

August 2021



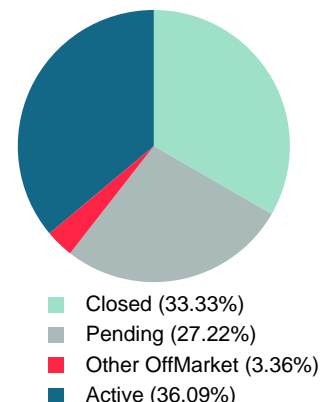
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	139,900	168,000	20.09%
Median Sale Price	136,500	170,000	24.54%
Median Percent of Selling Price to List Price	98.75%	100.00%	1.27%
Median Days on Market to Sale	17.00	6.00	-64.71%
End of Month Inventory	118	118	0.00%
Months Supply of Inventory	1.70	1.37	-19.19%



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.

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 **24.54%** in August 2021 to \$170,000 versus the previous year at \$136,500.

Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 11.00 days or **64.71%** in August 2021 compared to last year's same month at **17.00** 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 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.

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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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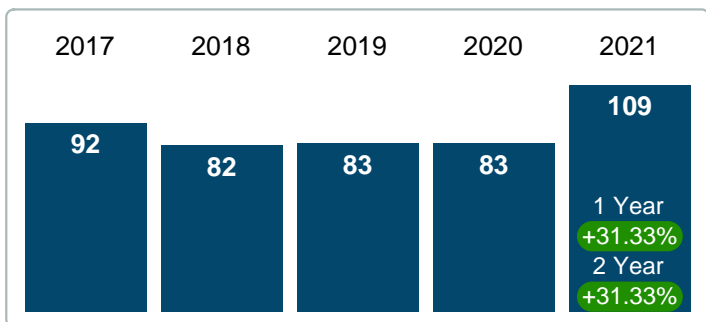
Area Delimited by County Of Washington - Residential Property Type



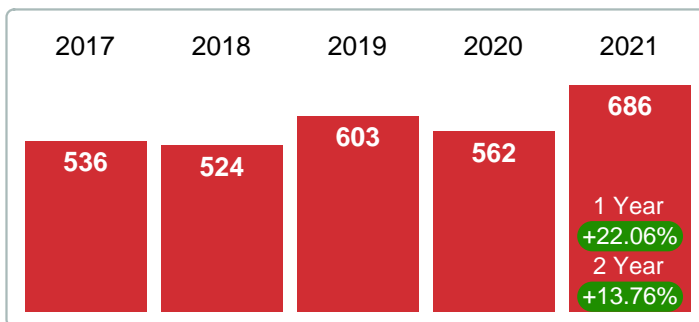
CLOSED LISTINGS

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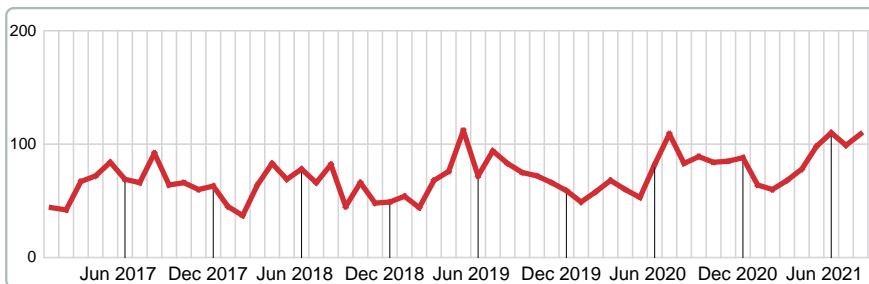
AUGUST



YEAR TO DATE (YTD)

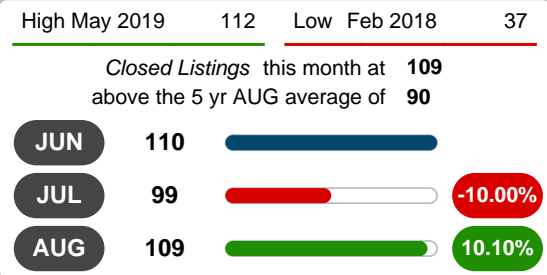


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 90



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	3.67%	5.0	0	3	1	0
\$50,001 - \$100,000	19	17.43%	15.0	6	12	1	0
\$100,001 - \$125,000	7	6.42%	6.0	1	5	1	0
\$125,001 - \$175,000	29	26.61%	3.0	3	19	5	2
\$175,001 - \$225,000	22	20.18%	7.0	0	14	7	1
\$225,001 - \$325,000	17	15.60%	5.0	1	4	9	3
\$325,001 and up	11	10.09%	8.0	0	0	8	3
Total Closed Units	109			11	57	32	9
Total Closed Volume	20,752,470	100%	6.0	1.13M	8.23M	8.68M	2.71M
Median Closed Price	\$170,000			\$80,000	\$146,600	\$237,500	\$279,000

