

October 2021



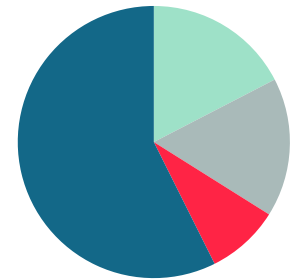
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	106	98	-7.55%
Pending Listings	95	93	-2.11%
New Listings	121	152	25.62%
Median List Price	112,700	149,950	33.05%
Median Sale Price	112,750	151,500	34.37%
Median Percent of Selling Price to List Price	99.20%	100.00%	0.81%
Median Days on Market to Sale	13.50	7.00	-48.15%
End of Month Inventory	421	323	-23.28%
Months Supply of Inventory	4.89	3.23	-33.84%



■ Closed (17.41%)
■ Pending (16.52%)
■ Other OffMarket (8.70%)
■ Active (57.37%)

Absorption: Last 12 months, an Average of **100** Sales/Month
Active Inventory as of October 31, 2021 = **323**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2021 decreased **23.28%** to 323 existing homes available for sale. Over the last 12 months this area has had an average of 100 closed sales per month. This represents an unsold inventory index of **3.23** 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 **34.37%** in October 2021 to \$151,500 versus the previous year at \$112,750.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 6.50 days or **48.15%** in October 2021 compared to last year's same month at **13.50** DOM.

Sales Success for October 2021 is Positive

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

There were 152 New Listings in October 2021, up **25.62%** from last year at 121. Furthermore, there were 98 Closed Listings this month versus last year at 106, a **-7.55%** decrease.

Closed versus Listed trends yielded a **64.5%** ratio, down from previous year's, October 2020, at **87.6%**, a **26.40%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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

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

October 2021



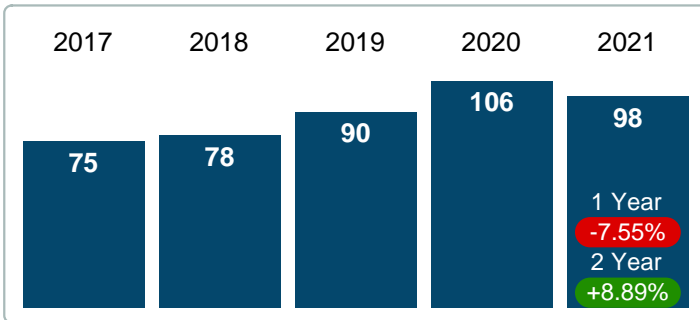
Area Delimited by County Of Washington



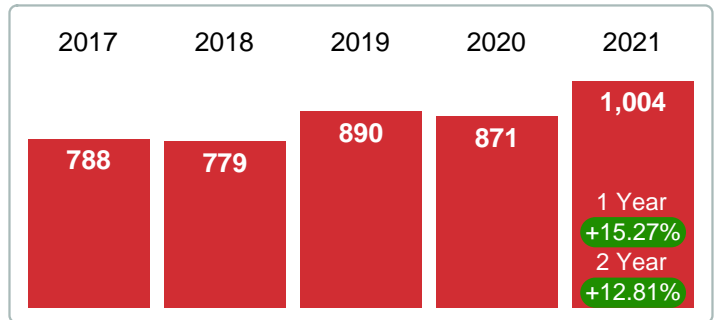
CLOSED LISTINGS

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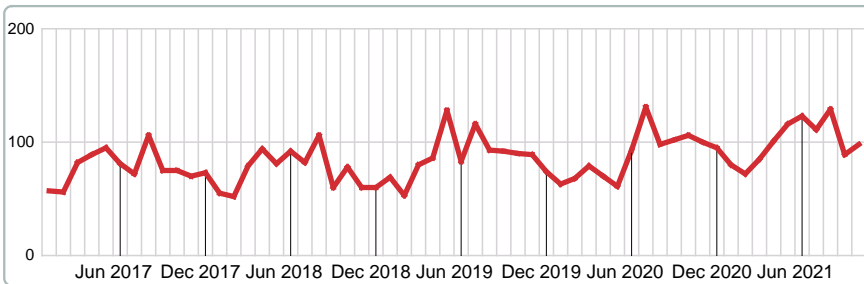
OCTOBER



YEAR TO DATE (YTD)

