

# August 2021



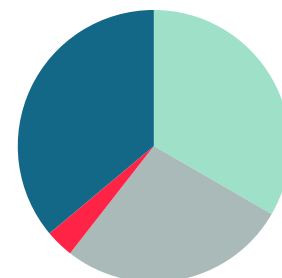
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	83	109	31.33%
Pending Listings	105	89	-15.24%
New Listings	103	113	9.71%
Average List Price	163,764	191,847	17.15%
Average Sale Price	159,157	190,390	19.62%
Average Percent of Selling Price to List Price	96.52%	99.28%	2.85%
Average Days on Market to Sale	34.13	14.29	-58.12%
End of Month Inventory	118	118	0.00%
Months Supply of Inventory	1.70	1.37	-19.19%



■ Closed (33.33%)  
■ Pending (27.22%)  
■ Other OffMarket (3.36%)  
■ Active (36.09%)

**Absorption:** Last 12 months, an Average of **86** Sales/Month  
**Active Inventory** as of August 31, 2021 = **118**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2021 decreased **0.00%** to 118 existing homes available for sale. Over the last 12 months this area has had an average of 86 closed sales per month. This represents an unsold inventory index of **1.37** 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 **19.62%** in August 2021 to \$190,390 versus the previous year at \$159,157.

#### Average Days on Market Shortens

The average number of **14.29** days that homes spent on the market before selling decreased by 19.84 days or **58.12%** in August 2021 compared to last year's same month at **34.13** DOM.

#### Sales Success for August 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 113 New Listings in August 2021, up **9.71%** from last year at 103. Furthermore, there were 109 Closed Listings this month versus last year at 83, a **31.33%** increase.

Closed versus Listed trends yielded a **96.5%** ratio, up from previous year's, August 2020, at **80.6%**, a **19.70%** 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

# August 2021



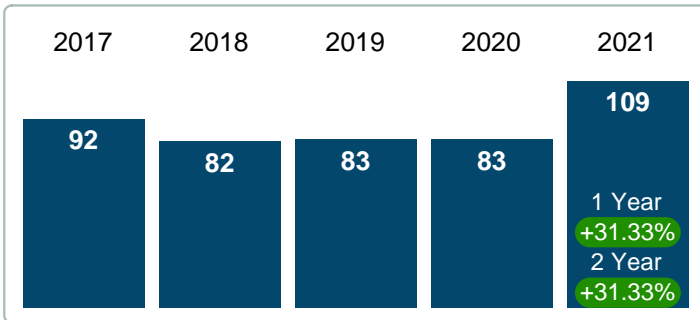
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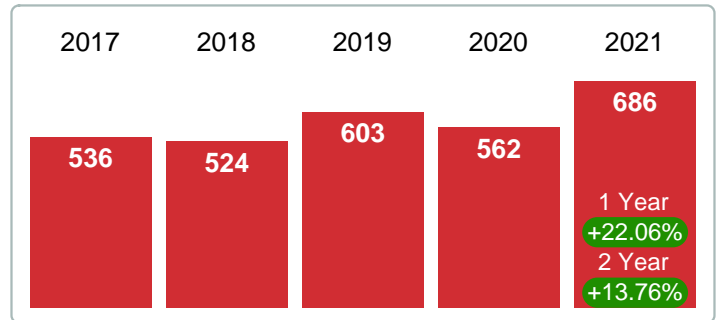
## CLOSED LISTINGS

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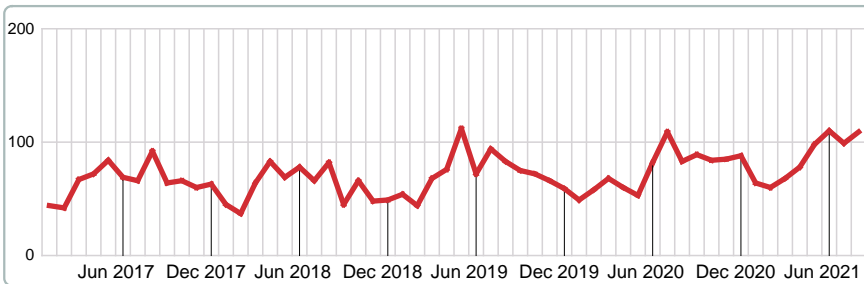
### AUGUST



### YEAR TO DATE (YTD)

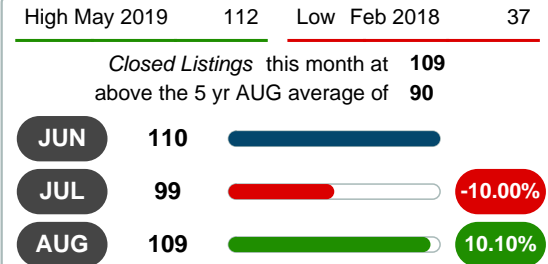


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 90



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	3.67%	9.3	0	3	1	0
\$50,001 - \$100,000	19	17.43%	32.7	6	12	1	0
\$100,001 - \$125,000	7	6.42%	11.3	1	5	1	0
\$125,001 - \$175,000	29	26.61%	4.5	3	19	5	2
\$175,001 - \$225,000	22	20.18%	9.9	0	14	7	1
\$225,001 - \$325,000	17	15.60%	10.4	1	4	9	3
\$325,001 and up	11	10.09%	26.8	0	0	8	3
<b>Total Closed Units</b>	<b>109</b>			<b>11</b>	<b>57</b>	<b>32</b>	<b>9</b>
<b>Total Closed Volume</b>	<b>20,752,470</b>	<b>100%</b>	<b>14.3</b>	<b>1.13M</b>	<b>8.23M</b>	<b>8.68M</b>	<b>2.71M</b>
<b>Average Closed Price</b>	<b>\$190,390</b>			<b>\$103,127</b>	<b>\$144,324</b>	<b>\$271,366</b>	<b>\$300,878</b>

