

# July 2021



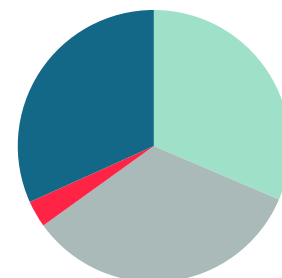
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	July 2021	+/-%
Closed Listings	109	99	-9.17%
Pending Listings	88	106	20.45%
New Listings	88	129	46.59%
Average List Price	168,586	183,400	8.79%
Average Sale Price	166,074	184,087	10.85%
Average Percent of Selling Price to List Price	97.58%	100.46%	2.95%
Average Days on Market to Sale	32.98	14.96	-54.64%
End of Month Inventory	134	100	-25.37%
Months Supply of Inventory	1.93	1.19	-38.13%



■ Closed (31.43%)  
■ Pending (33.65%)  
■ Other OffMarket (3.17%)  
■ Active (31.75%)

**Absorption:** Last 12 months, an Average of **84** Sales/Month  
**Active Inventory** as of July 31, 2021 = **100**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2021 decreased **25.37%** to 100 existing homes available for sale. Over the last 12 months this area has had an average of 84 closed sales per month. This represents an unsold inventory index of **1.19** 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 **10.85%** in July 2021 to \$184,087 versus the previous year at \$166,074.

#### Average Days on Market Shortens

The average number of **14.96** days that homes spent on the market before selling decreased by 18.02 days or **54.64%** in July 2021 compared to last year's same month at **32.98** DOM.

#### Sales Success for July 2021 is Positive

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

There were 129 New Listings in July 2021, up **46.59%** from last year at 88. Furthermore, there were 99 Closed Listings this month versus last year at 109, a **-9.17%** decrease.

Closed versus Listed trends yielded a **76.7%** ratio, down from previous year's, July 2020, at **123.9%**, a **38.04%** downswing. This will certainly create pressure on a decreasing Monthly 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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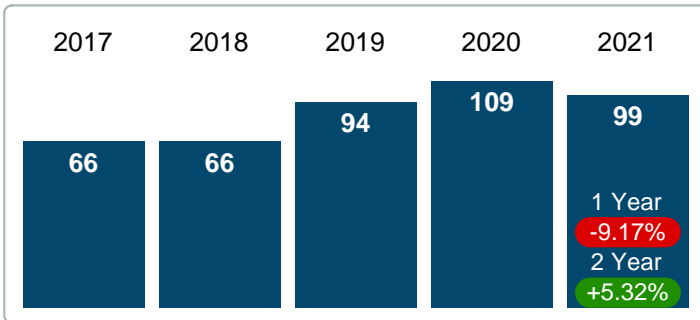
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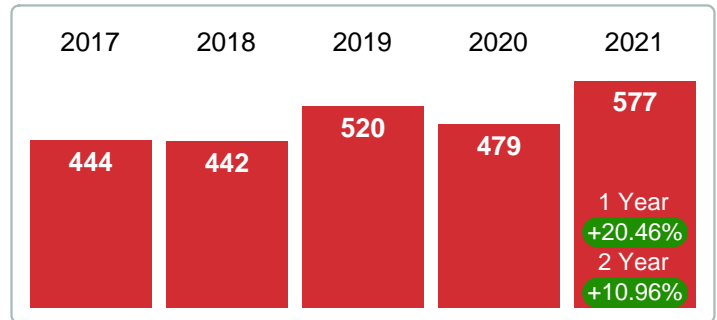
## CLOSED LISTINGS

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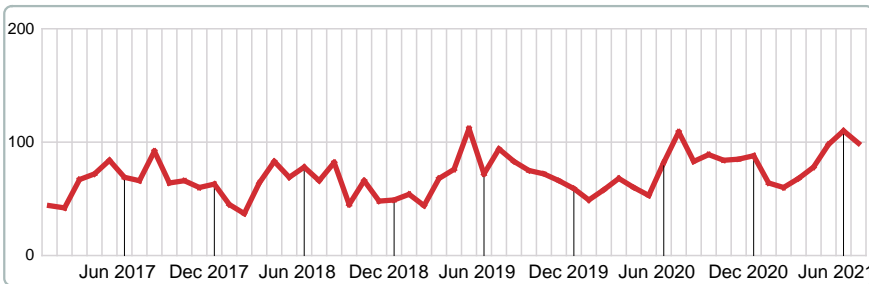
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 87

High May 2019 112 Low Feb 2018 37

Closed Listings this month at 99  
above the 5 yr JUL average of 87



### 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	5	5.05%	8.8	2	3	0	0
\$50,001 - \$75,000	11	11.11%	56.1	6	5	0	0
\$75,001 - \$125,000	17	17.17%	5.1	0	16	1	0
\$125,001 - \$175,000	22	22.22%	3.1	2	18	2	0
\$175,001 - \$250,000	19	19.19%	8.3	1	11	6	1
\$250,001 - \$325,000	15	15.15%	12.3	0	5	8	2
\$325,001 and up	10	10.10%	32.4	1	1	7	1
<b>Total Closed Units</b>	<b>99</b>			<b>12</b>	<b>59</b>	<b>24</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>18,224,570</b>	<b>100%</b>	<b>15.0</b>	<b>1.32M</b>	<b>8.80M</b>	<b>6.94M</b>	<b>1.16M</b>
<b>Average Closed Price</b>	<b>\$184,087</b>			<b>\$110,125</b>	<b>\$149,176</b>	<b>\$289,075</b>	<b>\$290,975</b>