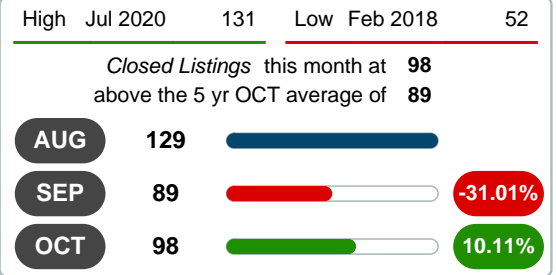


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 89



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	7.14%	25.0	5	2	0	0
\$25,001 - \$75,000	9	9.18%	24.0	6	3	0	0
\$75,001 - \$100,000	15	15.31%	7.0	5	9	1	0
\$100,001 - \$175,000	30	30.61%	7.5	2	24	4	0
\$175,001 - \$225,000	12	12.24%	4.0	0	4	8	0
\$225,001 - \$300,000	15	15.31%	4.0	1	5	9	0
\$300,001 and up	10	10.20%	16.5	1	2	5	2
Total Closed Units	98			20	49	27	2
Total Closed Volume	16,767,137	100%	7.0	2.08M	7.57M	6.38M	743.75K
Median Closed Price	\$151,500			\$64,950	\$140,000	\$226,000	\$371,875

October 2021



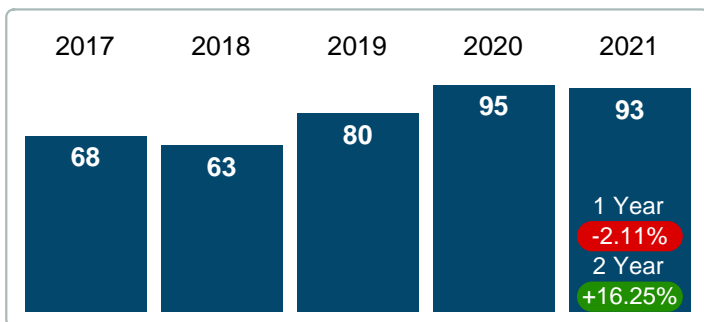
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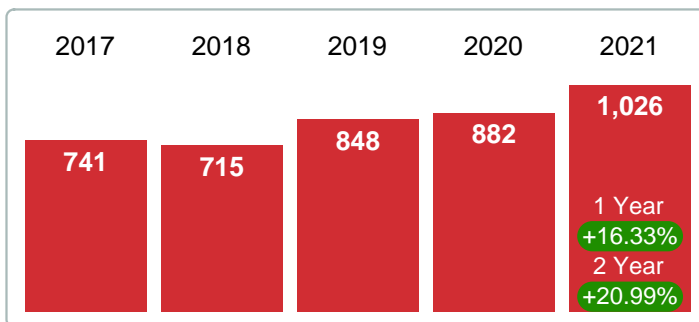
PENDING LISTINGS

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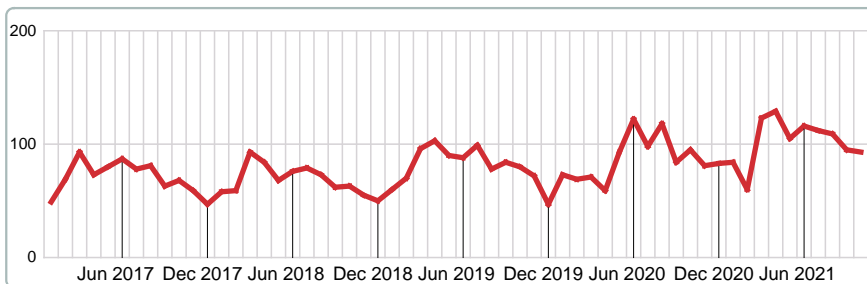
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

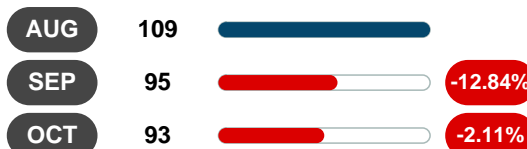


3 MONTHS

5 year OCT AVG = 80

High Apr 2021 129 Low Dec 2019 47

Pending Listings this month at **93**
above the 5 yr OCT average of **80**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	4.30%	23.5	4	0	0	0
\$25,001 - \$75,000	12	12.90%	15.0	9	3	0	0
\$75,001 - \$125,000	16	17.20%	8.5	4	9	3	0
\$125,001 - \$200,000	26	27.96%	7.5	3	19	4	0
\$200,001 - \$250,000	13	13.98%	6.0	0	10	2	1
\$250,001 - \$350,000	12	12.90%	5.0	1	4	7	0
\$350,001 and up	10	10.75%	25.5	2	2	6	0
Total Pending Units	93			23	47	22	1
Total Pending Volume	18,803,330	100%	9.0	3.05M	8.80M	6.71M	240.00K
Median Listing Price	\$159,900			\$69,900	\$165,000	\$261,745	\$240,000

