



# September 2021

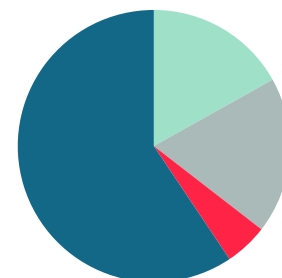
Area Delimited by County Of Washington



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	102	89	-12.75%
Pending Listings	84	98	16.67%
New Listings	112	123	9.82%
Median List Price	122,275	135,900	11.14%
Median Sale Price	118,450	137,000	15.66%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	11.00	8.00	-27.27%
End of Month Inventory	445	313	-29.66%
Months Supply of Inventory	5.25	3.11	-40.68%



■ Closed (16.89%)  
■ Pending (18.60%)  
■ Other OffMarket (5.12%)  
■ Active (59.39%)

**Absorption:** Last 12 months, an Average of **101** Sales/Month  
**Active Inventory** as of September 30, 2021 = **313**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2021 decreased **29.66%** to 313 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 **3.11** 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 **15.66%** in September 2021 to \$137,000 versus the previous year at \$118,450.

#### Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 3.00 days or **27.27%** in September 2021 compared to last year's same month at **11.00** DOM.

#### Sales Success for September 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 123 New Listings in September 2021, up **9.82%** from last year at 112. Furthermore, there were 89 Closed Listings this month versus last year at 102, a **-12.75%** decrease.

Closed versus Listed trends yielded a **72.4%** ratio, down from previous year's, September 2020, at **91.1%**, a **20.55%** 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

