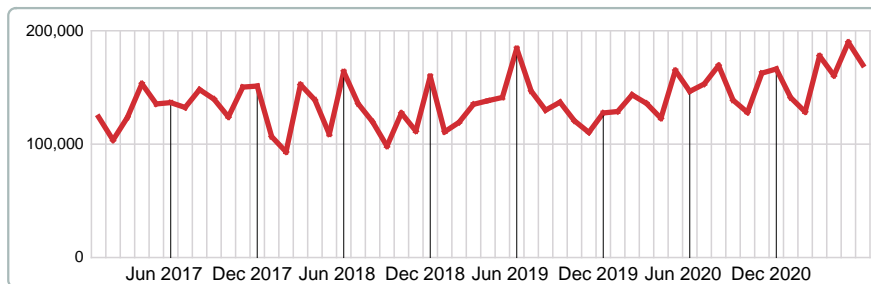
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

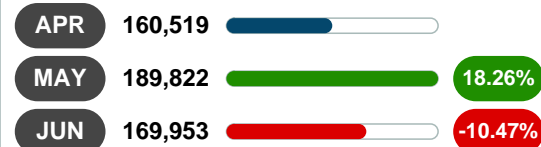


### 3 MONTHS

5 year JUN AVG = 160,271

High May 2021 189,822 Low Feb 2018 93,171

Average List Price at Closing this month at **169,953**  
above the 5 yr JUN average of **160,271**



### 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	4.92%	14,142	11,883	13,150	30,000	0
\$25,001 - \$50,000	5.74%	41,057	49,000	35,433	0	0
\$50,001 - \$100,000	23.77%	74,972	72,708	78,693	0	80,000
\$100,001 - \$175,000	30.33%	139,622	136,188	136,596	0	0
\$175,001 - \$225,000	10.66%	203,069	0	201,809	192,500	175,000
\$225,001 - \$325,000	13.93%	267,224	0	249,125	268,450	0
\$325,001 and up	10.66%	449,158	0	774,900	399,508	427,430
<b>Average List Price</b>		<b>169,953</b>	<b>79,022</b>	<b>143,887</b>	<b>279,063</b>	<b>360,779</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>169,953</b>	<b>29</b>	<b>61</b>	<b>23</b>	<b>9</b>
<b>Total Closed Volume</b>		<b>20,734,207</b>	<b>2.29M</b>	<b>8.78M</b>	<b>6.42M</b>	<b>3.25M</b>



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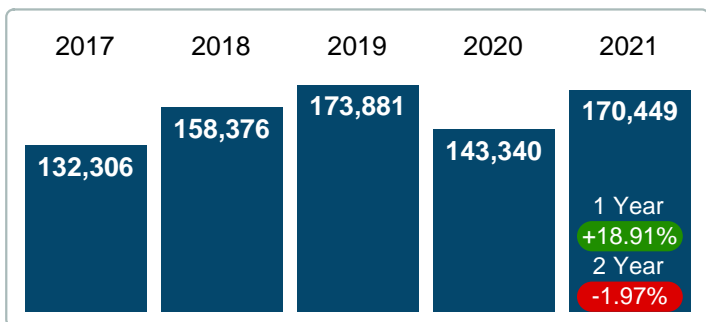
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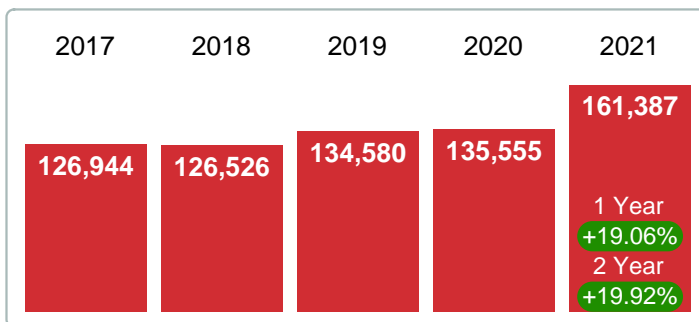
## AVERAGE SOLD PRICE AT CLOSING

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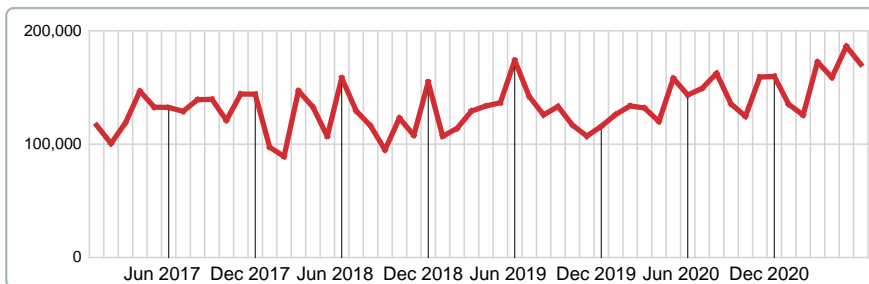
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