October 2021



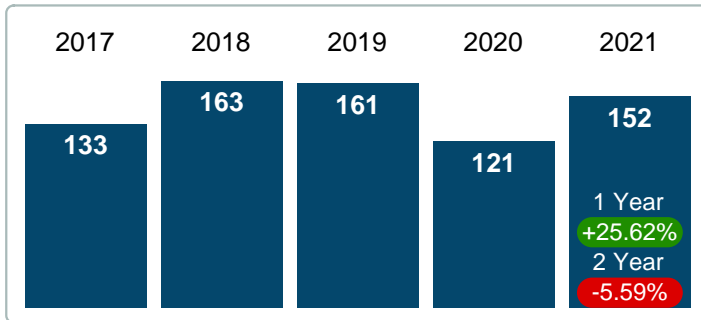
Area Delimited by County Of Washington



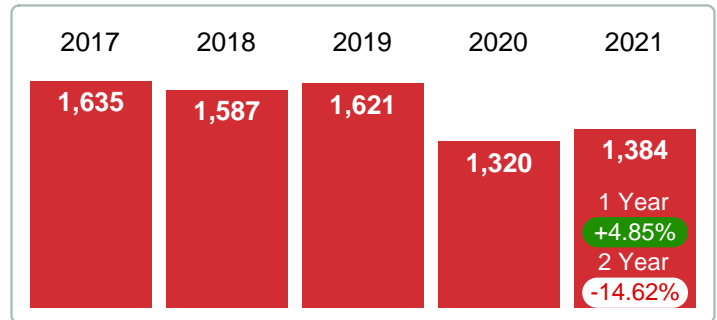
NEW LISTINGS

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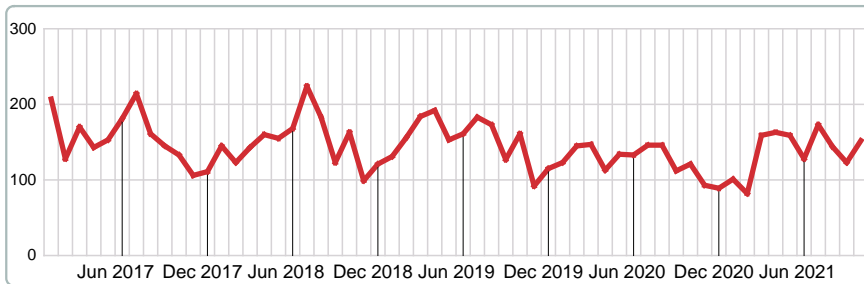
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 146

High Jul 2018 224 Low Feb 2021 82

New Listings this month at 152
above the 5 yr OCT average of 146



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	13	8.55%	10	3	0	0
\$50,001 - \$70,000	8	5.26%	6	2	0	0
\$70,001 - \$120,000	36	23.68%	22	10	4	0
\$120,001 - \$180,000	38	25.00%	12	23	3	0
\$180,001 - \$240,000	24	15.79%	2	16	6	0
\$240,001 - \$340,000	17	11.18%	2	4	11	0
\$340,001 and up	16	10.53%	8	2	5	1
Total New Listed Units	152		62	60	29	1
Total New Listed Volume	27,016,579	100%	9.00M	10.15M	7.50M	365.00K
Median New Listed Listing Price	\$145,455		\$84,200	\$157,200	\$249,990	\$365,000