<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

# September 2021



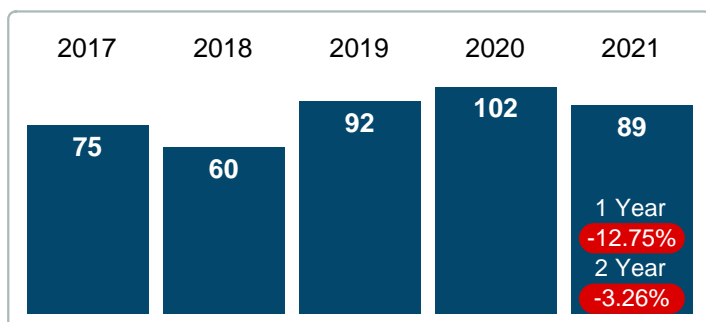
Area Delimited by County Of Washington



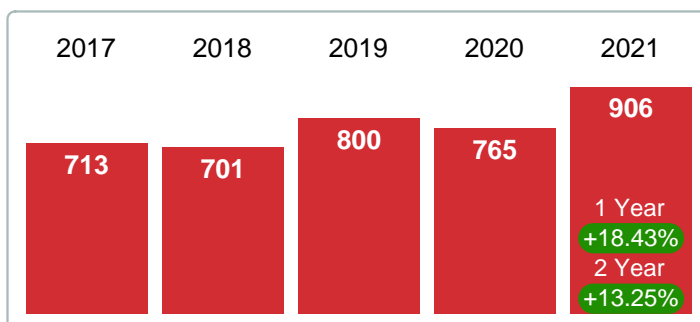
## CLOSED LISTINGS

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

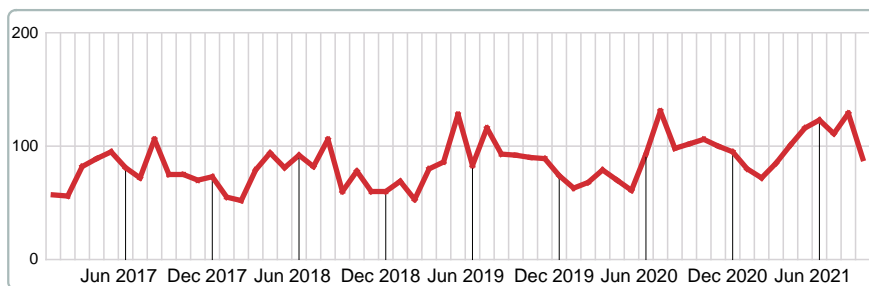
### SEPTEMBER



### YEAR TO DATE (YTD)

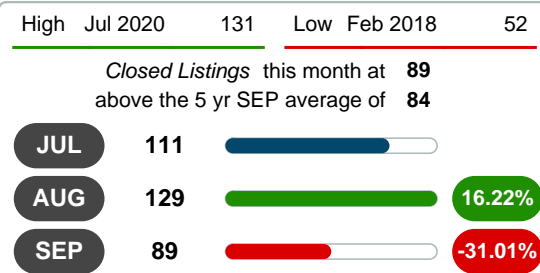


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 84



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	8.99%	20.5	7	1	0	0
\$30,001 - \$60,000	12	13.48%	29.0	5	6	1	0
\$60,001 - \$120,000	14	15.73%	6.5	7	6	1	0
\$120,001 - \$160,000	21	23.60%	6.0	3	14	4	0
\$160,001 - \$240,000	14	15.73%	5.0	1	9	4	0
\$240,001 - \$380,000	11	12.36%	3.0	0	2	7	2
\$380,001 and up	9	10.11%	36.0	0	3	3	3
<b>Total Closed Units</b>	<b>89</b>			<b>23</b>	<b>41</b>	<b>20</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>16,383,781</b>	<b>100%</b>	<b>8.0</b>	<b>1.33M</b>	<b>7.13M</b>	<b>5.55M</b>	<b>2.38M</b>
<b>Median Closed Price</b>	<b>\$137,000</b>			<b>\$58,000</b>	<b>\$149,000</b>	<b>\$233,000</b>	<b>\$409,000</b>



# September 2021

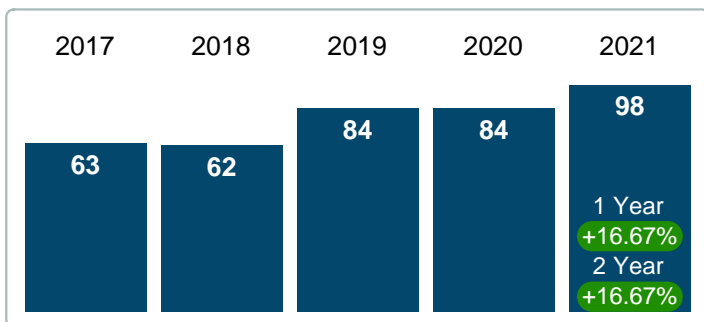
Area Delimited by County Of Washington



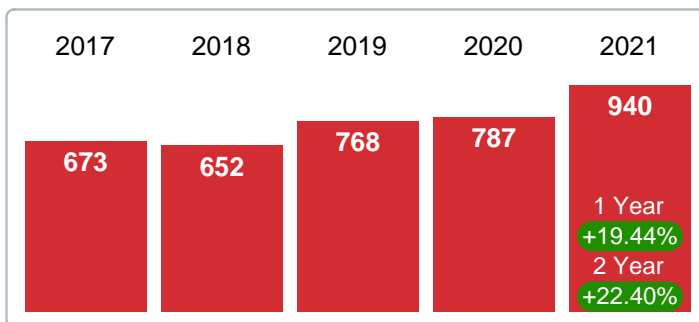
## PENDING LISTINGS

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

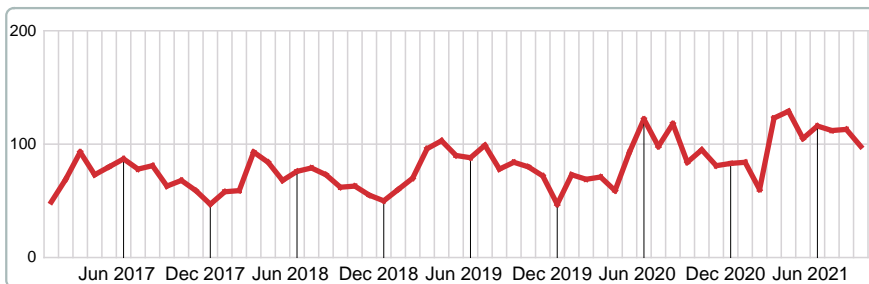
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

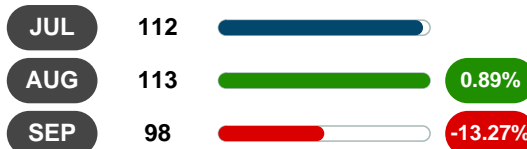


### 3 MONTHS

5 year SEP AVG = 78

High Apr 2021 129 Low Dec 2019 47

Pending Listings this month at **98**  
above the 5 yr SEP average of **78**



### 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	8	8.16%	17.5	7	1	0	0
\$50,001 - \$90,000	15	15.31%	16.0	6	9	0	0
\$90,001 - \$120,000	12	12.24%	20.0	3	7	2	0
\$120,001 - \$180,000	26	26.53%	5.5	2	21	3	0
\$180,001 - \$230,000	14	14.29%	7.5	0	6	8	0
\$230,001 - \$300,000	14	14.29%	13.5	2	4	6	2
\$300,001 and up	9	9.18%	63.0	2	2	3	2
<b>Total Pending Units</b>	<b>98</b>			<b>22</b>	<b>50</b>	<b>22</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>17,001,066</b>	<b>100%</b>	<b>11.5</b>	<b>2.58M</b>	<b>8.03M</b>	<b>5.13M</b>	<b>1.27M</b>
<b>Median Listing Price</b>	<b>\$150,000</b>			<b>\$74,450</b>	<b>\$139,950</b>	<b>\$221,000</b>	<b>\$312,450</b>