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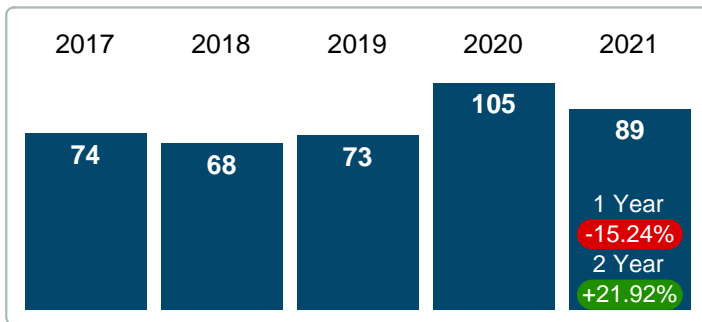
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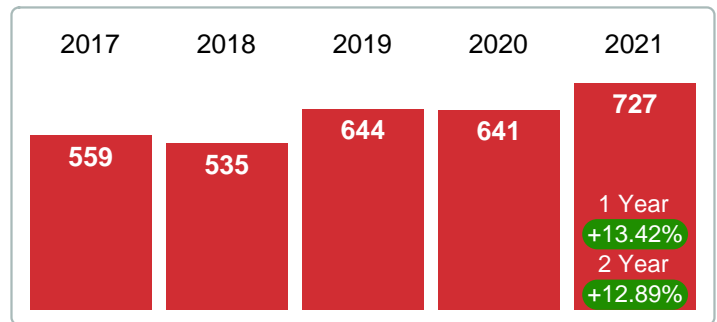
PENDING LISTINGS

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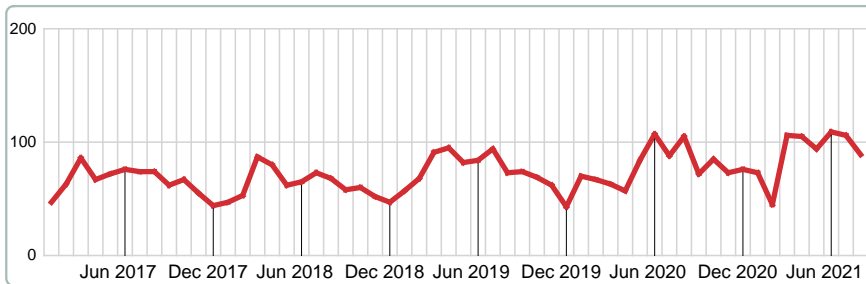
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

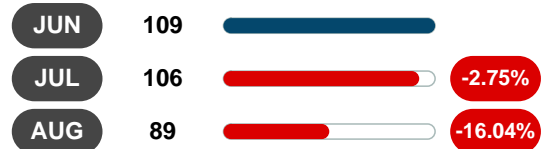


3 MONTHS

5 year AUG AVG = 82

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at **89**
above the 5 yr AUG average of **82**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	8.99%	45.0	2	5	1	0
\$75,001 - \$100,000	7	7.87%	2.0	2	5	0	0
\$100,001 - \$125,000	11	12.36%	6.0	0	9	2	0
\$125,001 - \$175,000	24	26.97%	11.0	1	19	4	0
\$175,001 - \$225,000	13	14.61%	6.0	0	7	6	0
\$225,001 - \$275,000	15	16.85%	6.0	1	4	10	0
\$275,001 and up	11	12.36%	6.0	1	2	5	3
Total Pending Units	89			7	51	28	3
Total Pending Volume	16,673,700	100%	8.0	960.50K	7.81M	6.28M	1.62M
Median Listing Price	\$164,900			\$92,000	\$149,000	\$227,000	\$585,000

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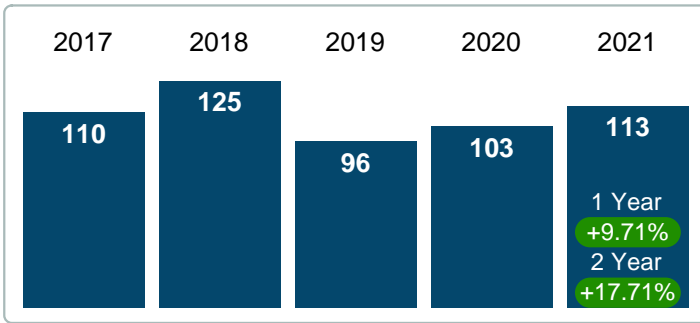
Area Delimited by County Of Washington - Residential Property Type