October 2021



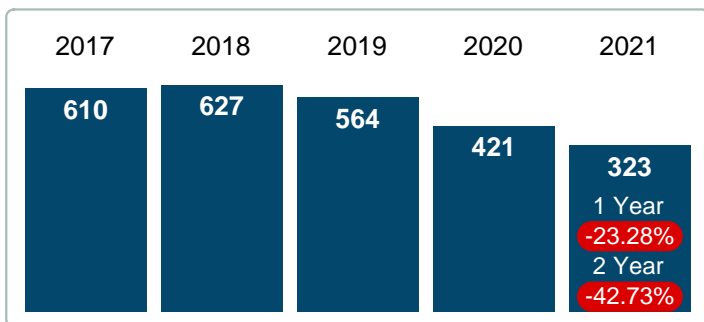
Area Delimited by County Of Washington



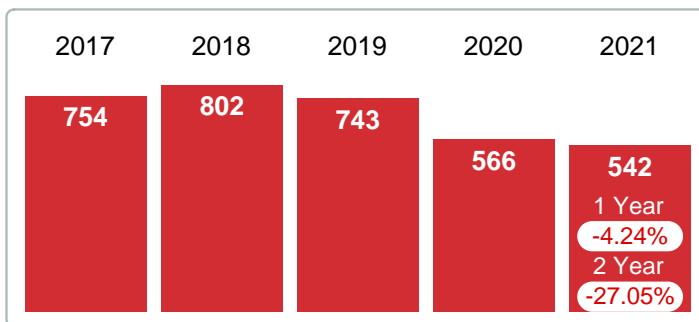
ACTIVE INVENTORY

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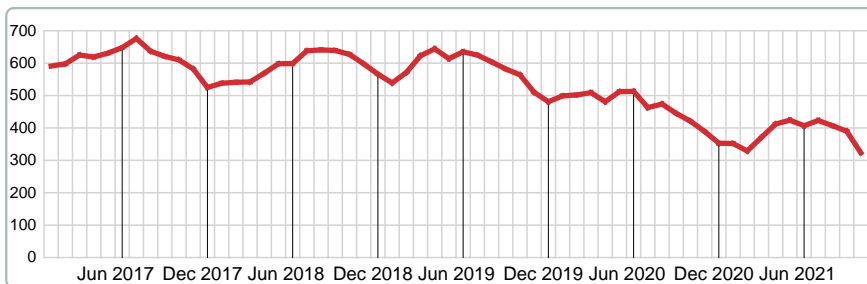
END OF OCTOBER



ACTIVE DURING OCTOBER

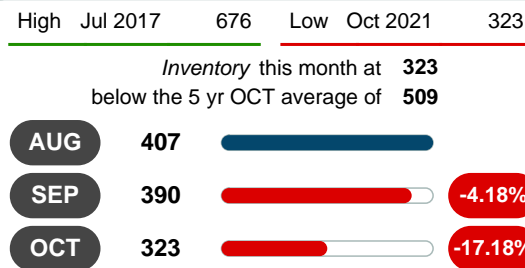


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 509



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	8.36%	324.0	26	1	0	0
\$20,001 - \$50,000	40	12.38%	101.0	35	5	0	0
\$50,001 - \$80,000	53	16.41%	51.0	44	7	2	0
\$80,001 - \$160,000	84	26.01%	46.5	44	31	8	1
\$160,001 - \$260,000	47	14.55%	26.0	12	21	14	0
\$260,001 - \$450,000	41	12.69%	55.0	19	5	15	2
\$450,001 and up	31	9.60%	73.0	18	3	7	3
Total Active Inventory by Units		323		198	73	46	6
Total Active Inventory by Volume		66,004,487	100%	35.83M	12.22M	14.26M	3.70M
Median Active Inventory Listing Price		\$130,000		\$74,450	\$145,455	\$259,200	\$493,500

October 2021



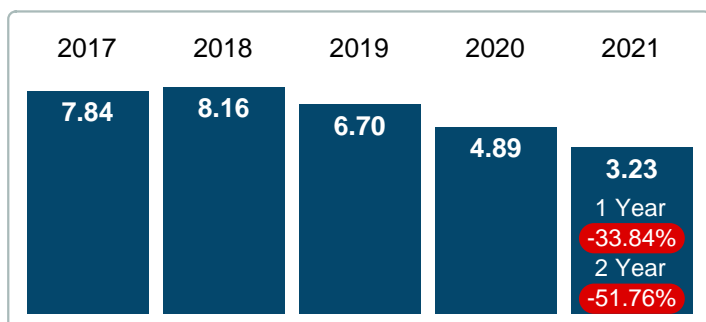
Area Delimited by County Of Washington



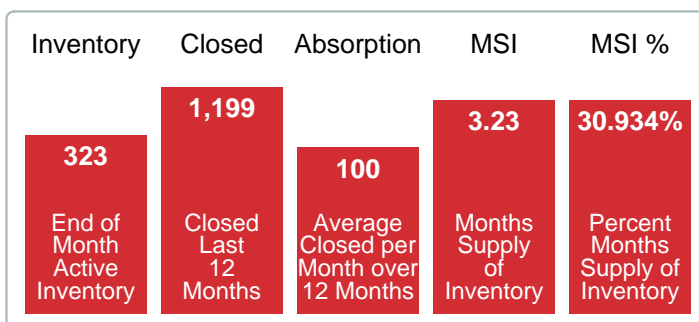
MONTHS SUPPLY of INVENTORY (MSI)

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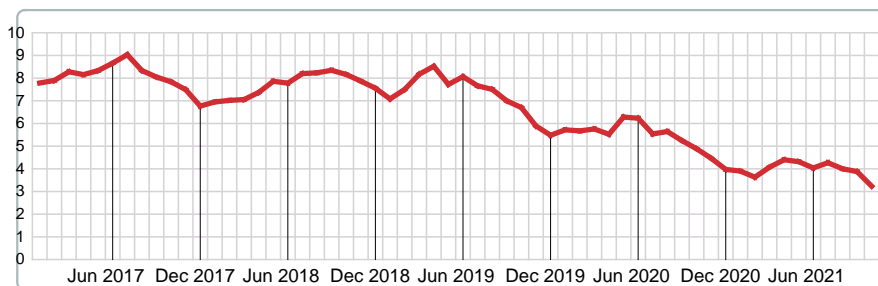
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