# September 2021

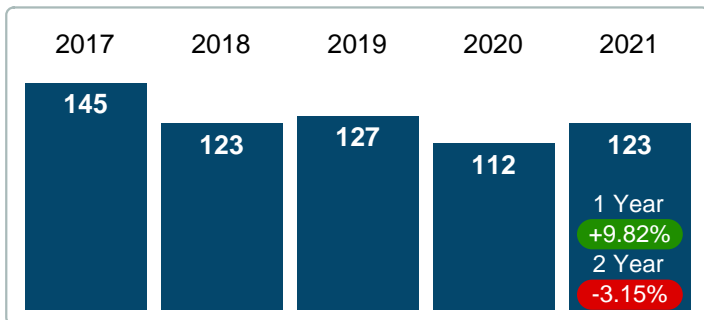
Area Delimited by County Of Washington



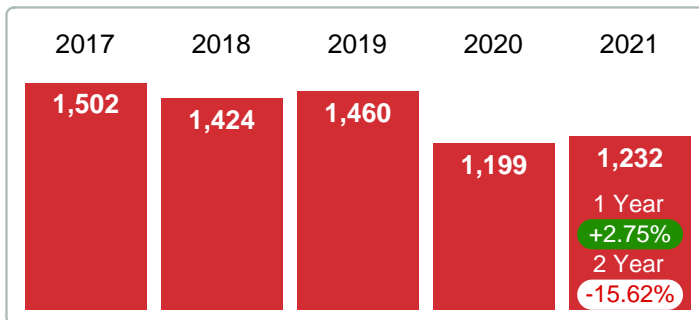
## NEW LISTINGS

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

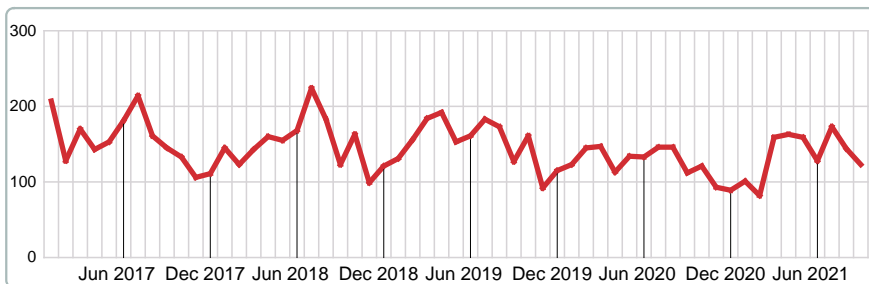
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 126

High Jul 2018 224 Low Feb 2021 82

New Listings this month at 123  
below the 5 yr SEP average of 126



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	11	8.94%	9	2	0	0
\$25,001 - \$75,000	17	13.82%	11	6	0	0
\$75,001 - \$125,000	16	13.01%	6	7	2	1
\$125,001 - \$200,000	31	25.20%	5	21	5	0
\$200,001 - \$275,000	19	15.45%	2	9	8	0
\$275,001 - \$375,000	16	13.01%	3	2	10	1
\$375,001 and up	13	10.57%	5	4	4	0
<b>Total New Listed Units</b>	<b>123</b>		<b>41</b>	<b>51</b>	<b>29</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>25,120,925</b>	<b>100%</b>	<b>6.85M</b>	<b>8.95M</b>	<b>8.88M</b>	<b>445.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$160,000</b>		<b>\$82,500</b>	<b>\$150,000</b>	<b>\$272,000</b>	<b>\$222,500</b>