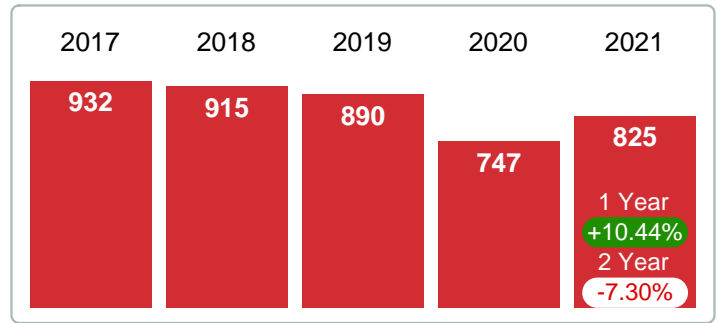
NEW LISTINGS

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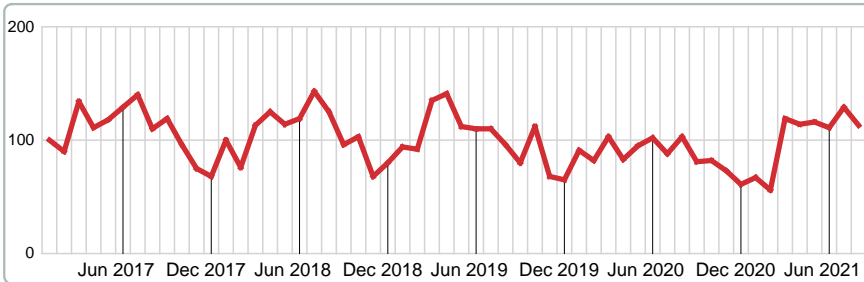
AUGUST



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
\$60,000 and less	12	10.62%	9	3	0	0
\$60,001 - \$90,000	12	10.62%	4	8	0	0
\$90,001 - \$120,000	14	12.39%	4	9	1	0
\$120,001 - \$190,000	33	29.20%	0	26	7	0
\$190,001 - \$240,000	16	14.16%	0	9	5	2
\$240,001 - \$300,000	15	13.27%	2	4	8	1
\$300,001 and up	11	9.73%	0	3	6	2
Total New Listed Units	113		19	62	27	5
Total New Listed Volume	20,835,748	100%	1.59M	9.84M	6.91M	2.50M
Median New Listed Listing Price	\$145,000		\$65,000	\$138,375	\$242,000	\$299,900

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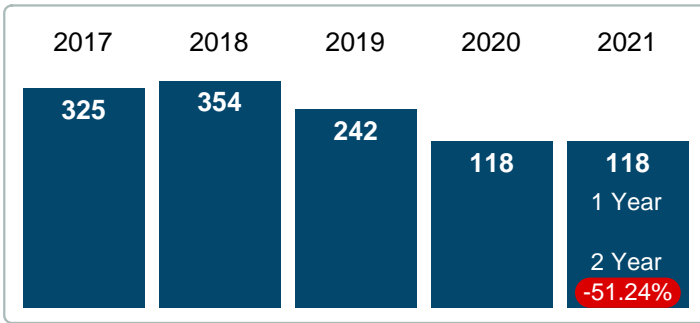
Area Delimited by County Of Washington - Residential Property Type