# July 2021



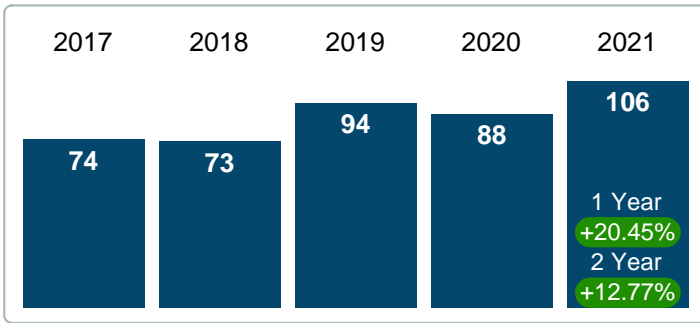
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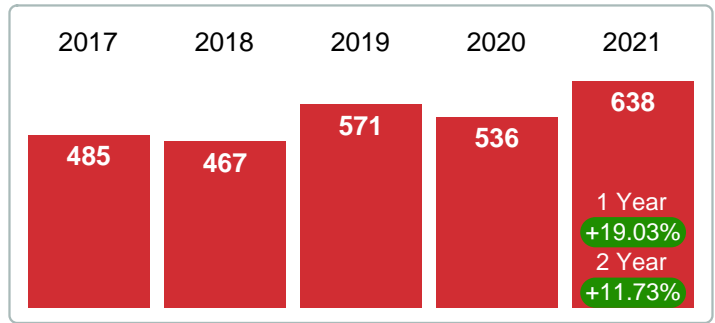
## PENDING LISTINGS

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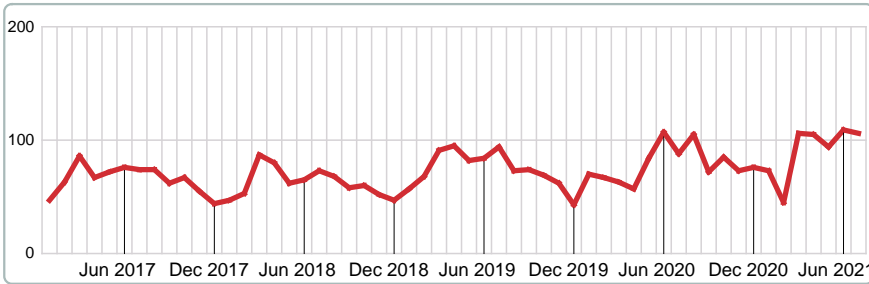
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 87

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at **106**  
above the 5 yr JUL average of **87**



### 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	12	11.32%	37.8	6	6	0	0
\$75,001 - \$100,000	5	4.72%	13.6	0	4	1	0
\$100,001 - \$125,000	10	9.43%	23.2	3	6	1	0
\$125,001 - \$175,000	32	30.19%	7.0	3	22	5	2
\$175,001 - \$250,000	25	23.58%	15.0	0	14	9	2
\$250,001 - \$350,000	10	9.43%	5.7	0	2	7	1
\$350,001 and up	12	11.32%	48.6	0	2	7	3
<b>Total Pending Units</b>	<b>106</b>			<b>12</b>	<b>56</b>	<b>30</b>	<b>8</b>
<b>Total Pending Volume</b>	<b>23,261,132</b>	<b>100%</b>	<b>19.0</b>	<b>1.18M</b>	<b>9.84M</b>	<b>9.76M</b>	<b>2.48M</b>
<b>Average Listing Price</b>	<b>\$220,106</b>			<b>\$97,950</b>	<b>\$175,784</b>	<b>\$325,480</b>	<b>\$309,675</b>

# July 2021



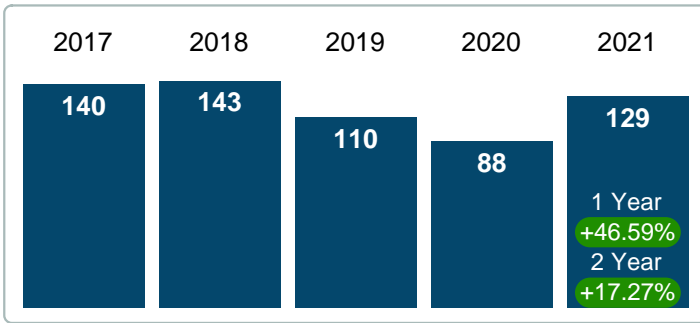
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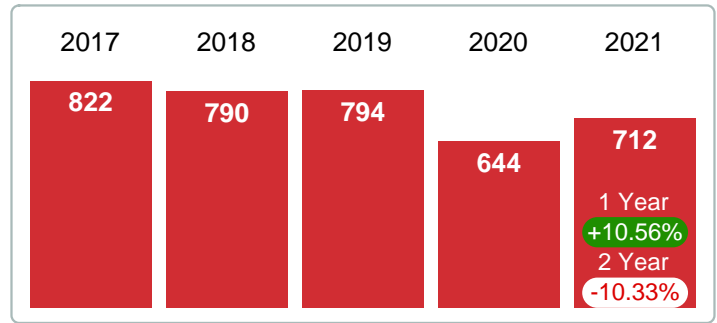
## NEW LISTINGS