# September 2021

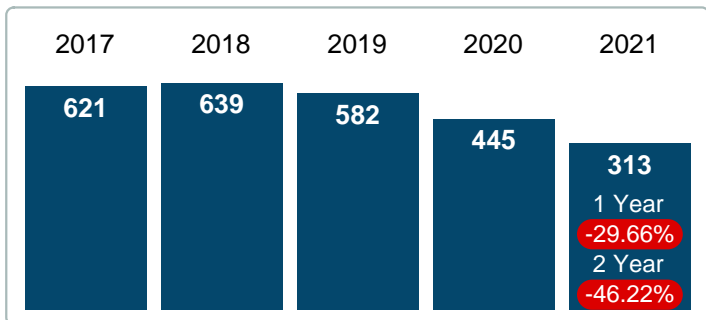
Area Delimited by County Of Washington



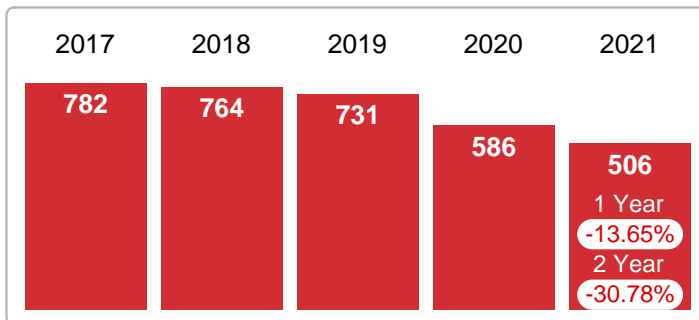
## ACTIVE INVENTORY

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

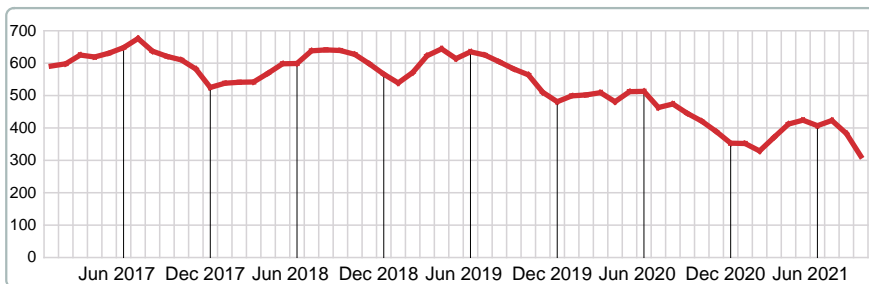
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

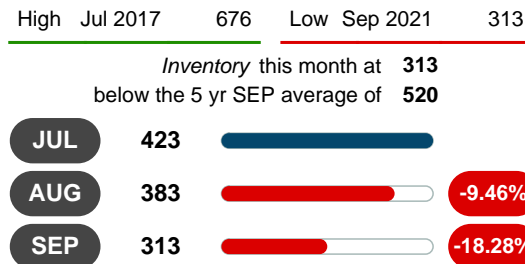


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 520



### 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	28	8.95%	235.0	26	2	0	0	
\$20,001 \$40,000	26	8.31%	92.0	22	4	0	0	
\$40,001 \$70,000	54	17.25%	70.0	50	3	1	0	
\$70,001 \$150,000	88	28.12%	73.0	54	26	7	1	
\$150,001 \$260,000	44	14.06%	43.5	17	18	9	0	
\$260,001 \$470,000	41	13.10%	42.0	15	7	16	3	
\$470,001 and up	32	10.22%	68.0	18	3	8	3	
Total Active Inventory by Units		313		202	63	41	7	
Total Active Inventory by Volume		63,188,940	100%	70.0	35.10M	11.13M	13.41M	3.55M
Median Active Inventory Listing Price		\$111,000			\$72,500	\$140,000	\$282,900	\$409,000

# September 2021



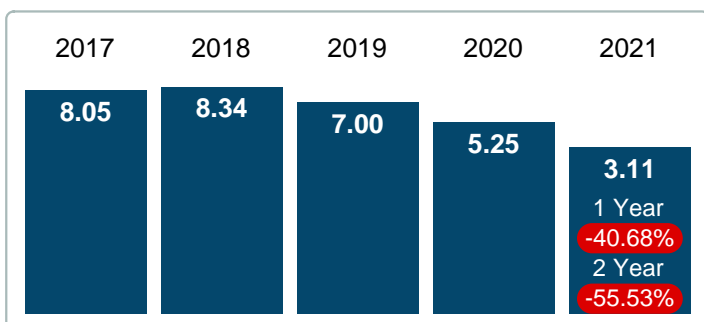
Area Delimited by County Of Washington



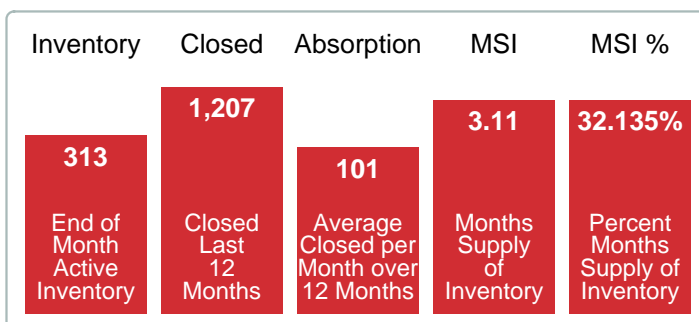
## MONTHS SUPPLY of INVENTORY (MSI)

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

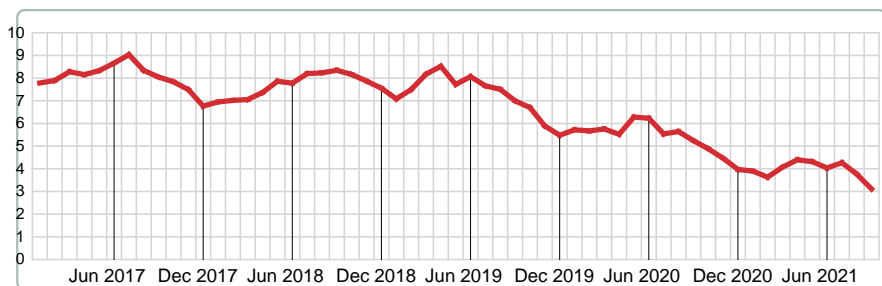
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2021