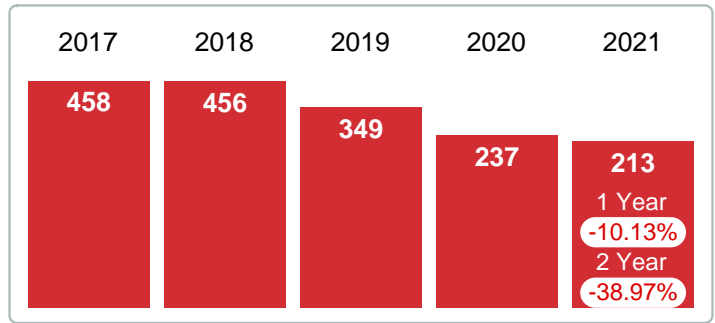
ACTIVE INVENTORY

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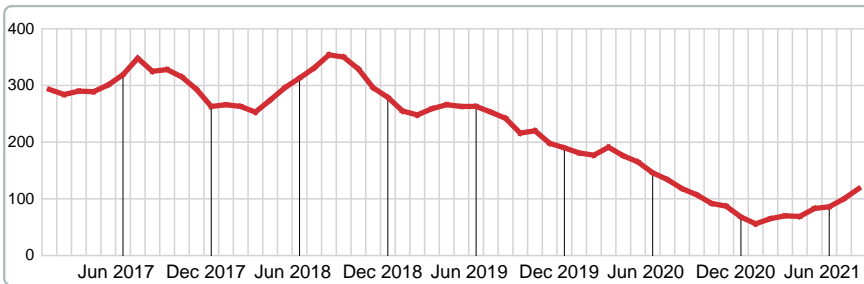
END OF AUGUST



ACTIVE DURING AUGUST

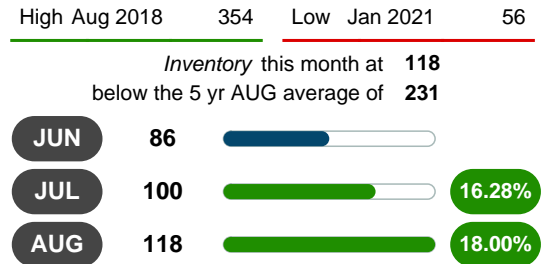


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 231



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	11	9.32%	40.0	4	6	1	0
\$40,001 - \$70,000	12	10.17%	14.0	10	2	0	0
\$70,001 - \$110,000	19	16.10%	27.0	5	12	2	0
\$110,001 - \$180,000	31	26.27%	22.0	1	23	7	0
\$180,001 - \$290,000	18	15.25%	14.0	1	11	4	2
\$290,001 - \$450,000	16	13.56%	33.0	0	3	9	4
\$450,001 and up	11	9.32%	116.0	1	2	5	3
Total Active Inventory by Units	118			22	59	28	9
Total Active Inventory by Volume	25,583,016	100%	25.5	2.40M	9.77M	8.61M	4.80M
Median Active Inventory Listing Price	\$139,950			\$61,350	\$129,900	\$279,000	\$375,000

August 2021



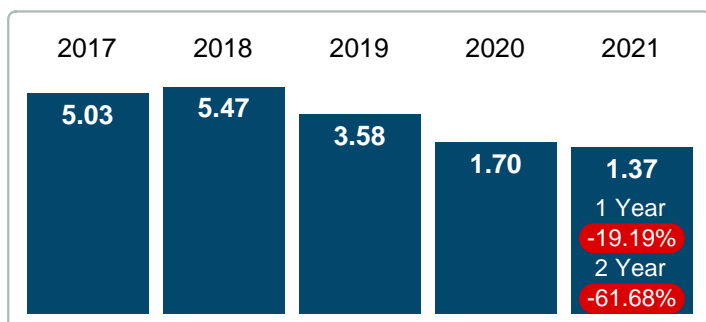
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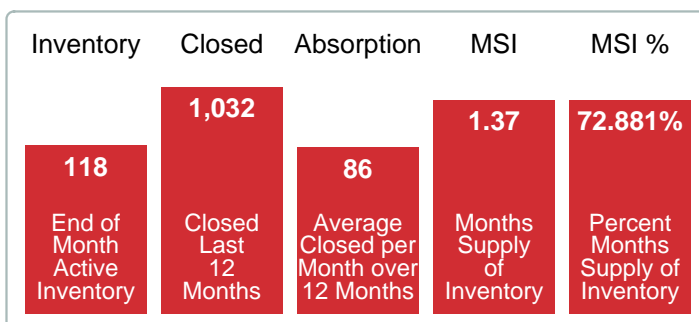
MONTHS SUPPLY of INVENTORY (MSI)

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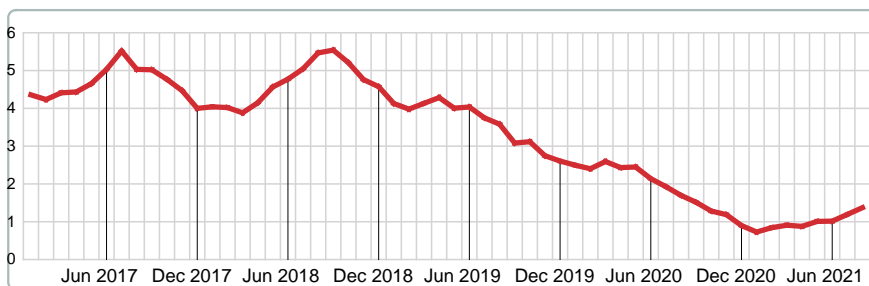
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021