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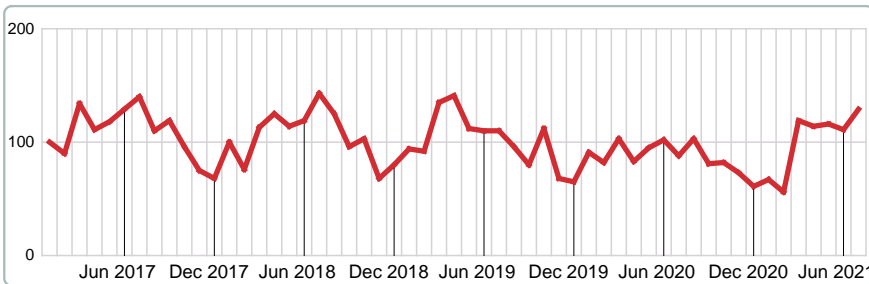
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 122

High Jul 2018 143 Low Feb 2021 56

New Listings this month at 129  
above the 5 yr JUL average of 122



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	13	10.08%	4	8	1	0
\$75,001 - \$125,000	19	14.73%	3	14	2	0
\$125,001 - \$125,000	0	0.00%	0	0	0	0
\$125,001 - \$175,000	46	35.66%	4	32	9	1
\$175,001 - \$225,000	19	14.73%	0	12	6	1
\$225,001 - \$325,000	18	13.95%	0	6	11	1
\$325,001 and up	14	10.85%	0	1	8	5
<b>Total New Listed Units</b>	<b>129</b>		<b>11</b>	<b>73</b>	<b>37</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>24,699,192</b>	<b>100%</b>	<b>1.18M</b>	<b>11.04M</b>	<b>9.20M</b>	<b>3.27M</b>
<b>Average New Listed Listing Price</b>	<b>\$185,988</b>		<b>\$107,691</b>	<b>\$151,297</b>	<b>\$248,708</b>	<b>\$408,463</b>

# July 2021



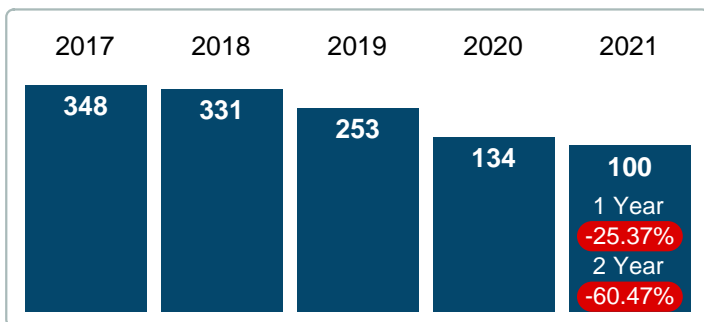
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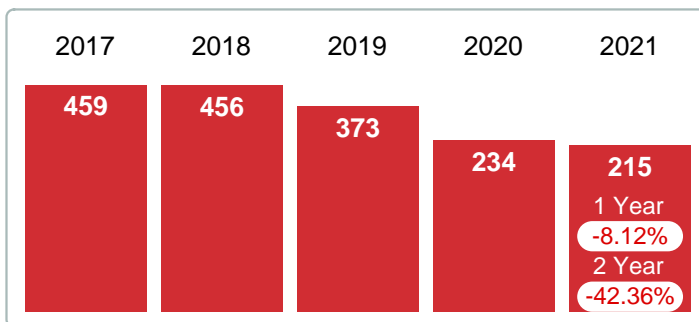
## ACTIVE INVENTORY

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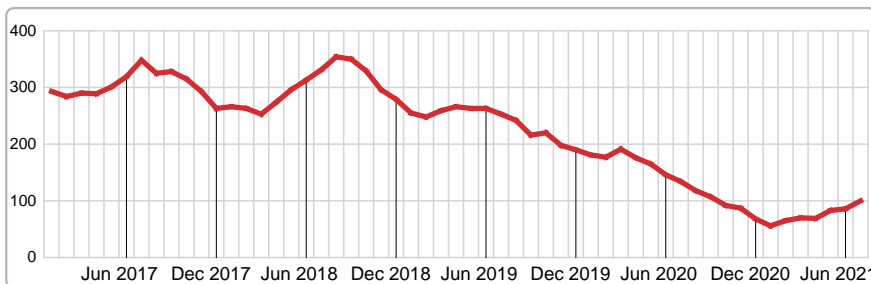
### END OF JULY