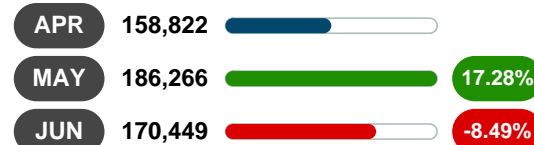


### 3 MONTHS

5 year JUN AVG = 155,670

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

Average Sold Price at Closing this month at **170,449** above the 5 yr JUN average of **155,670**



### 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	4.92%	12,092	10,417	13,150	15,000	0
\$25,001 - \$50,000	7.38%	40,389	43,833	33,500	0	0
\$50,001 - \$100,000	22.13%	75,466	72,323	77,480	0	85,000
\$100,001 - \$175,000	27.87%	137,369	134,875	138,136	0	0
\$175,001 - \$225,000	13.11%	199,563	0	203,136	193,875	183,000
\$225,001 - \$325,000	13.11%	262,844	0	251,875	266,500	0
\$325,001 and up	11.48%	446,578	0	750,000	410,651	434,026
<b>Average Sold Price</b>		<b>170,449</b>	<b>77,280</b>	<b>144,181</b>	<b>280,539</b>	<b>367,353</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>170,449</b>	<b>29</b>	<b>61</b>	<b>23</b>	<b>9</b>
<b>Total Closed Volume</b>		<b>20,794,772</b>	<b>2.24M</b>	<b>8.80M</b>	<b>6.45M</b>	<b>3.31M</b>

# June 2021



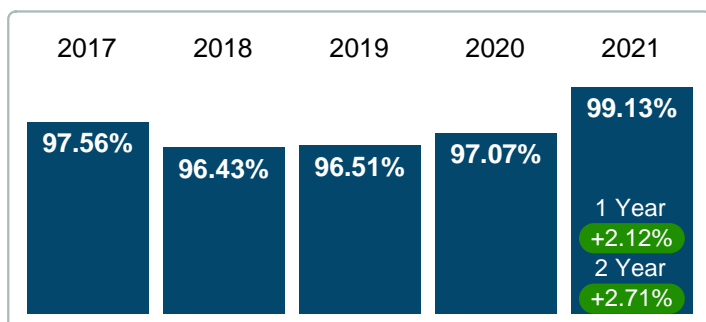
Area Delimited by County Of Washington



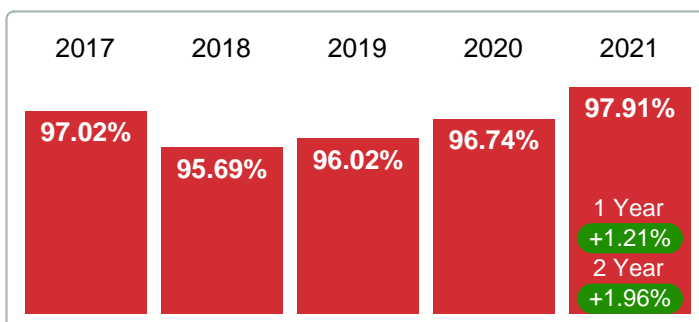
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 12, 2021 for MLS Technology Inc.

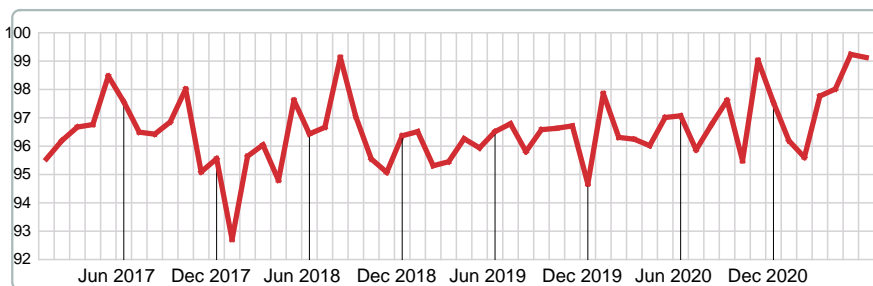
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

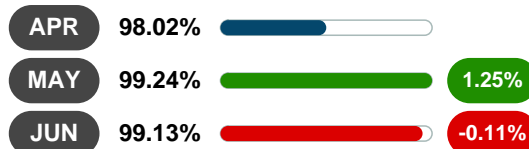


### 3 MONTHS

5 year JUN AVG = 97.34%

High May 2021 99.24% Low Jan 2018 92.71%

Average Sold/List Ratio this month at **99.13%**  
above the 5 yr JUN average of **97.34%**