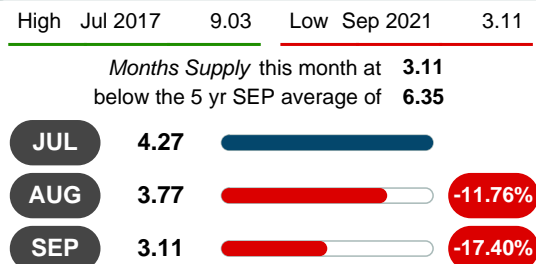


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 6.35



### 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	28	8.95%	3.82	6.00	0.73	0.00	0.00
\$20,001 - \$40,000	26	8.31%	6.00	7.54	3.00	0.00	0.00
\$40,001 - \$70,000	54	17.25%	4.44	8.00	0.59	1.20	0.00
\$70,001 - \$150,000	88	28.12%	2.82	8.20	1.16	3.36	12.00
\$150,001 - \$260,000	44	14.06%	1.52	8.50	1.21	0.86	0.00
\$260,001 - \$470,000	41	13.10%	3.02	10.59	2.33	2.18	1.64
\$470,001 and up	32	10.22%	10.67	30.86	6.00	6.40	4.50
Market Supply of Inventory (MSI)			3.11	8.39	1.26	1.84	1.62
Total Active Inventory by Units		100%	313	202	63	41	7

# September 2021



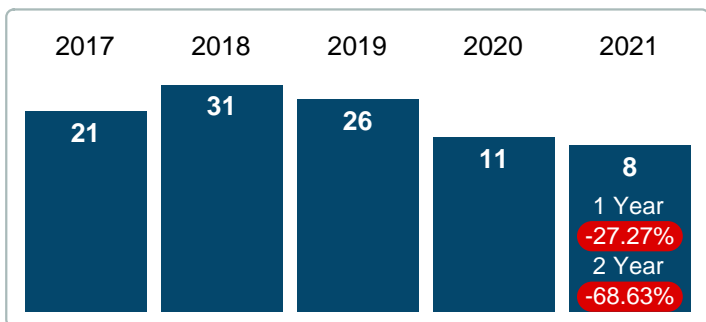
Area Delimited by County Of Washington



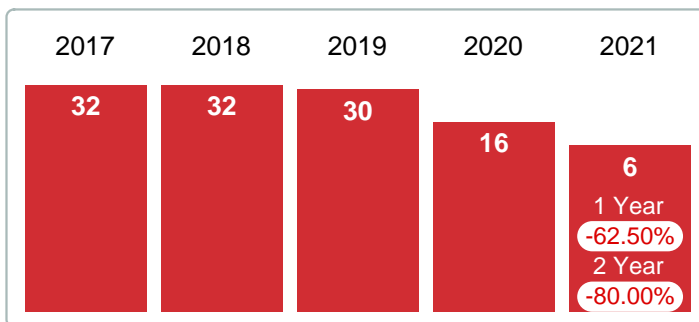
## MEDIAN DAYS ON MARKET TO SALE

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

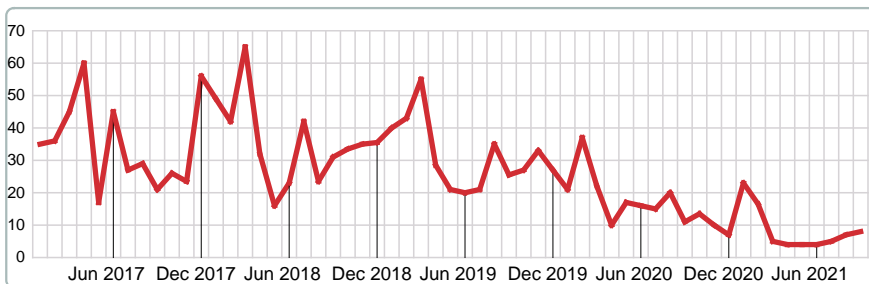
### SEPTEMBER



### YEAR TO DATE (YTD)

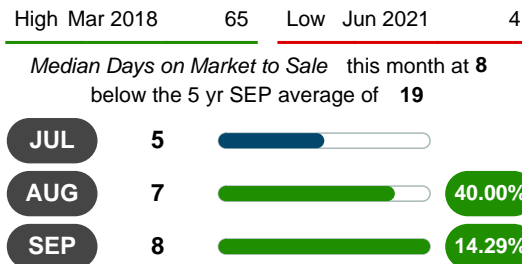


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 19



### 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
\$30,000 and less	8.99%	21	12	29	0	0
\$30,001 - \$60,000	13.48%	29	32	29	15	0
\$60,001 - \$120,000	15.73%	7	117	3	3	0
\$120,001 - \$160,000	23.60%	6	1	6	9	0
\$160,001 - \$240,000	15.73%	5	40	3	6	0
\$240,001 - \$380,000	12.36%	3	0	3	6	31
\$380,001 and up	10.11%	36	0	36	37	11
Median Closed DOM		8	21	5	7	11
Total Closed Units	100%	89	23	41	20	5
Total Closed Volume		16,383,781	1.33M	7.13M	5.55M	2.38M