# August 2021



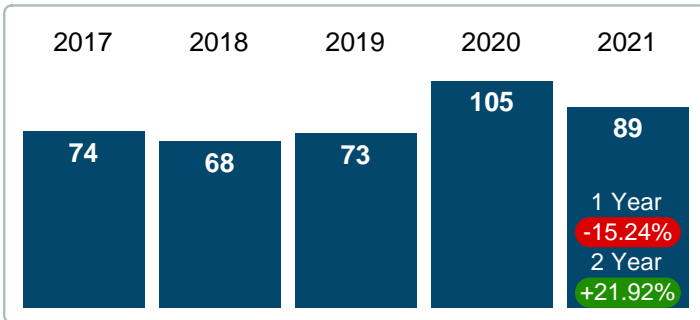
Area Delimited by County Of Washington - Residential Property Type



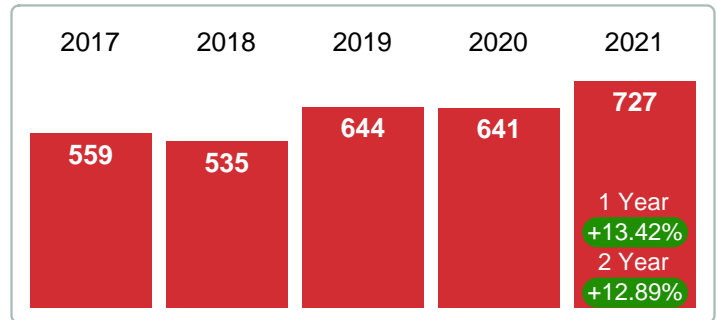
## PENDING LISTINGS

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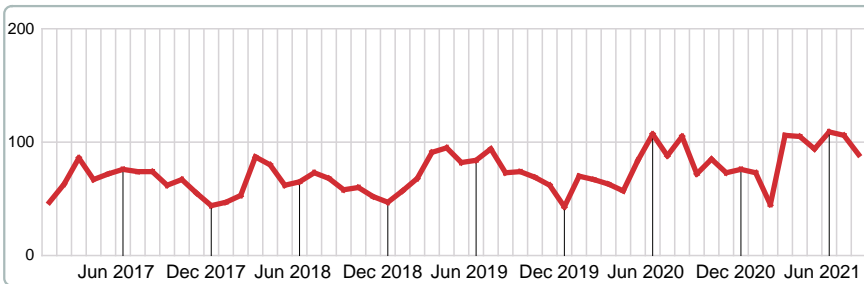
### AUGUST



### YEAR TO DATE (YTD)

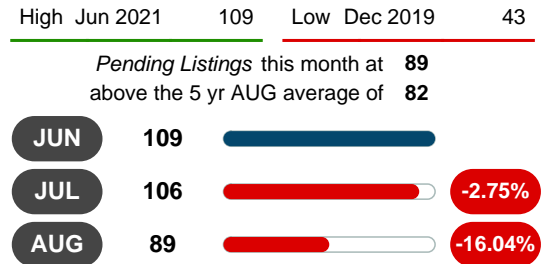


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 82



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	8.99%	52.5	2	5	1	0
\$75,001 - \$100,000	7	7.87%	13.6	2	5	0	0
\$100,001 - \$125,000	11	12.36%	19.6	0	9	2	0
\$125,001 - \$175,000	24	26.97%	17.2	1	19	4	0
\$175,001 - \$225,000	13	14.61%	12.3	0	7	6	0
\$225,001 - \$275,000	15	16.85%	13.8	1	4	10	0
\$275,001 and up	11	12.36%	24.7	1	2	5	3
<b>Total Pending Units</b>	<b>89</b>			<b>7</b>	<b>51</b>	<b>28</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>16,673,700</b>	<b>100%</b>	<b>18.8</b>	<b>960.50K</b>	<b>7.81M</b>	<b>6.28M</b>	<b>1.62M</b>
<b>Average Listing Price</b>	<b>\$191,368</b>			<b>\$137,214</b>	<b>\$153,135</b>	<b>\$224,411</b>	<b>\$539,933</b>