### ACTIVE DURING JULY

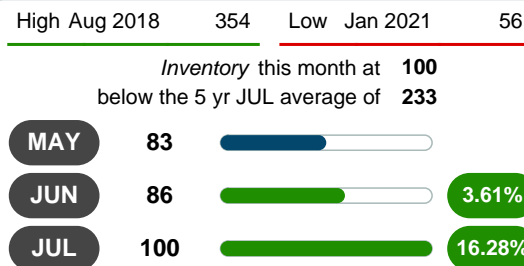


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 233



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	9.00%	80.2	3	5	1	0
\$50,001 - \$100,000	13	13.00%	52.5	3	9	1	0
\$100,001 - \$125,000	13	13.00%	24.5	1	10	2	0
\$125,001 - \$175,000	22	22.00%	18.2	1	16	5	0
\$175,001 - \$275,000	20	20.00%	26.6	1	8	11	0
\$275,001 - \$575,000	14	14.00%	51.7	0	2	9	3
\$575,001 and up	9	9.00%	68.1	1	2	2	4
<b>Total Active Inventory by Units</b>	<b>100</b>			<b>10</b>	<b>52</b>	<b>31</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>22,778,468</b>	<b>100%</b>	<b>39.9</b>	<b>1.77M</b>	<b>8.50M</b>	<b>8.58M</b>	<b>3.92M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$227,785</b>			<b>\$177,270</b>	<b>\$163,544</b>	<b>\$276,797</b>	<b>\$560,114</b>

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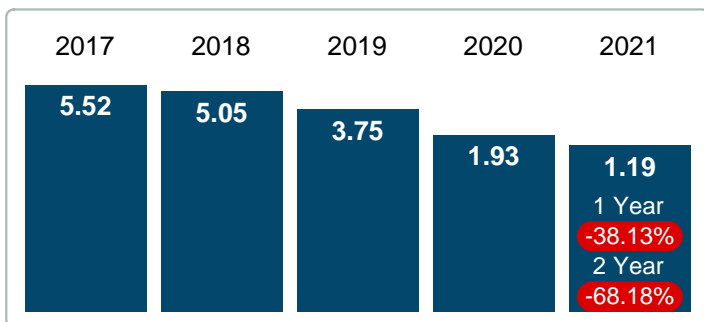
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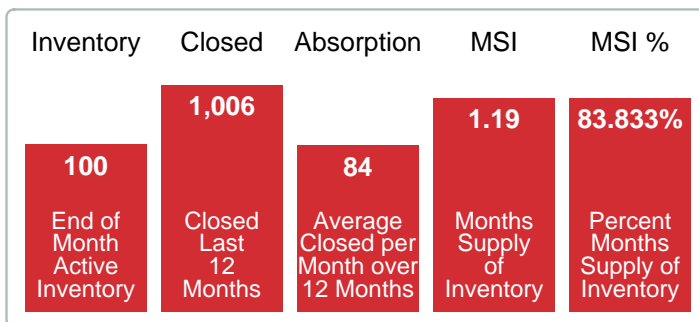
## MONTHS SUPPLY of INVENTORY (MSI)

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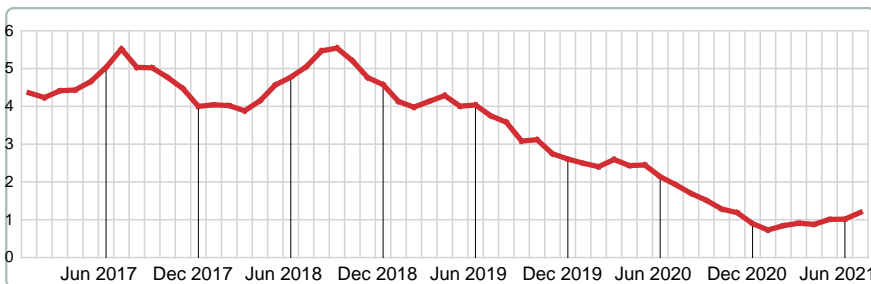
### MSI FOR JULY



### INDICATORS FOR JULY 2021



### 5 YEAR MARKET ACTIVITY TRENDS

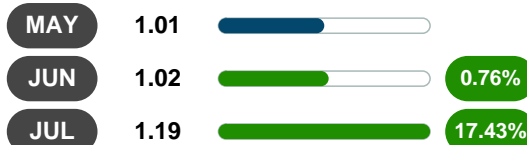


### 3 MONTHS

5 year JUL AVG = 3.49

High Sep 2018 5.54 Low Jan 2021 0.73

Months Supply this month at 1.19 below the 5 yr JUL average of 3.49



### 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
\$50,000 and less	9	9.00%	1.17	0.84	1.30	4.00	0.00
\$50,001 - \$100,000	13	13.00%	0.74	0.63	0.79	0.75	0.00
\$100,001 - \$125,000	13	13.00%	1.37	1.09	1.35	1.71	0.00
\$125,001 - \$175,000	22	22.00%	1.26	1.09	1.19	1.82	0.00
\$175,001 - \$275,000	20	20.00%	0.99	2.00	0.97	1.09	0.00
\$275,001 - \$575,000	14	14.00%	1.33	0.00	0.80	1.48	1.89
\$575,001 and up	9	9.00%	9.82	0.00	8.00	4.00	24.00
Market Supply of Inventory (MSI)			1.19	0.91	1.10	1.40	2.00
Total Active Inventory by Units		100%	1.19	10	52	31	7