# September 2021



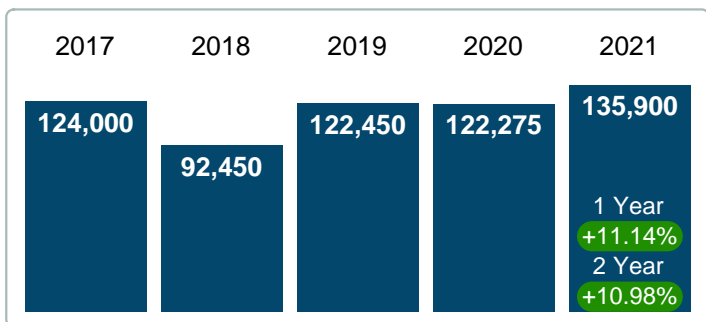
Area Delimited by County Of Washington



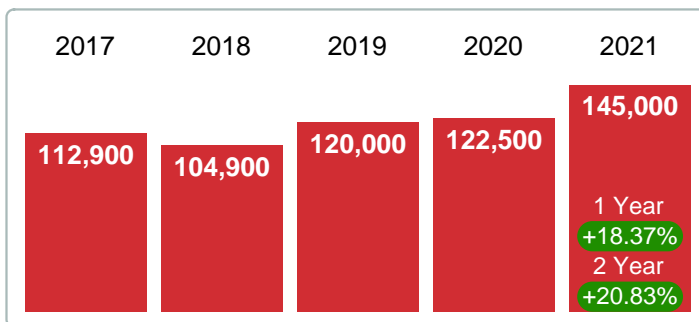
## MEDIAN LIST PRICE AT CLOSING

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

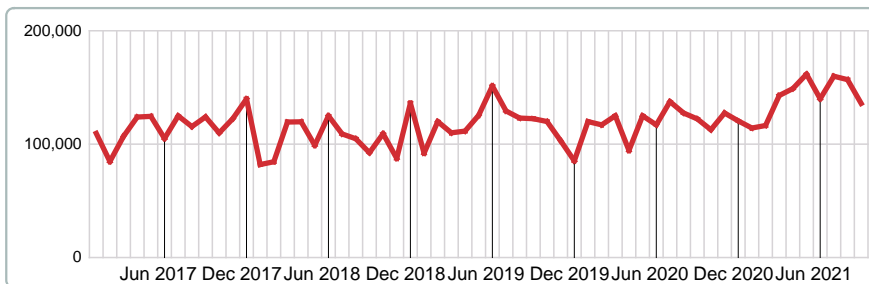
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

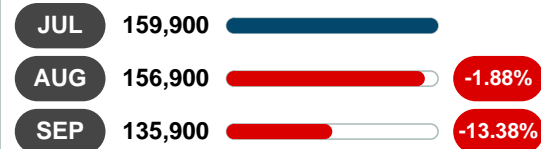


### 3 MONTHS

5 year SEP AVG = 119,415

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

Median List Price at Closing this month at **135,900** above the 5 yr SEP average of **119,415**



### 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
\$30,000 and less	7	7.87%	785	705	1,550	0	0
\$30,001 - \$60,000	12	13.48%	51,450	39,000	54,000	60,000	0
\$60,001 - \$120,000	16	17.98%	84,950	81,350	98,900	99,500	0
\$120,001 - \$160,000	22	24.72%	142,000	125,000	149,250	144,000	0
\$160,001 - \$240,000	12	13.48%	192,450	189,900	191,200	200,000	0
\$240,001 - \$380,000	12	13.48%	287,450	0	287,500	282,500	304,950
\$380,001 and up	8	8.99%	641,625	0	698,250	990,500	585,000
Median List Price			135,900	63,400	149,000	235,000	415,000
Total Closed Units		100%	135,900	23	41	20	5
Total Closed Volume			16,933,710	1.41M	7.30M	5.86M	2.36M