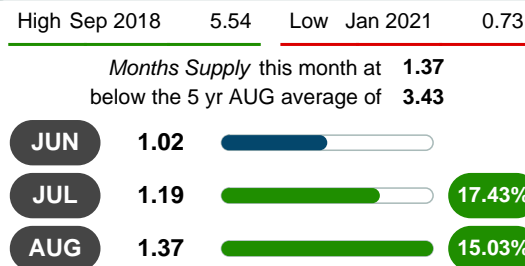


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 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)		1.37	1.94	1.23	1.24	2.20
	100%	1.37				
Total Active Inventory by Units		118	22	59	28	9

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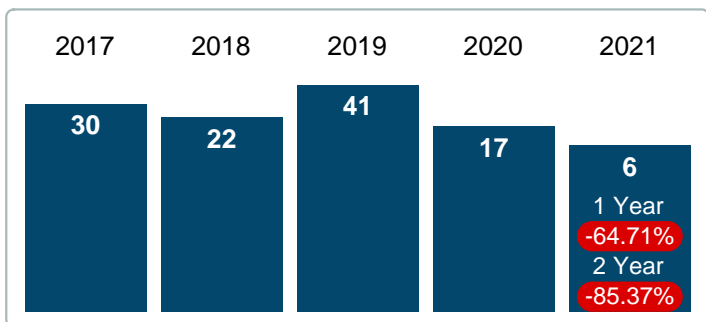
Area Delimited by County Of Washington - Residential Property Type



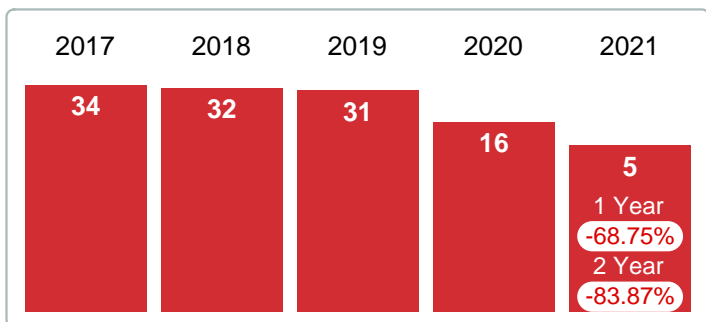
MEDIAN DAYS ON MARKET TO SALE

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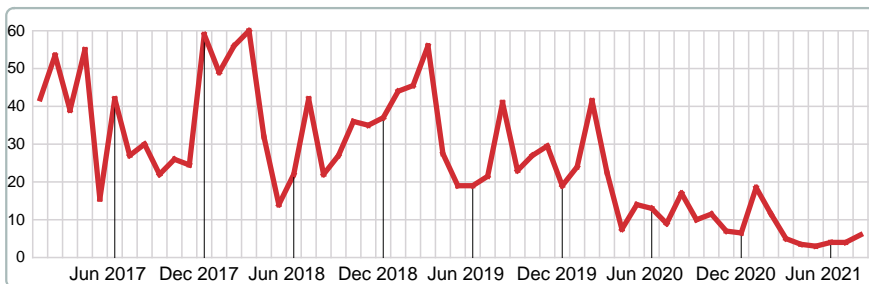
AUGUST



YEAR TO DATE (YTD)

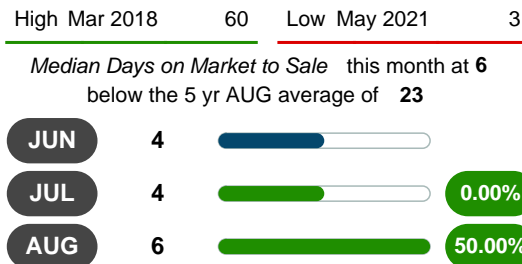


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 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	3.67%	5	0	3	7	0
\$50,001 - \$100,000	17.43%	15	22	8	33	0
\$100,001 - \$125,000	6.42%	6	38	3	14	0
\$125,001 - \$175,000	26.61%	3	6	3	2	7
\$175,001 - \$225,000	20.18%	7	0	7	16	11
\$225,001 - \$325,000	15.60%	5	45	3	5	8
\$325,001 and up	10.09%	8	0	0	12	5
Median Closed DOM		6	19	3	8	7
Total Closed Units	100%	109	11	57	32	9
Total Closed Volume		20,752,470	1.13M	8.23M	8.68M	2.71M