# August 2021



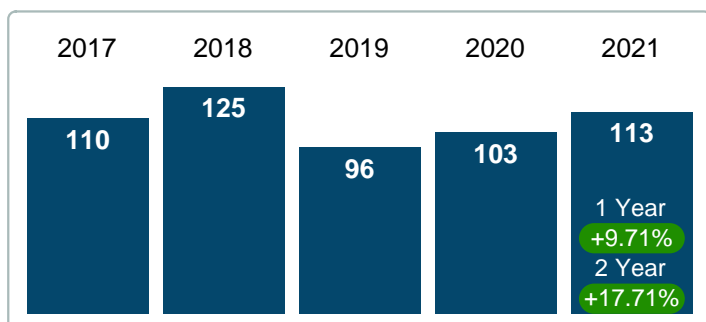
Area Delimited by County Of Washington - Residential Property Type



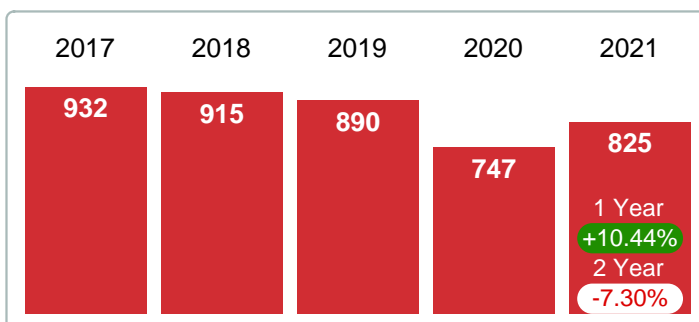
## NEW LISTINGS

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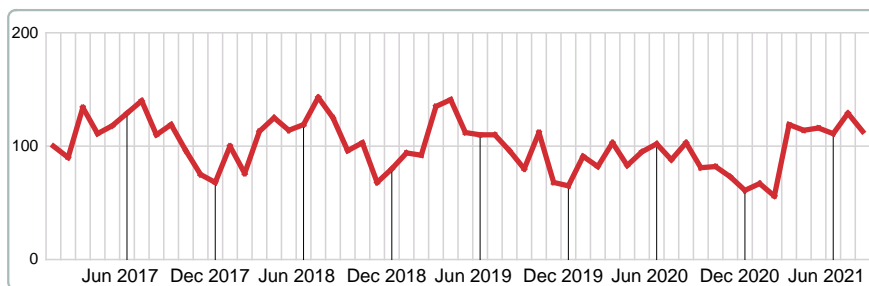
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

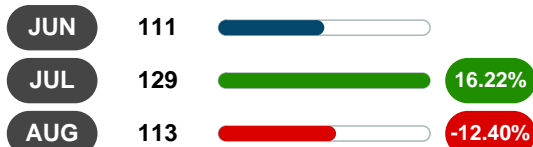


### 3 MONTHS

5 year AUG AVG = 109

High Jul 2018 143 Low Feb 2021 56

New Listings this month at 113  
above the 5 yr AUG average of 109



### 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	9	7.96%	7	2	0	0
\$50,001 - \$75,000	8	7.08%	5	3	0	0
\$75,001 - \$125,000	26	23.01%	5	19	2	0
\$125,001 - \$175,000	24	21.24%	0	20	4	0
\$175,001 - \$225,000	13	11.50%	0	8	5	0
\$225,001 - \$300,000	22	19.47%	2	7	10	3
\$300,001 and up	11	9.73%	0	3	6	2
<b>Total New Listed Units</b>	<b>113</b>		<b>19</b>	<b>62</b>	<b>27</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>20,835,748</b>	<b>100%</b>	<b>1.59M</b>	<b>9.84M</b>	<b>6.91M</b>	<b>2.50M</b>
<b>Average New Listed Listing Price</b>	<b>\$175,469</b>		<b>\$83,474</b>	<b>\$158,672</b>	<b>\$255,915</b>	<b>\$500,480</b>

# August 2021



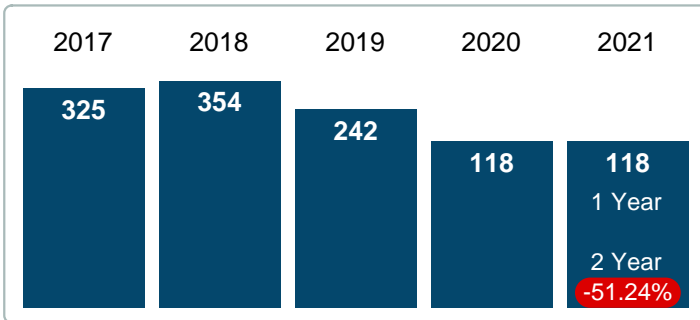
Area Delimited by County Of Washington - Residential Property Type