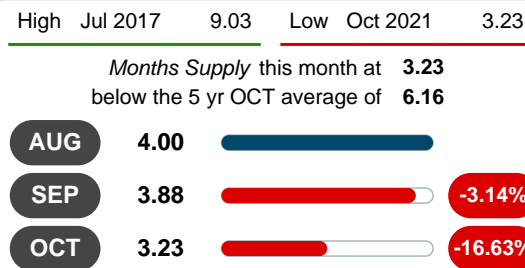


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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	27	8.36%	4.21	6.64	0.44	0.00	0.00
\$20,001 - \$50,000	40	12.38%	5.11	7.00	1.94	0.00	0.00
\$50,001 - \$80,000	53	16.41%	4.45	8.66	1.15	2.67	0.00
\$80,001 - \$160,000	84	26.01%	2.70	7.54	1.36	3.20	12.00
\$160,001 - \$260,000	47	14.55%	1.83	6.86	1.66	1.45	0.00
\$260,001 - \$450,000	41	12.69%	3.00	16.29	1.88	1.89	1.04
\$450,001 and up	31	9.60%	9.54	27.00	4.50	5.60	4.50
Market Supply of Inventory (MSI)			3.23	8.46	1.47	2.04	1.41
Total Active Inventory by Units		100%	323	198	73	46	6

October 2021



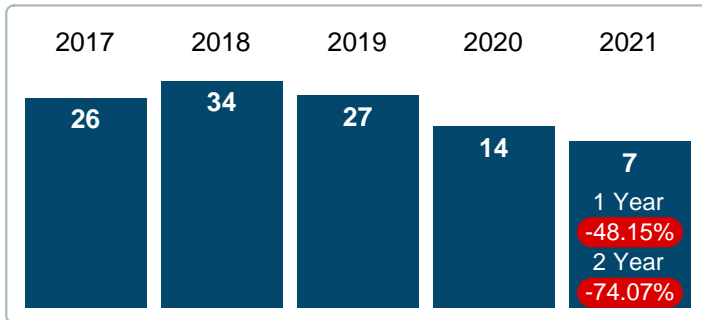
Area Delimited by County Of Washington



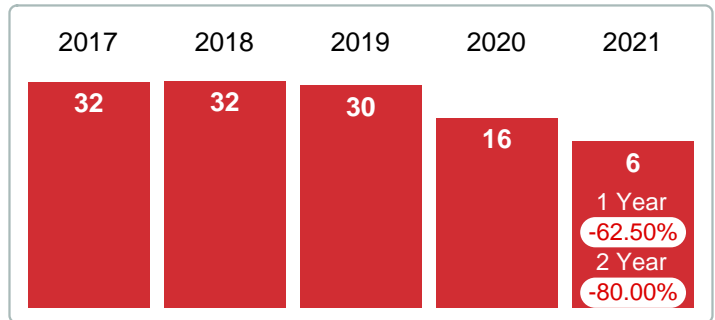
MEDIAN DAYS ON MARKET TO SALE

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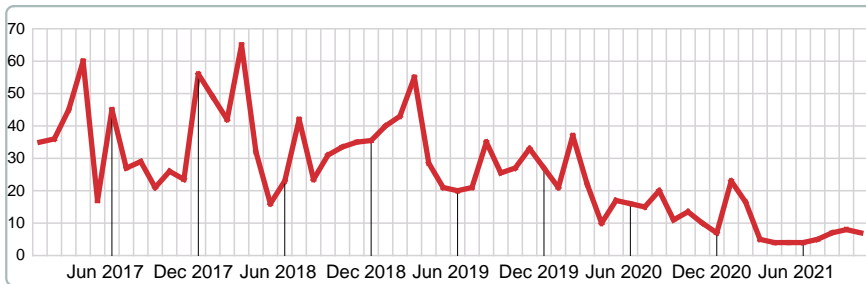
OCTOBER



YEAR TO DATE (YTD)

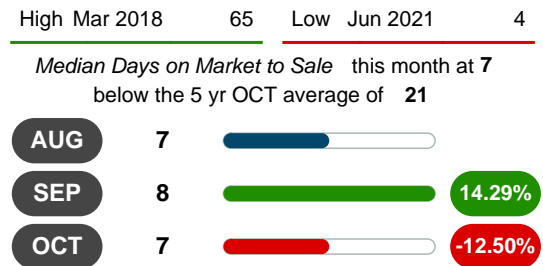


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 21



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	7.14%	25	31	22	0	0
\$25,001 - \$75,000	9.18%	24	23	32	0	0
\$75,001 - \$100,000	15.31%	7	22	6	5	0
\$100,001 - \$175,000	30.61%	8	34	8	13	0
\$175,001 - \$225,000	12.24%	4	0	4	5	0
\$225,001 - \$300,000	15.31%	4	3	5	4	0
\$300,001 and up	10.20%	17	16	23	14	41
Median Closed DOM		7	22	7	5	41
Total Closed Units	100%	98	20	49	27	2
Total Closed Volume		16,767,137	2.08M	7.57M	6.38M	743.75K