# September 2021

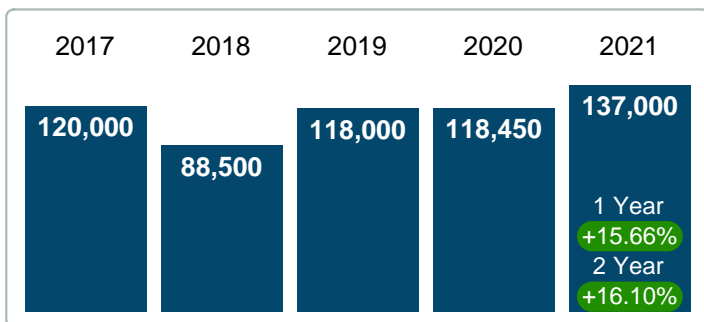
Area Delimited by County Of Washington



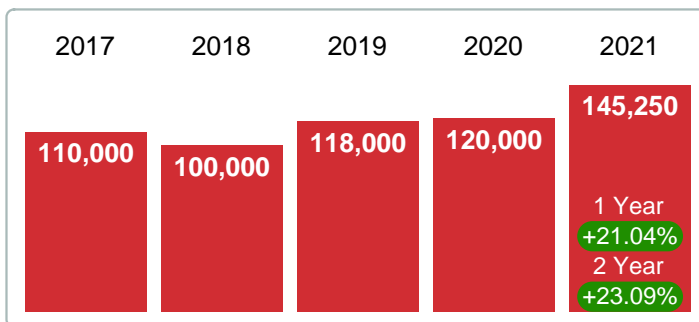
## MEDIAN SOLD PRICE AT CLOSING

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

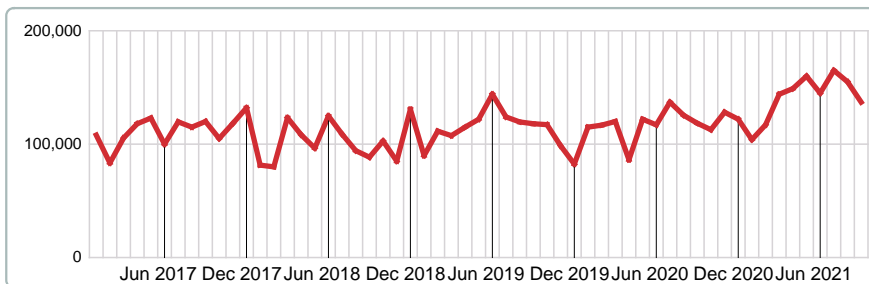
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

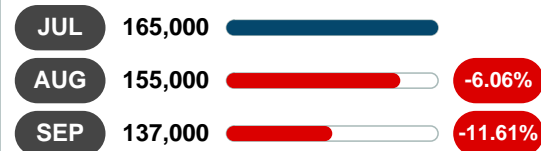


### 3 MONTHS

5 year SEP AVG = 116,390

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

Median Sold Price at Closing this month at 137,000 above the 5 yr SEP average of 116,390



### 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
\$30,000 and less	8.99%	843	785	1,550	0	0
\$30,001 - \$60,000	13.48%	53,250	40,000	53,750	55,000	0
\$60,001 - \$120,000	15.73%	80,250	75,650	91,900	90,000	0
\$120,001 - \$160,000	23.60%	137,000	125,000	144,500	132,438	0
\$160,001 - \$240,000	15.73%	187,000	175,000	189,000	192,500	0
\$240,001 - \$380,000	12.36%	275,000	0	270,000	270,000	312,500
\$380,001 and up	10.11%	574,000	0	574,000	425,000	626,000
Median Sold Price		137,000	58,000	149,000	233,000	409,000
Total Closed Units	100%	137,000	23	41	20	5
Total Closed Volume		16,383,781	1.33M	7.13M	5.55M	2.38M

# September 2021



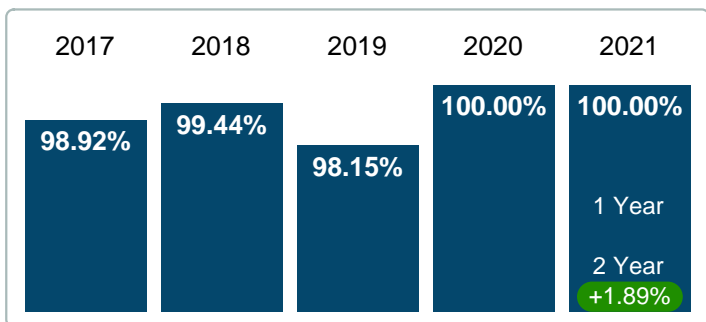
Area Delimited by County Of Washington



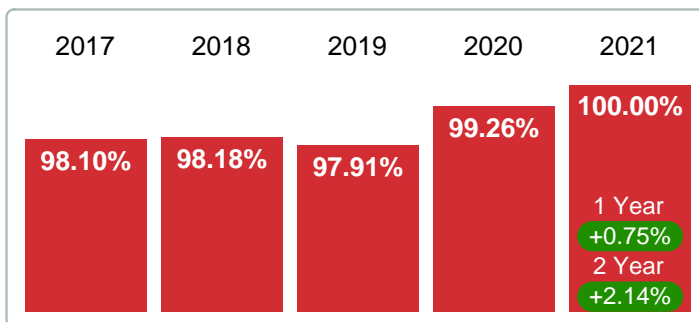
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