# July 2021



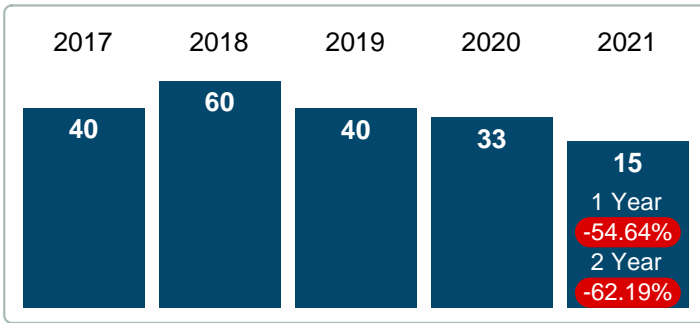
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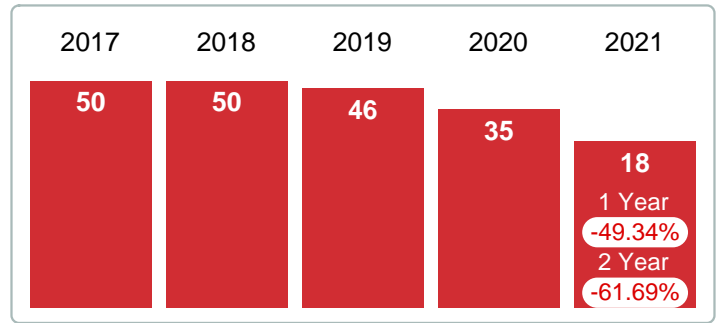
## AVERAGE DAYS ON MARKET TO SALE

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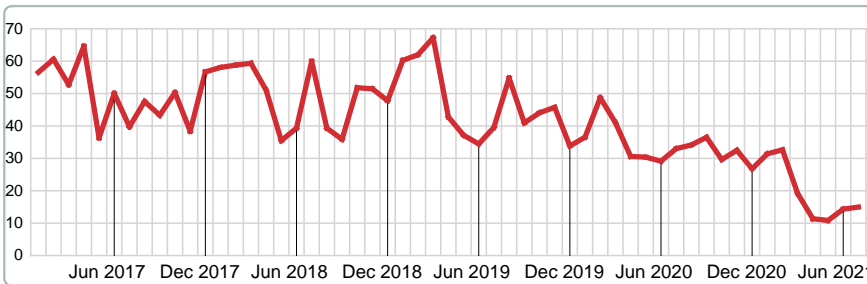
### JULY



### YEAR TO DATE (YTD)

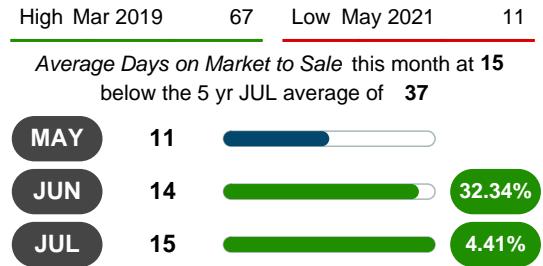


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 37



### 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	5.05%	9	2	14	0	0
\$50,001 - \$75,000	11.11%	56	94	11	0	0
\$75,001 - \$125,000	17.17%	5	0	5	1	0
\$125,001 - \$175,000	22.22%	3	2	3	2	0
\$175,001 - \$250,000	19.19%	8	1	9	9	1
\$250,001 - \$325,000	15.15%	12	0	13	13	9
\$325,001 and up	10.10%	32	9	1	41	28
Average Closed DOM		15	48	7	19	12
Total Closed Units	100%	15	12	59	24	4
Total Closed Volume		18,224,570	1.32M	8.80M	6.94M	1.16M