August 2021



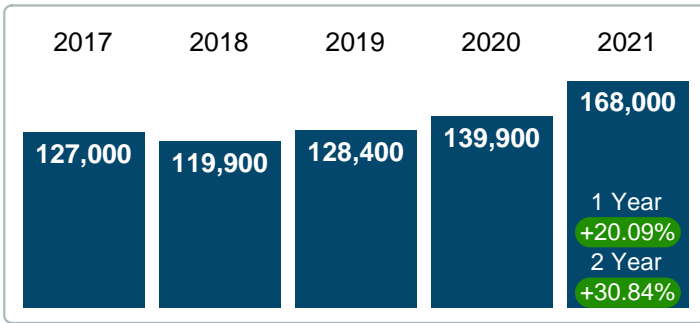
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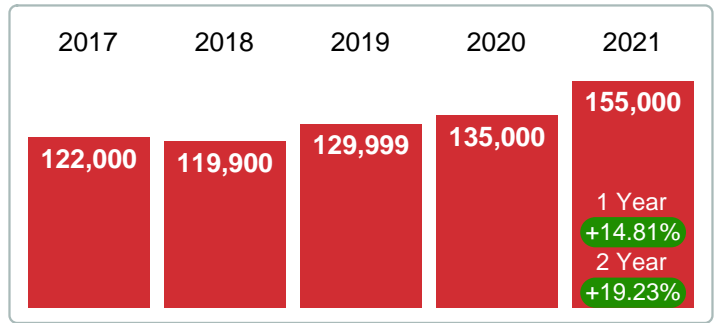
MEDIAN LIST PRICE AT CLOSING

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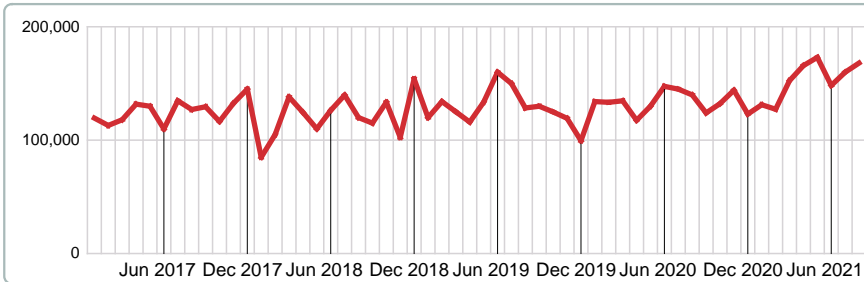
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

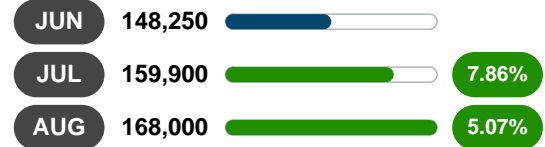


3 MONTHS

5 year AUG AVG = 136,640

High May 2021 173,000 Low Jan 2018 84,900

Median List Price at Closing this month at **168,000**
above the 5 yr AUG average of **136,640**



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	3.67%	41,500	0	44,000	39,000	0
\$50,001 - \$100,000	15.60%	71,500	69,750	79,000	0	0
\$100,001 - \$125,000	7.34%	111,750	117,500	111,750	105,000	0
\$125,001 - \$175,000	26.61%	149,900	130,000	149,900	149,900	172,450
\$175,001 - \$225,000	19.27%	189,900	0	189,900	189,900	190,900
\$225,001 - \$325,000	17.43%	250,000	255,000	250,000	250,000	284,900
\$325,001 and up	10.09%	390,000	0	0	389,500	415,000
Median List Price		168,000	75,000	145,000	242,804	284,900
Total Closed Units	109	100%	11	57	32	9
Total Closed Volume	20,911,322		1.17M	8.24M	8.73M	2.77M