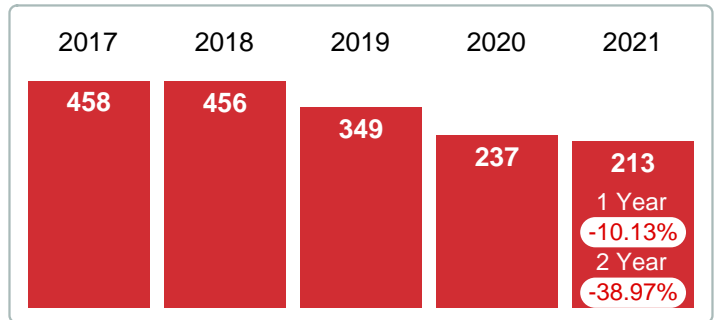
## ACTIVE INVENTORY

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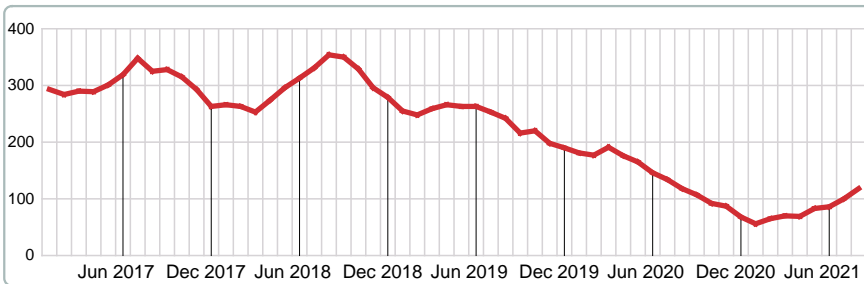
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS

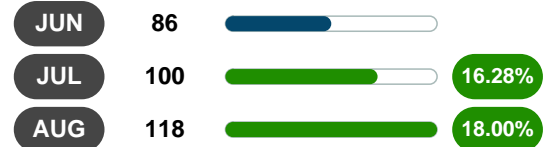


### 3 MONTHS

5 year AUG AVG = 231

High Aug 2018 354 Low Jan 2021 56

Inventory this month at 118  
below the 5 yr AUG average of 231



### 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	2	1.69%	60.5	1	1	0	0
\$25,001 - \$75,000	22	18.64%	44.1	13	8	1	0
\$75,001 - \$100,000	14	11.86%	48.3	5	8	1	0
\$100,001 - \$175,000	33	27.97%	30.7	1	25	7	0
\$175,001 - \$275,000	19	16.10%	32.3	1	11	5	2
\$275,001 - \$450,000	17	14.41%	43.5	0	4	9	4
\$450,001 and up	11	9.32%	88.1	1	2	5	3
<b>Total Active Inventory by Units</b>	<b>118</b>			<b>22</b>	<b>59</b>	<b>28</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>25,583,016</b>	<b>100%</b>	<b>43.2</b>	<b>2.40M</b>	<b>9.77M</b>	<b>8.61M</b>	<b>4.80M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$216,805</b>			<b>\$109,009</b>	<b>\$165,577</b>	<b>\$307,586</b>	<b>\$533,711</b>

# August 2021



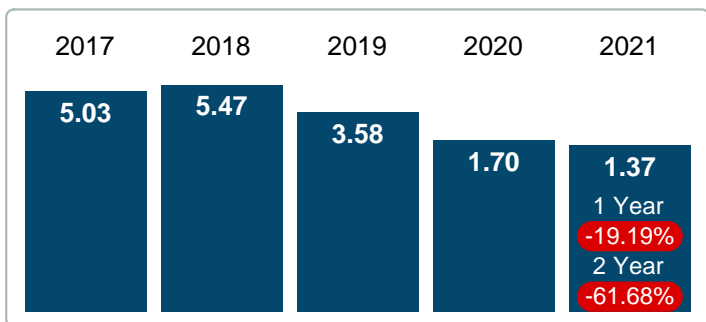
Area Delimited by County Of Washington - Residential Property Type



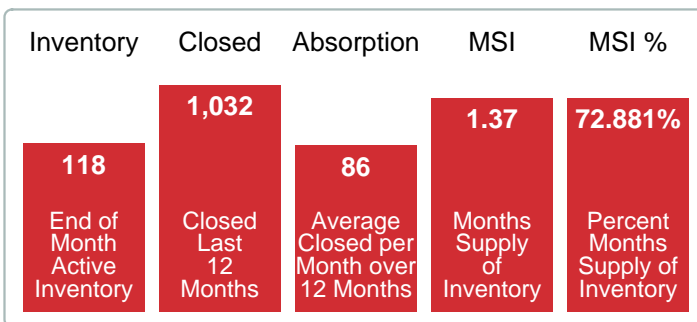
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 10, 2023 for MLS Technology Inc.

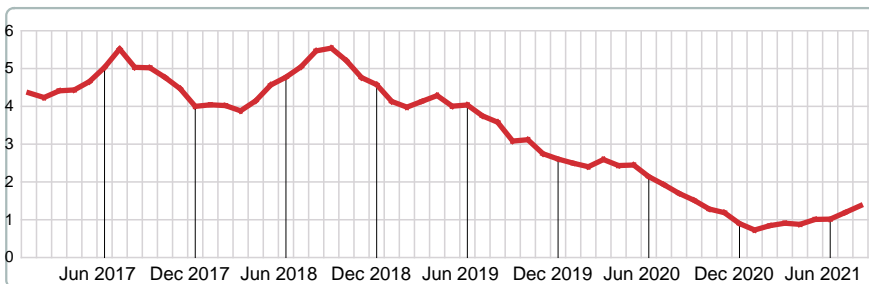
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2021