# July 2021



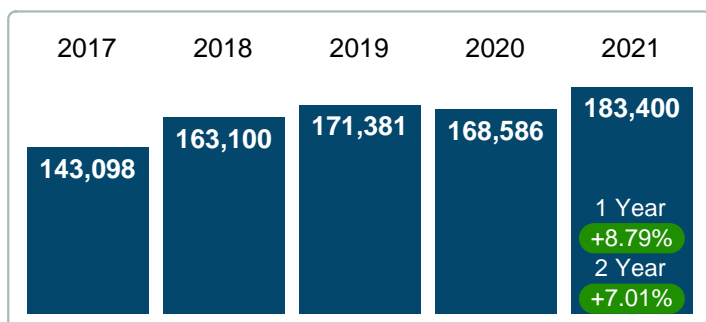
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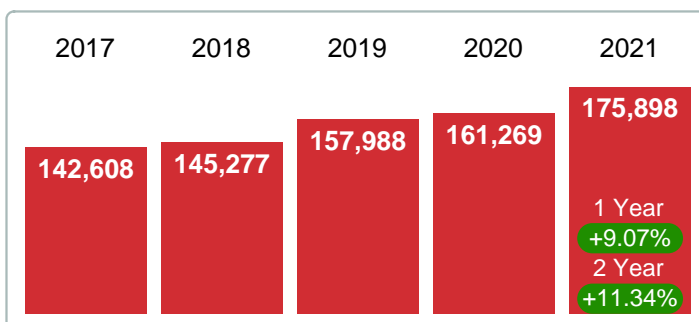
## AVERAGE LIST PRICE AT CLOSING

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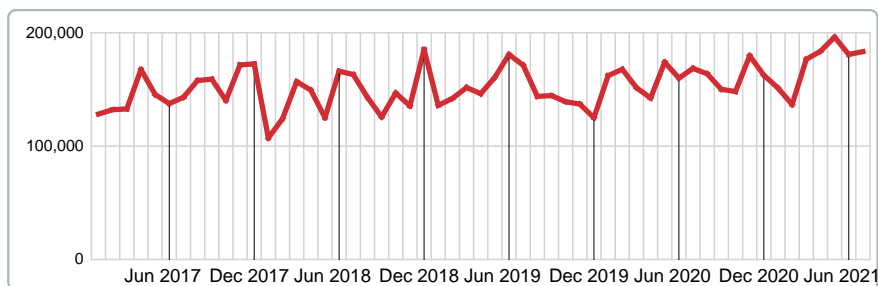
### JULY



### YEAR TO DATE (YTD)

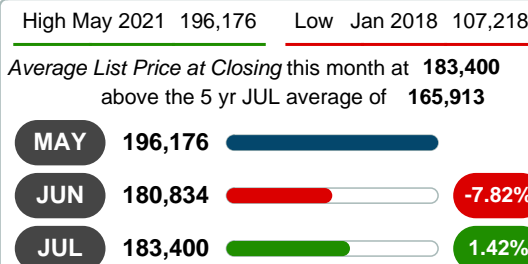


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 165,913



### 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	5.05%	39,400	37,500	45,333	0	0
\$50,001 - \$75,000	12.12%	65,300	62,467	64,560	0	0
\$75,001 - \$125,000	16.16%	98,581	0	98,113	99,900	0
\$125,001 - \$175,000	23.23%	152,213	134,750	151,456	154,900	0
\$175,001 - \$250,000	21.21%	217,129	180,000	212,082	210,467	220,000
\$250,001 - \$325,000	11.11%	295,709	0	278,780	295,488	281,950
\$325,001 and up	11.11%	389,573	400,000	345,000	405,414	372,500
<b>Average List Price</b>		<b>183,400</b>	<b>108,275</b>	<b>149,603</b>	<b>286,429</b>	<b>289,100</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>183,400</b>	<b>12</b>	<b>59</b>	<b>24</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>18,156,600</b>	<b>1.30M</b>	<b>8.83M</b>	<b>6.87M</b>	<b>1.16M</b>



# July 2021



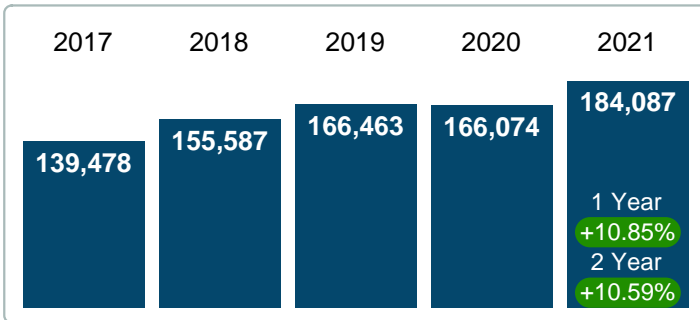
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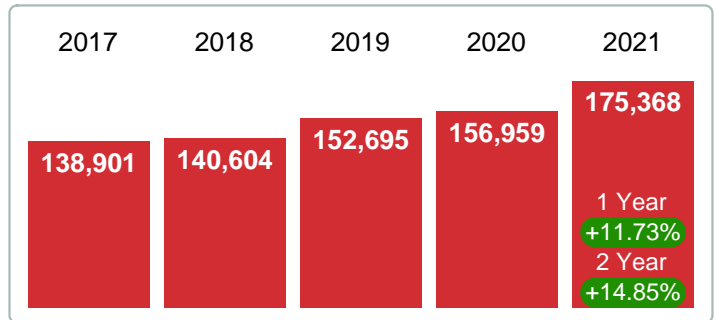
## AVERAGE SOLD PRICE AT CLOSING