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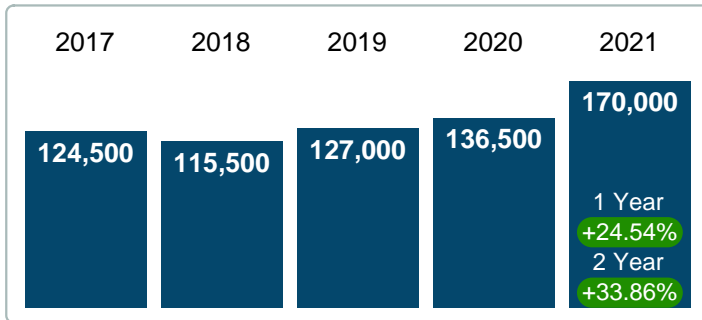
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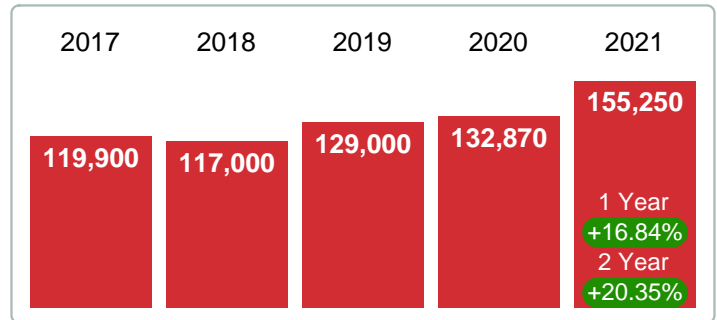
MEDIAN SOLD PRICE AT CLOSING

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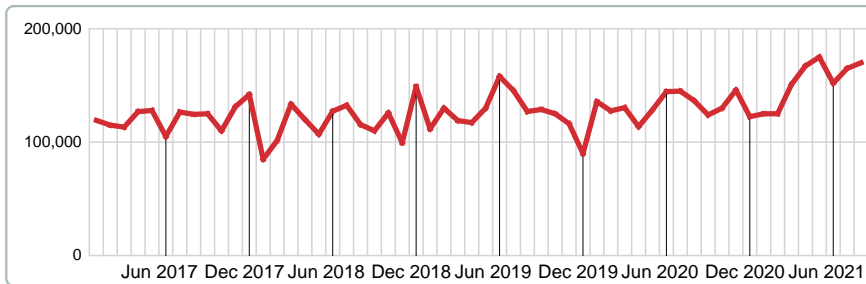
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

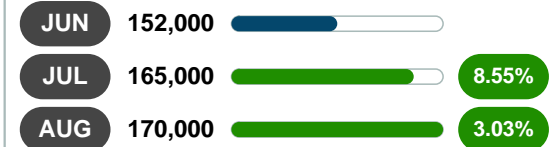


3 MONTHS

5 year AUG AVG = 134,700

High May 2021 175,000 Low Jan 2018 84,900

Median Sold Price at Closing this month at **170,000** above the 5 yr AUG average of **134,700**



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	4	3.67%	43,750	0	42,500	45,000	0
\$50,001 - \$100,000	19	17.43%	69,000	60,000	80,565	95,000	0
\$100,001 - \$125,000	7	6.42%	115,000	115,000	112,000	115,000	0
\$125,001 - \$175,000	29	26.61%	151,000	130,000	149,900	160,000	170,000
\$175,001 - \$225,000	22	20.18%	193,000	0	192,000	200,000	192,000
\$225,001 - \$325,000	17	15.60%	255,000	248,000	257,500	255,000	279,000
\$325,001 and up	11	10.09%	391,000	0	0	390,000	412,000
Median Sold Price			170,000	80,000	146,600	237,500	279,000
Total Closed Units		100%	170,000	11	57	32	9
Total Closed Volume			20,752,470	1.13M	8.23M	8.68M	2.71M

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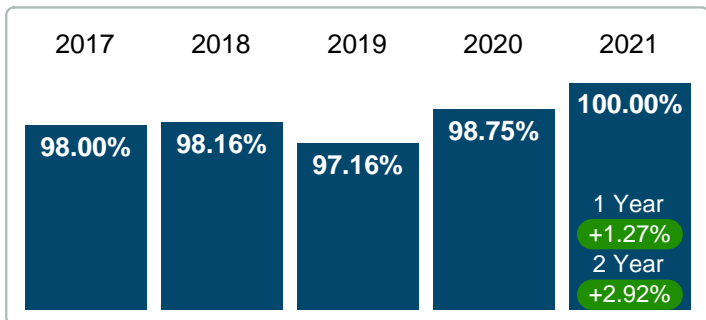
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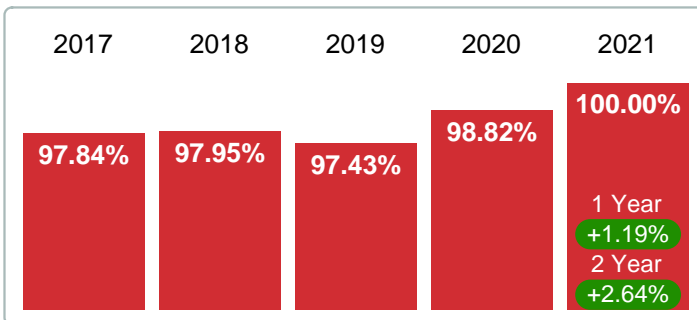
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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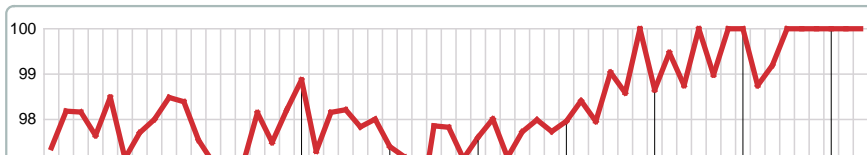
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 98.41%