### 5 YEAR MARKET ACTIVITY TRENDS

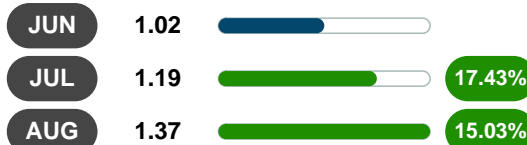


### 3 MONTHS

5 year AUG AVG = 3.43

High Sep 2018 5.54 Low Jan 2021 0.73

Months Supply this month at 1.37 below the 5 yr AUG average of 3.43



### 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
\$40,000 and less	9.32%	2.54	1.92	2.88	6.00	0.00
\$40,001 - \$70,000	10.17%	1.16	2.26	0.39	0.00	0.00
\$70,001 - \$110,000	16.10%	1.44	2.22	1.21	2.18	0.00
\$110,001 - \$180,000	26.27%	1.16	0.57	1.14	1.62	0.00
\$180,001 - \$290,000	15.25%	0.84	1.71	1.25	0.39	1.14
\$290,001 - \$450,000	13.56%	2.06	0.00	2.00	1.86	3.43
\$450,001 and up	9.32%	5.28	0.00	6.00	4.00	6.00
Market Supply of Inventory (MSI)	100%	1.37	1.94	1.23	1.24	2.20
Total Active Inventory by Units		118	22	59	28	9

# August 2021



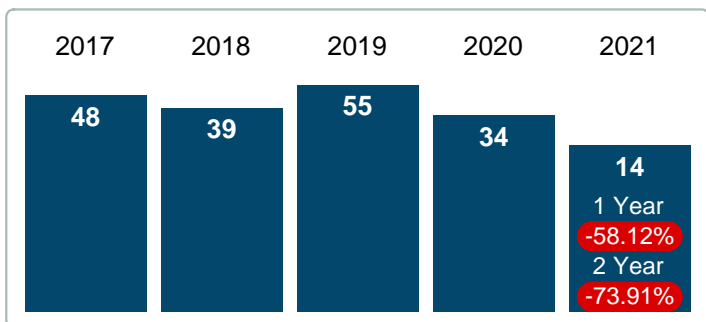
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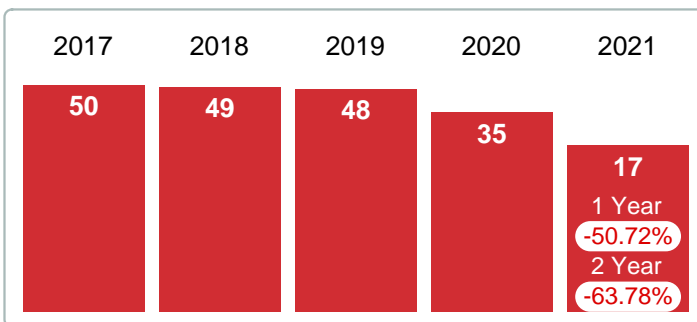
## AVERAGE DAYS ON MARKET TO SALE

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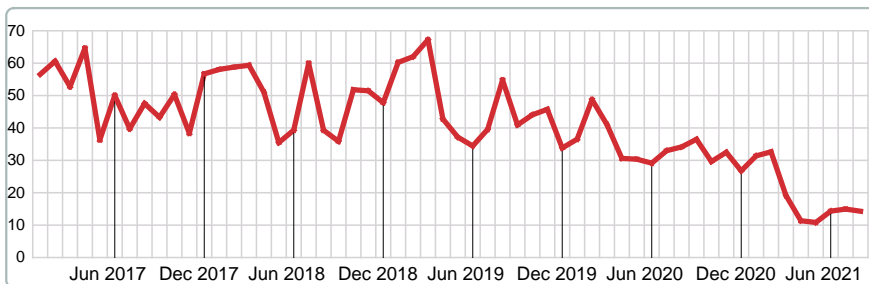
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

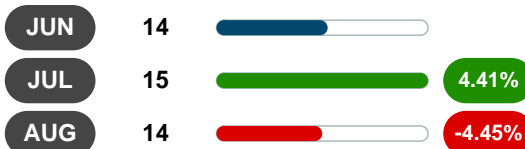


### 3 MONTHS

5 year AUG AVG = 38

High Mar 2019 67 Low May 2021 11

Average Days on Market to Sale this month at 14 below the 5 yr AUG average of 38



### 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	
\$50,000 and less	3.67%	9	0	10	7	0	
\$50,001 - \$100,000	17.43%	33	62	18	33	0	
\$100,001 - \$125,000	6.42%	11	38	5	14	0	
\$125,001 - \$175,000	26.61%	5	6	4	3	7	
\$175,001 - \$225,000	20.18%	10	0	6	17	11	
\$225,001 - \$325,000	15.60%	10	45	5	10	8	
\$325,001 and up	10.09%	27	0	0	32	14	
<b>Average Closed DOM</b>		<b>14</b>	<b>43</b>	<b>8</b>	<b>16</b>	<b>10</b>	
<b>Total Closed Units</b>	<b>109</b>	<b>100%</b>	<b>14</b>	<b>11</b>	<b>57</b>	<b>32</b>	<b>9</b>
<b>Total Closed Volume</b>	<b>20,752,470</b>			<b>1.13M</b>	<b>8.23M</b>	<b>8.68M</b>	<b>2.71M</b>