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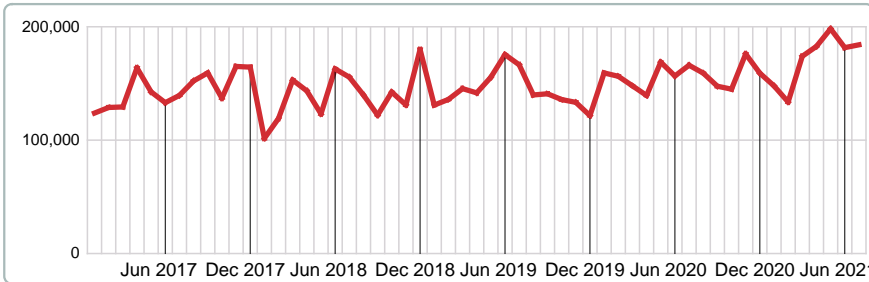
### JULY



### YEAR TO DATE (YTD)

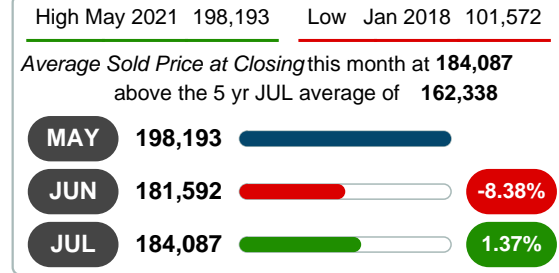


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 162,338



## 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	5.05%	38,400	37,500	39,000	0	0
\$50,001 - \$75,000	11.11%	62,818	64,000	61,400	0	0
\$75,001 - \$125,000	17.17%	97,810	0	97,361	105,000	0
\$125,001 - \$175,000	22.22%	153,773	142,500	154,278	160,500	0
\$175,001 - \$250,000	19.19%	211,626	180,000	212,827	213,300	220,000
\$250,001 - \$325,000	15.15%	287,833	0	271,300	299,638	281,950
\$325,001 and up	10.10%	395,740	397,500	345,000	404,986	380,000
<b>Average Sold Price</b>		<b>184,087</b>	<b>110,125</b>	<b>149,176</b>	<b>289,075</b>	<b>290,975</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>184,087</b>	<b>12</b>	<b>59</b>	<b>24</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>18,224,570</b>	<b>1.32M</b>	<b>8.80M</b>	<b>6.94M</b>	<b>1.16M</b>

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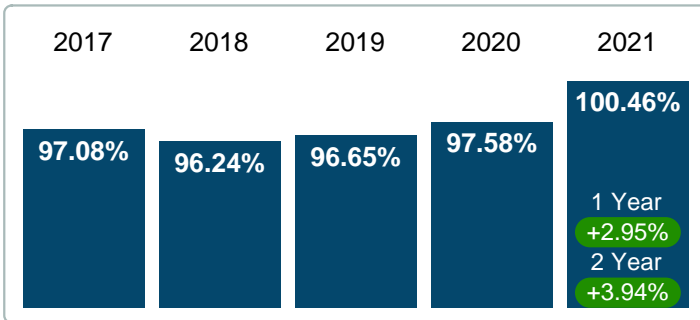
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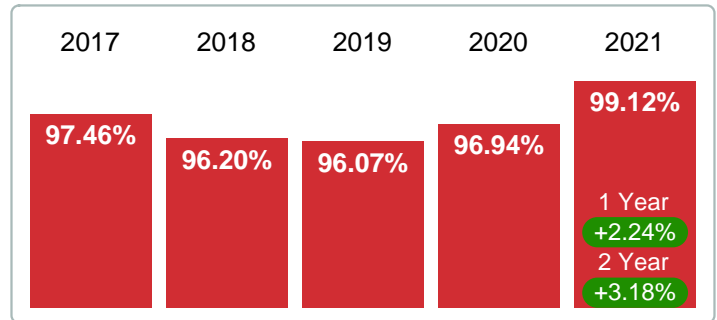
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

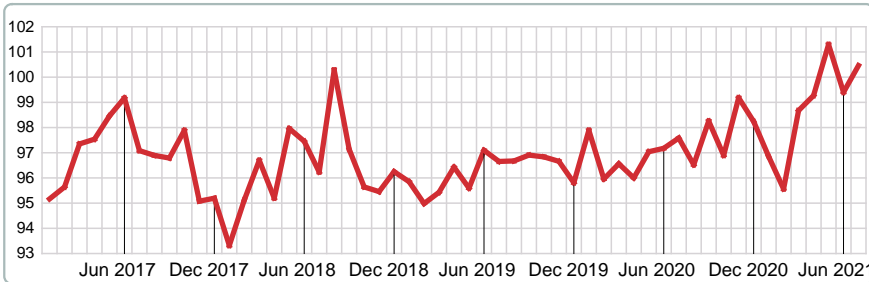
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