October 2021



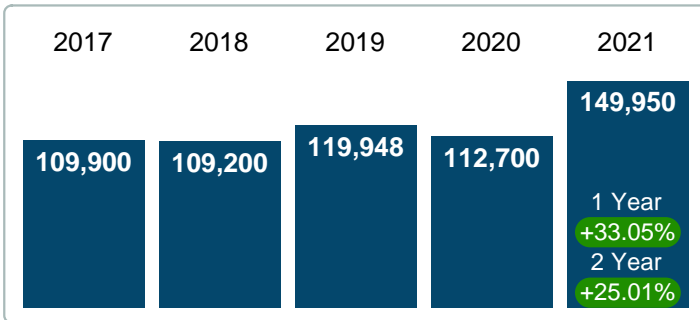
Area Delimited by County Of Washington



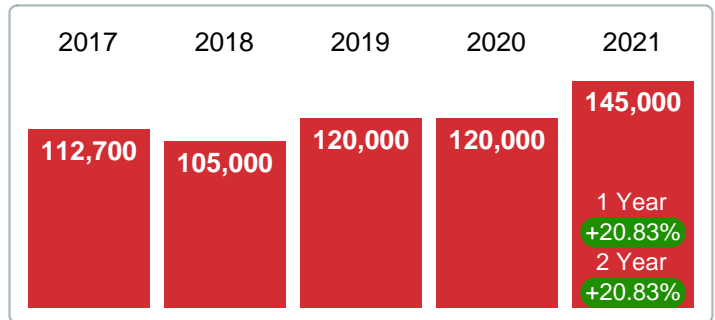
MEDIAN LIST PRICE AT CLOSING

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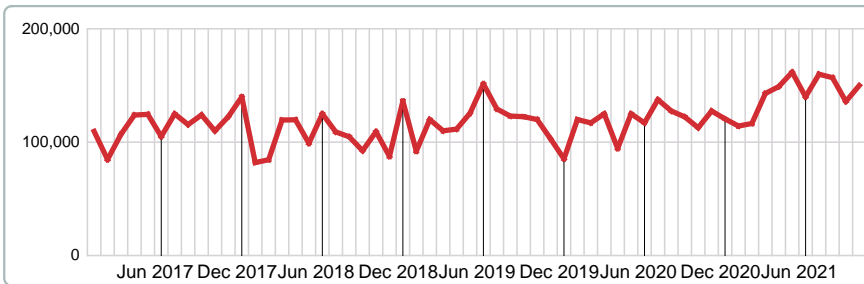
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

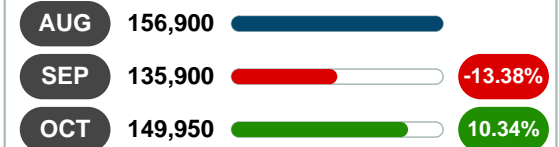


3 MONTHS

5 year OCT AVG = 120,340

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

Median List Price at Closing this month at **149,950** above the 5 yr OCT average of **120,340**



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		
\$40,000 and less	10	10.20%	19,250	22,500	1,100	0		
\$40,001 - \$80,000	11	11.22%	69,900	65,500	79,000	0		
\$80,001 - \$110,000	12	12.24%	97,000	96,000	95,000	104,500		
\$110,001 - \$170,000	24	24.49%	141,250	124,750	143,750	134,900		
\$170,001 - \$230,000	18	18.37%	208,750	0	182,000	215,000		
\$230,001 - \$310,000	13	13.27%	258,000	249,900	235,000	267,500		
\$310,001 and up	10	10.20%	387,000	597,450	616,000	361,250		
Median List Price		149,950		69,450	140,000	225,900	453,250	
Total Closed Units		98	100%	149,950	20	49	27	2
Total Closed Volume		17,260,769			2.47M	7.55M	6.34M	906.50K