# August 2021



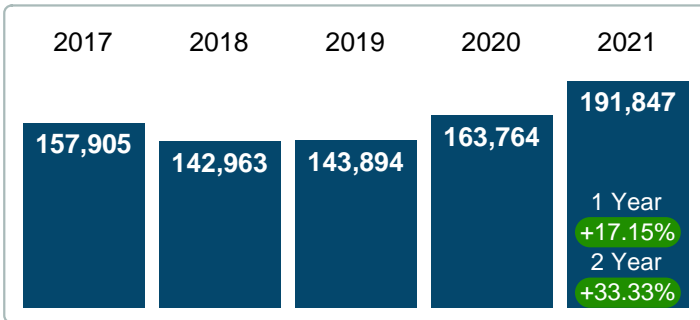
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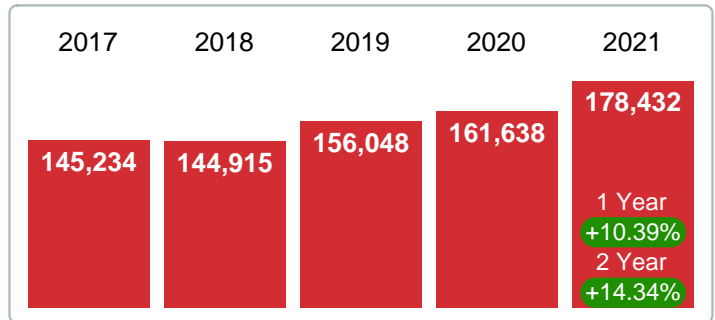
## AVERAGE LIST PRICE AT CLOSING

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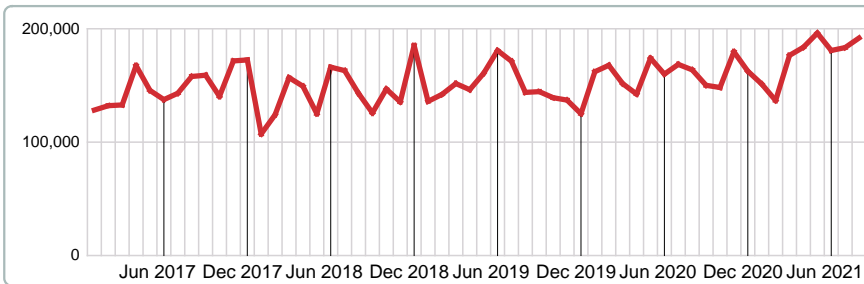
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

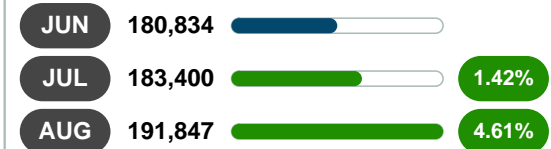


### 3 MONTHS

5 year AUG AVG = 160,075

High May 2021 196,176 Low Jan 2018 107,218

Average List Price at Closing this month at **191,847**  
above the 5 yr AUG average of **160,075**



### 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
\$50,000 and less	3.67%	39,500	0	39,667	39,000	0
\$50,001 - \$100,000	15.60%	74,924	68,483	81,643	105,000	0
\$100,001 - \$125,000	7.34%	111,988	117,500	113,300	135,000	0
\$125,001 - \$175,000	26.61%	147,621	130,333	147,595	156,760	172,450
\$175,001 - \$225,000	19.27%	194,419	0	197,021	205,173	190,900
\$225,001 - \$325,000	17.43%	257,464	255,000	253,250	257,644	271,467
\$325,001 and up	10.09%	484,373	0	0	488,925	472,233
<b>Average List Price</b>		<b>191,847</b>	<b>106,764</b>	<b>144,576</b>	<b>272,788</b>	<b>307,433</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>191,847</b>	<b>11</b>	<b>57</b>	<b>32</b>	<b>9</b>
<b>Total Closed Volume</b>		<b>20,911,322</b>	<b>1.17M</b>	<b>8.24M</b>	<b>8.73M</b>	<b>2.77M</b>



# August 2021



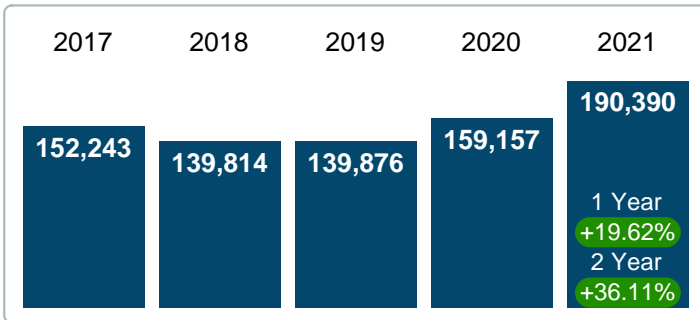
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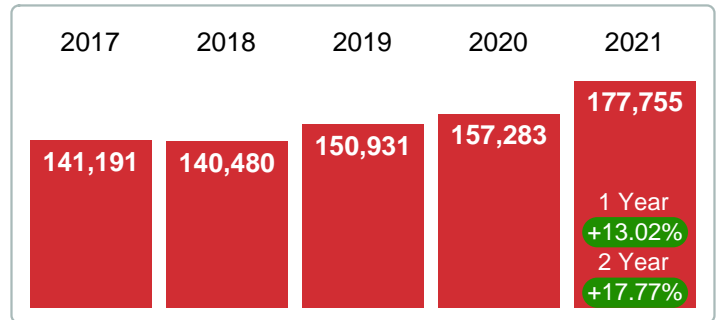
## AVERAGE SOLD PRICE AT CLOSING