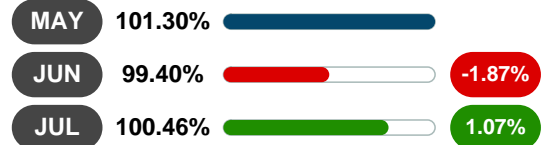


### 3 MONTHS

5 year JUL AVG = 97.60%

High May 2021 101.30% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **100.46%** above the 5 yr JUL average of **97.60%**



## 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	5	5.05%	92.59%	100.00%	87.65%	0.00%	0.00%
\$50,001 - \$75,000	11	11.11%	100.39%	104.54%	95.40%	0.00%	0.00%
\$75,001 - \$125,000	17	17.17%	100.00%	0.00%	99.68%	105.11%	0.00%
\$125,001 - \$175,000	22	22.22%	102.52%	106.77%	101.92%	103.61%	0.00%
\$175,001 - \$250,000	19	19.19%	100.75%	100.00%	100.57%	101.34%	100.00%
\$250,001 - \$325,000	15	15.15%	100.32%	0.00%	97.80%	101.98%	100.00%
\$325,001 and up	10	10.10%	100.40%	99.38%	100.00%	100.37%	102.01%
Average Sold/List Ratio		100.50%		103.35%	99.40%	101.62%	100.50%
Total Closed Units		99	100%	12	59	24	4
Total Closed Volume		18,224,570		1.32M	8.80M	6.94M	1.16M

# July 2021



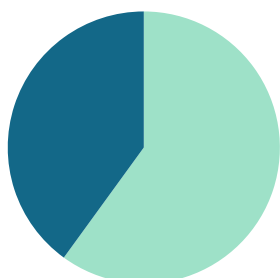
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

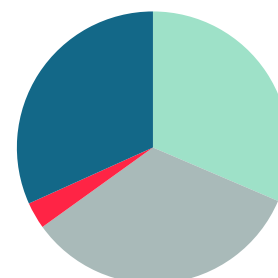


**Inventory**  
 New Listings  
**129 = 60.00%**  
 Start Inventory  
**86**  
 Total Inventory Units  
**215**  
 Volume  
**\$48,031,600**

### Market Activity

Closed Sales  
**99 = 31.43%**  
 Pending Sales  
**106 = 33.65%**  
 Other Off Market  
**10 = 3.17%**  
 Active Inventory  
**100 = 31.75%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	109	99	-9.17%	479	577	20.46%
Pending Sales	88	106	20.45%	536	638	19.03%
New Listings	88	129	46.59%	644	712	10.56%
Average List Price	168,586	183,400	8.79%	161,269	175,898	9.07%
Average Sale Price	166,074	184,087	10.85%	156,959	175,368	11.73%
Average Percent of Selling Price to List Price	97.58%	100.46%	2.95%	96.94%	99.12%	2.24%
Average Days on Market to Sale	32.98	14.96	-54.64%	35.14	17.80	-49.34%
Monthly Inventory	134	100	-25.37%	134	100	-25.37%
Months Supply of Inventory	1.93	1.19	-38.13%	1.93	1.19	-38.13%

**Absorption:** Last 12 months, an Average of **84** Sales/Month

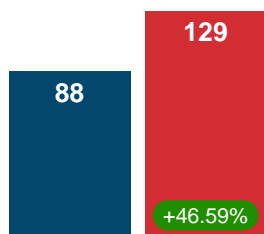
**Inventory** on July 31, 2021 = **100**

**2020** **2021**

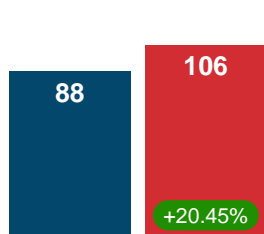
### JULY MARKET

### AVERAGE PRICES

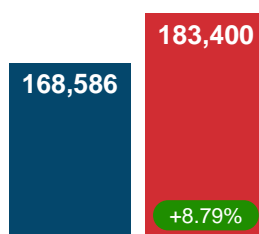
#### New Listings



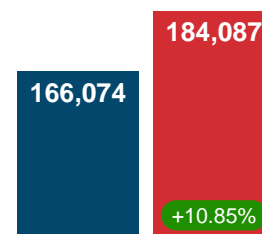
#### Pending Listings



#### List Price



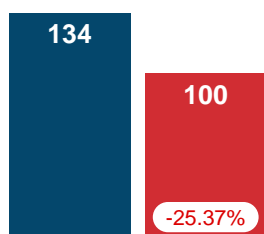
#### Sale Price



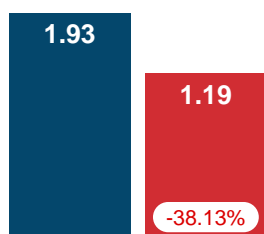
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

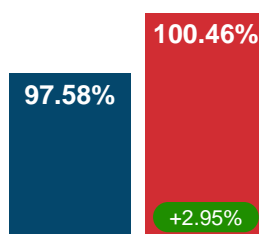
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