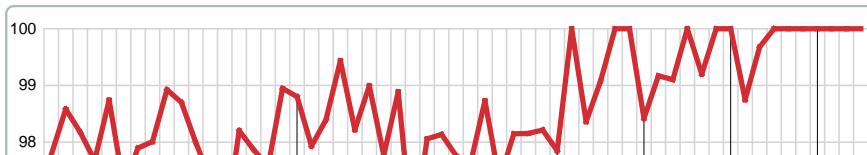
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 99.30%

High Sep 2021 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at 100.00% above the 5 yr SEP average of 99.30%

JUL 100.00%  
AUG 100.00%  
SEP 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
\$30,000 and less	8	8.99%	100.00%	100.00%	100.00%	0.00%	0.00%
\$30,001 - \$60,000	12	13.48%	96.44%	98.18%	96.44%	91.67%	0.00%
\$60,001 - \$120,000	14	15.73%	97.50%	95.66%	100.00%	90.45%	0.00%
\$120,001 - \$160,000	21	23.60%	100.07%	100.00%	100.73%	96.04%	0.00%
\$160,001 - \$240,000	14	15.73%	100.02%	92.15%	101.21%	99.12%	0.00%
\$240,001 - \$380,000	11	12.36%	101.03%	0.00%	94.17%	101.03%	102.43%
\$380,001 and up	9	10.11%	98.55%	0.00%	90.65%	98.61%	98.55%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	101.79%
Total Closed Units	89	100%	100.00%	23	41	20	5
Total Closed Volume	16,383,781			1.33M	7.13M	5.55M	2.38M



# September 2021

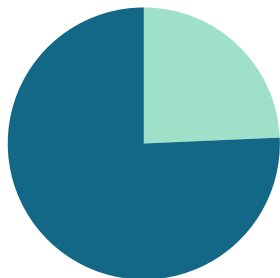
Area Delimited by County Of Washington



## MARKET SUMMARY

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

### INVENTORY

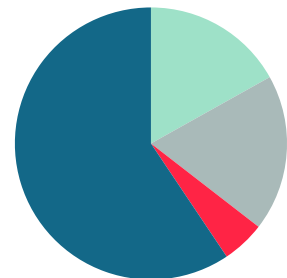


**Inventory**  
 New Listings  
**123 = 24.31%**  
 Start Inventory  
**383**  
 Total Inventory Units  
**506**  
 Volume  
**\$98,597,916**

### Market Activity

Closed Sales  
**89 = 16.89%**  
 Pending Sales  
**98 = 18.60%**  
 Other Off Market  
**27 = 5.12%**  
 Active Inventory  
**313 = 59.39%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	102	89	-12.75%	765	906	18.43%
Pending Sales	84	98	16.67%	787	940	19.44%
New Listings	112	123	9.82%	1,199	1,232	2.75%
Median List Price	122,275	135,900	11.14%	122,500	145,000	18.37%
Median Sale Price	118,450	137,000	15.66%	120,000	145,250	21.04%
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	11.00	8.00	-27.27%	16.00	6.00	-62.50%
Monthly Inventory	445	313	-29.66%	445	313	-29.66%
Months Supply of Inventory	5.25	3.11	-40.68%	5.25	3.11	-40.68%

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

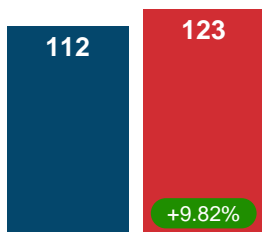
**Inventory** on September 30, 2021 = **313**

**2020** **2021**

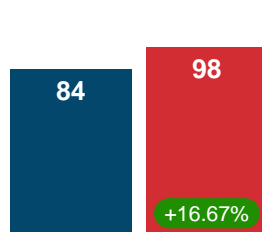
### SEPTEMBER MARKET

### MEDIAN PRICES

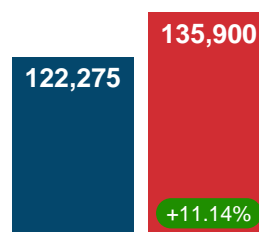
#### New Listings



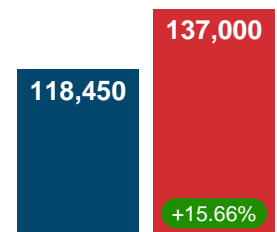
#### Pending Listings



#### List Price



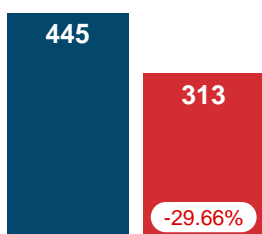
#### Sale Price



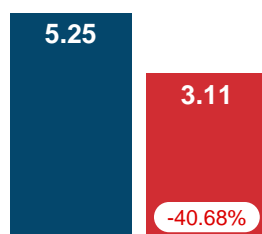
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