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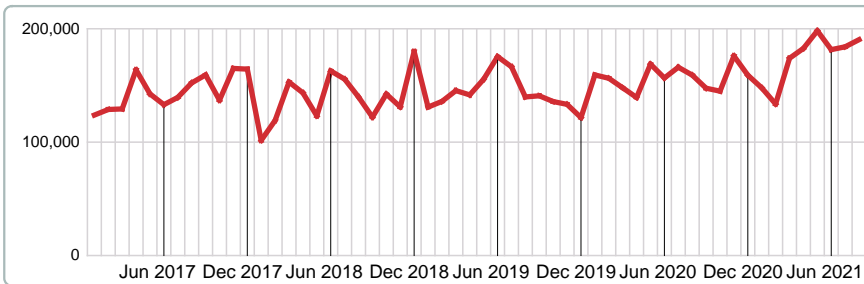
### AUGUST



### YEAR TO DATE (YTD)

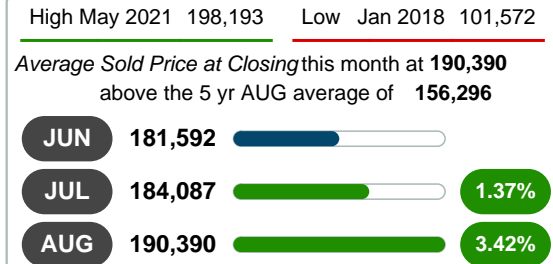


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 156,296



## 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
\$50,000 and less	4	3.67%	40,375	0	38,833	45,000	0
\$50,001 - \$100,000	19	17.43%	74,588	63,150	78,606	95,000	0
\$100,001 - \$125,000	7	6.42%	114,429	115,000	114,200	115,000	0
\$125,001 - \$175,000	29	26.61%	150,793	130,833	149,789	158,900	170,000
\$175,001 - \$225,000	22	20.18%	197,495	0	194,979	203,314	192,000
\$225,001 - \$325,000	17	15.60%	261,147	248,000	255,000	261,944	271,333
\$325,001 and up	11	10.09%	474,127	0	0	481,688	453,967
<b>Average Sold Price</b>			<b>190,390</b>	<b>103,127</b>	<b>144,324</b>	<b>271,366</b>	<b>300,878</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>190,390</b>	<b>11</b>	<b>57</b>	<b>32</b>	<b>9</b>
<b>Total Closed Volume</b>			<b>20,752,470</b>	<b>1.13M</b>	<b>8.23M</b>	<b>8.68M</b>	<b>2.71M</b>

# August 2021



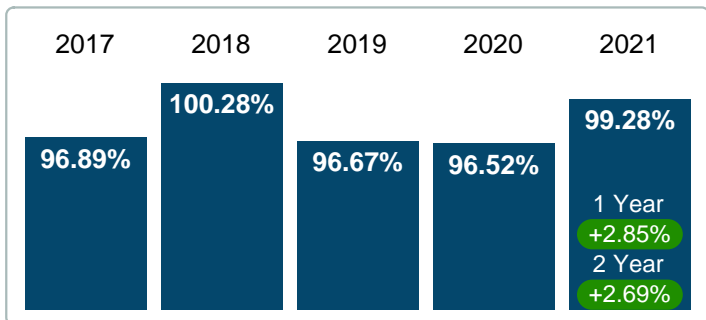
Area Delimited by County Of Washington - Residential Property Type



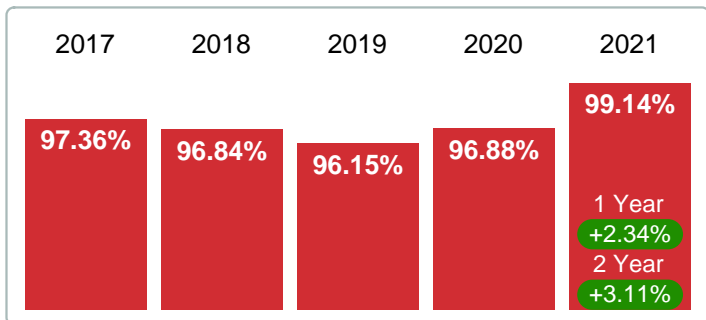
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2023 for MLS Technology Inc.