### 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	6	4.92%	86.74%	90.16%	100.00%	50.00%	0.00%
\$25,001 \$50,000	9	7.38%	92.79%	90.56%	97.26%	0.00%	0.00%
\$50,001 \$100,000	27	22.13%	99.16%	99.59%	98.29%	0.00%	106.25%
\$100,001 \$175,000	34	27.87%	100.64%	98.93%	101.16%	0.00%	0.00%
\$175,001 \$225,000	16	13.11%	100.98%	0.00%	100.79%	100.62%	104.57%
\$225,001 \$325,000	16	13.11%	99.86%	0.00%	101.16%	99.43%	0.00%
\$325,001 and up	14	11.48%	101.80%	0.00%	96.79%	102.81%	101.66%
Average Sold/List Ratio		99.10%		96.56%	100.13%	98.37%	102.50%
Total Closed Units		122	100%	29	61	23	9
Total Closed Volume		20,794,772		2.24M	8.80M	6.45M	3.31M

# June 2021

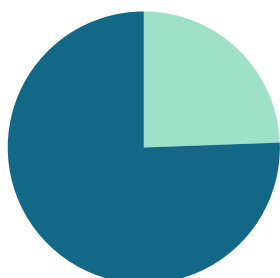
Area Delimited by County Of Washington



## MARKET SUMMARY

Report produced on Jul 12, 2021 for MLS Technology Inc.

### INVENTORY

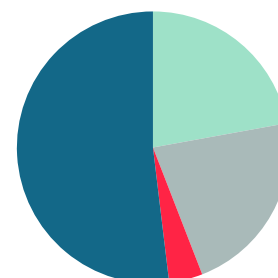


**Inventory**  
 New Listings  
**128 = 24.43%**  
 Start Inventory  
**396**  
 Total Inventory Units  
**524**  
 Volume  
**\$101,402,195**

### Market Activity

Closed Sales  
**122 = 22.14%**  
 Pending Sales  
**121 = 21.96%**  
 Other Off Market  
**22 = 3.99%**  
 Active Inventory  
**286 = 51.91%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	93	122	31.18%	434	576	32.72%
Pending Sales	122	121	-0.82%	487	625	28.34%
New Listings	133	128	-3.76%	795	792	-0.38%
Average List Price	146,544	169,953	15.97%	140,330	164,267	17.06%
Average Sale Price	143,340	170,449	18.91%	135,555	161,387	19.06%
Average Percent of Selling Price to List Price	97.07%	99.13%	2.12%	96.74%	97.91%	1.21%
Average Days on Market to Sale	31.31	18.58	-40.65%	36.32	26.65	-26.62%
Monthly Inventory	513	286	-44.25%	513	286	-44.25%
Months Supply of Inventory	6.23	2.84	-54.40%	6.23	2.84	-54.40%

**Absorption:** Last 12 months, an Average of **101** Sales/Month

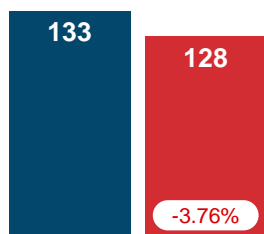
**Inventory** on June 30, 2021 = **286**

**2020** **2021**

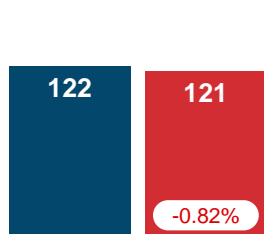
### JUNE MARKET

### AVERAGE PRICES

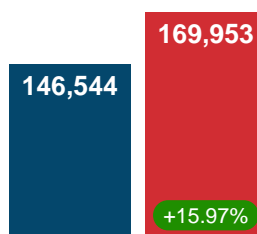
#### New Listings



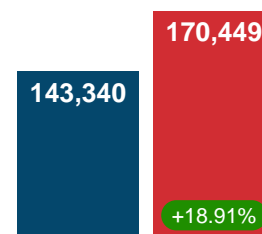
#### Pending Listings



#### List Price



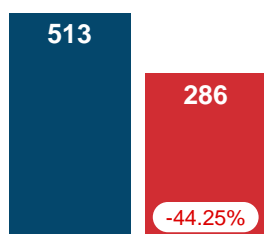
#### Sale Price



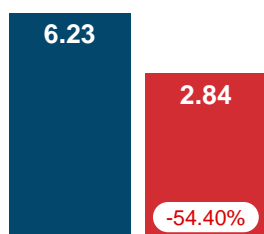
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

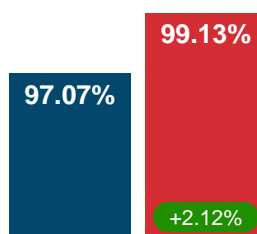
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