October 2021



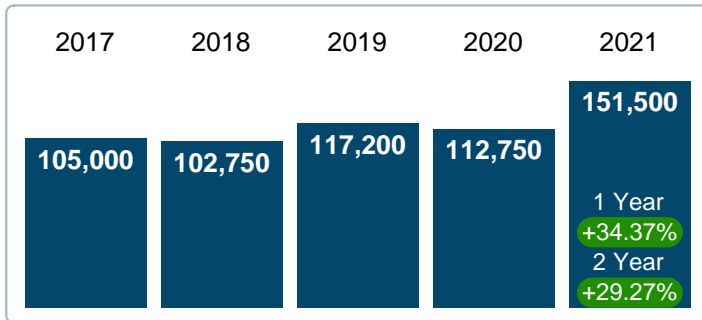
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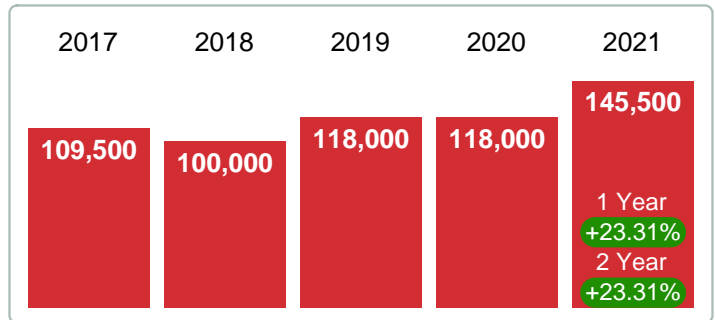
MEDIAN SOLD PRICE AT CLOSING

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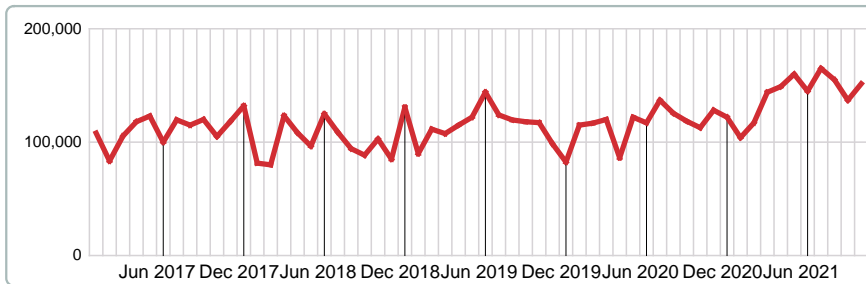
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 117,840

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

Median Sold Price at Closing this month at 151,500 above the 5 yr OCT average of 117,840



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	7.14%	1,100	16,000	1,048	0	0
\$25,001 - \$75,000	9.18%	55,000	50,500	60,000	0	0
\$75,001 - \$100,000	15.31%	88,000	88,000	85,000	100,000	0
\$100,001 - \$175,000	30.61%	140,000	140,250	140,000	137,500	0
\$175,001 - \$225,000	12.24%	204,500	0	193,500	212,000	0
\$225,001 - \$300,000	15.31%	250,000	260,000	235,000	270,000	0
\$300,001 and up	10.20%	350,000	735,000	630,000	350,000	371,875
Median Sold Price		151,500	64,950	140,000	226,000	371,875
Total Closed Units		98	20	49	27	2
Total Closed Volume		16,767,137	2.08M	7.57M	6.38M	743.75K

October 2021



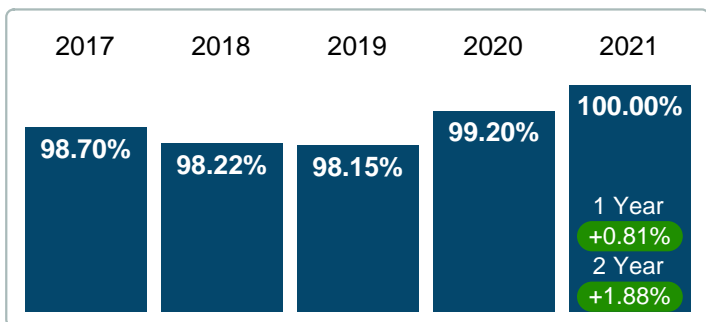
Area Delimited by County Of Washington



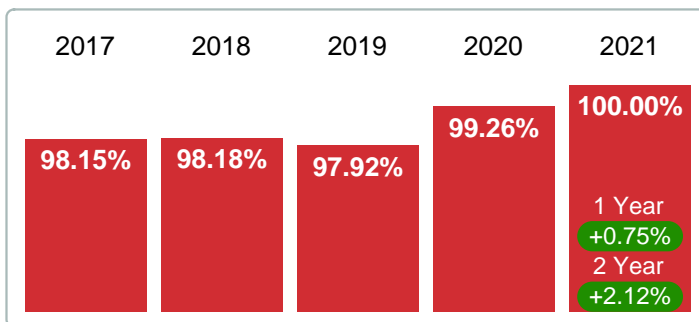
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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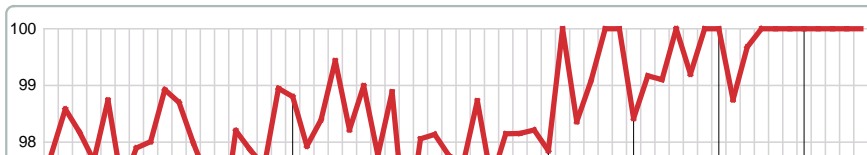
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 98.85%