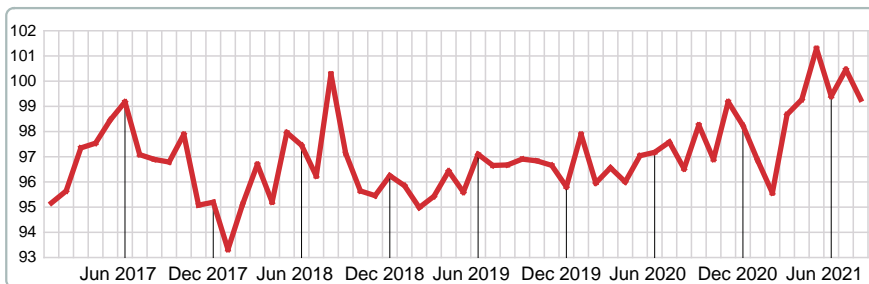
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

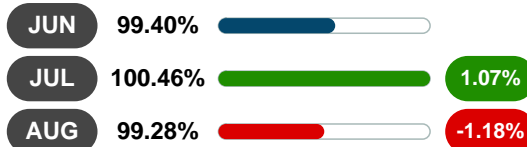


### 3 MONTHS

5 year AUG AVG = 97.93%

High May 2021 101.30% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **99.28%**  
above the 5 yr AUG average of **97.93%**



## 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
\$50,000 and less	4	3.67%	101.99%	0.00%	97.53%	115.38%	0.00%
\$50,001 - \$100,000	19	17.43%	95.05%	92.17%	96.87%	90.48%	0.00%
\$100,001 - \$125,000	7	6.42%	98.40%	97.87%	101.14%	85.19%	0.00%
\$125,001 - \$175,000	29	26.61%	101.30%	100.39%	101.69%	101.43%	98.60%
\$175,001 - \$225,000	22	20.18%	99.34%	0.00%	99.27%	99.30%	100.58%
\$225,001 - \$325,000	17	15.60%	100.97%	97.25%	100.69%	101.76%	100.19%
\$325,001 and up	11	10.09%	98.08%	0.00%	0.00%	98.81%	96.14%
Average Sold/List Ratio		99.30%		95.39%	99.75%	99.99%	98.53%
Total Closed Units	109	100%	99.30%	11	57	32	9
Total Closed Volume	20,752,470			1.13M	8.23M	8.68M	2.71M

# August 2021



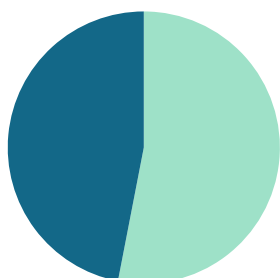
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

### INVENTORY

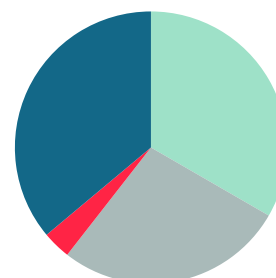


**Inventory**  
 New Listings  
**113 = 53.05%**  
 Start Inventory  
**100**  
 Total Inventory Units  
**213**  
 Volume  
**\$43,614,216**

### Market Activity

Closed Sales  
**109 = 33.33%**  
 Pending Sales  
**89 = 27.22%**  
 Other Off Market  
**11 = 3.36%**  
 Active Inventory  
**118 = 36.09%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	83	109	31.33%	562	686	22.06%
Pending Sales	105	89	-15.24%	641	727	13.42%
New Listings	103	113	9.71%	747	825	10.44%
Average List Price	163,764	191,847	17.15%	161,638	178,432	10.39%
Average Sale Price	159,157	190,390	19.62%	157,283	177,755	13.02%
Average Percent of Selling Price to List Price	96.52%	99.28%	2.85%	96.88%	99.14%	2.34%
Average Days on Market to Sale	34.13	14.29	-58.12%	34.99	17.24	-50.72%
Monthly Inventory	118	118	0.00%	118	118	0.00%
Months Supply of Inventory	1.70	1.37	-19.19%	1.70	1.37	-19.19%

**Absorption:** Last 12 months, an Average of **86** Sales/Month

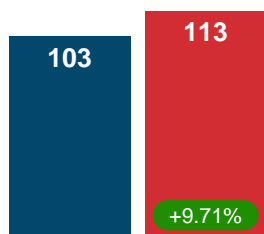
**Inventory** on August 31, 2021 = **118**

**2020** **2021**

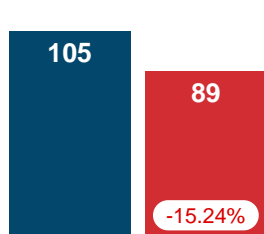
### AUGUST MARKET

### AVERAGE PRICES

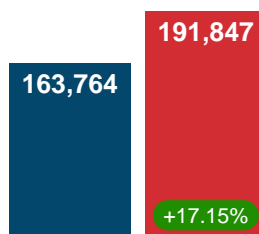
#### New Listings



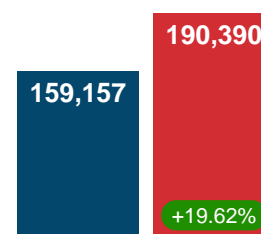
#### Pending Listings



#### List Price



#### Sale Price



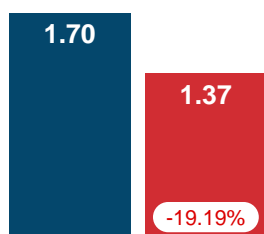
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

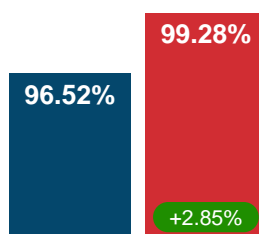
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