High Aug 2021 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr AUG average of **98.41%**

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	4	3.67%	98.30%	0.00%	96.59%	115.38%	0.00%
\$50,001 - \$100,000	19	17.43%	95.33%	91.10%	96.96%	90.48%	0.00%
\$100,001 - \$125,000	7	6.42%	98.68%	97.87%	100.00%	85.19%	0.00%
\$125,001 - \$175,000	29	26.61%	100.74%	100.00%	101.62%	101.40%	98.60%
\$175,001 - \$225,000	22	20.18%	100.00%	0.00%	100.00%	100.00%	100.58%
\$225,001 - \$325,000	17	15.60%	100.04%	97.25%	100.42%	100.40%	100.04%
\$325,001 and up	11	10.09%	99.06%	0.00%	0.00%	99.53%	95.43%
Median Sold/List Ratio		100.00%		97.33%	100.00%	100.00%	99.28%
Total Closed Units		109	100%	11	57	32	9
Total Closed Volume		20,752,470		1.13M	8.23M	8.68M	2.71M

August 2021



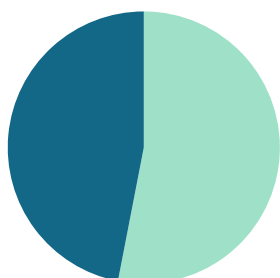
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY



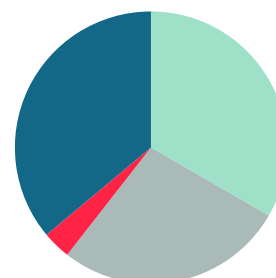
Inventory

- 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%
Median List Price	139,900	168,000	20.09%	135,000	155,000	14.81%
Median Sale Price	136,500	170,000	24.54%	132,870	155,250	16.84%
Median Percent of Selling Price to List Price	98.75%	100.00%	1.27%	98.82%	100.00%	1.19%
Median Days on Market to Sale	17.00	6.00	-64.71%	16.00	5.00	-68.75%
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

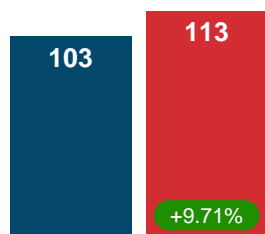
Inventory on August 31, 2021 = **118**

2020 **2021**

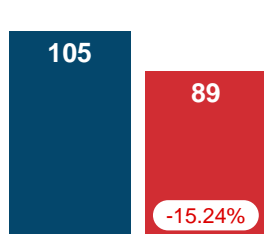
AUGUST MARKET

MEDIAN PRICES

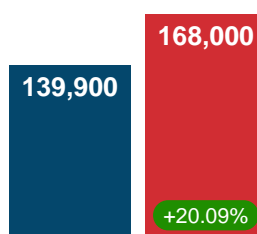
New Listings



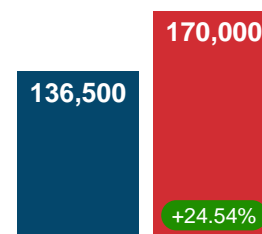
Pending Listings



List Price



Sale Price



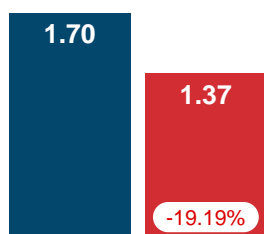
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

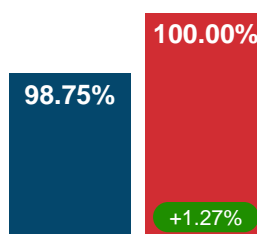
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