High Oct 2021 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr OCT average of **98.85%**

AUG 100.00%
SEP 100.00%
OCT 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	7.14%	100.00%	100.00%	100.00%	0.00%	0.00%
\$25,001 - \$75,000	9	9.18%	92.31%	94.35%	92.31%	0.00%	0.00%
\$75,001 - \$100,000	15	15.31%	100.00%	88.34%	100.54%	96.15%	0.00%
\$100,001 - \$175,000	30	30.61%	100.00%	67.50%	100.00%	100.04%	0.00%
\$175,001 - \$225,000	12	12.24%	100.00%	0.00%	100.00%	100.53%	0.00%
\$225,001 - \$300,000	15	15.31%	100.93%	104.04%	100.00%	100.93%	0.00%
\$300,001 and up	10	10.20%	100.00%	91.89%	101.84%	100.00%	83.34%
Median Sold/List Ratio		100.00%		94.46%	100.00%	100.00%	83.34%
Total Closed Units		98	100%	20	49	27	2
Total Closed Volume		16,767,137		2.08M	7.57M	6.38M	743.75K

October 2021



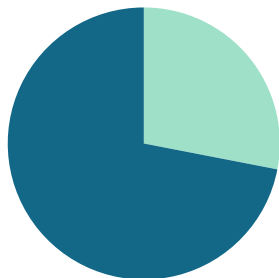
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MARKET SUMMARY

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INVENTORY

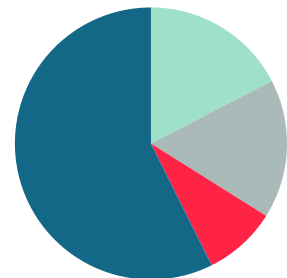


Inventory
 New Listings
152 = 28.04%
 Start Inventory
390
 Total Inventory Units
542
 Volume
\$105,387,343

Market Activity

Closed Sales
98 = 17.41%
 Pending Sales
93 = 16.52%
 Other Off Market
49 = 8.70%
 Active Inventory
323 = 57.37%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	106	98	-7.55%	871	1,004	15.27%
Pending Sales	95	93	-2.11%	882	1,026	16.33%
New Listings	121	152	25.62%	1,320	1,384	4.85%
Median List Price	112,700	149,950	33.05%	120,000	145,000	20.83%
Median Sale Price	112,750	151,500	34.37%	118,000	145,500	23.31%
Median Percent of Selling Price to List Price	99.20%	100.00%	0.81%	99.26%	100.00%	0.75%
Median Days on Market to Sale	13.50	7.00	-48.15%	16.00	6.00	-62.50%
Monthly Inventory	421	323	-23.28%	421	323	-23.28%
Months Supply of Inventory	4.89	3.23	-33.84%	4.89	3.23	-33.84%

Absorption: Last 12 months, an Average of **100** Sales/Month

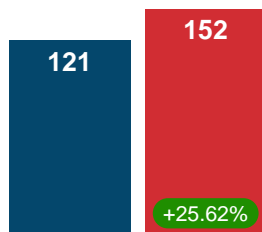
Inventory on October 31, 2021 = **323**

2020 **2021**

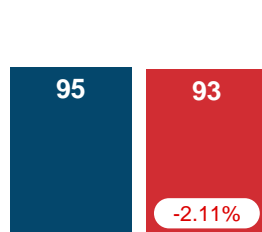
OCTOBER MARKET

MEDIAN PRICES

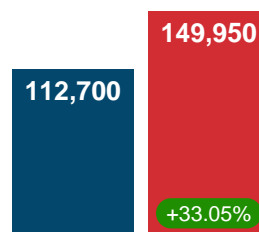
New Listings



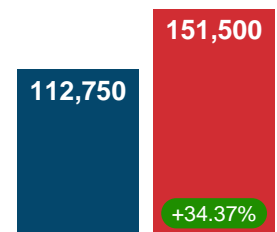
Pending Listings



List Price



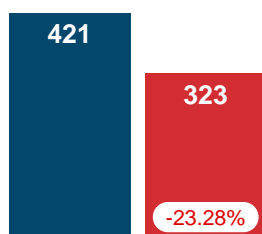
Sale Price



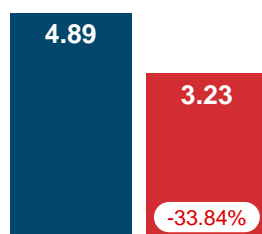
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

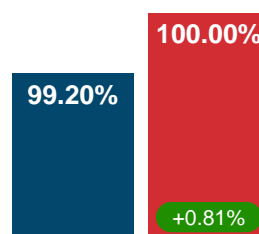
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

