

October 2021



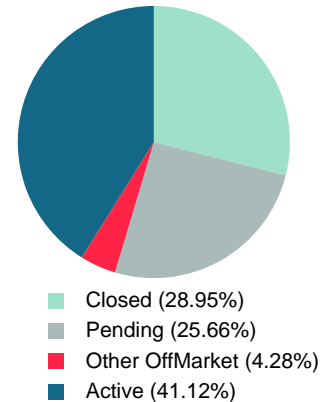
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	84	88	4.76%
Pending Listings	85	78	-8.24%
New Listings	82	105	28.05%
Average List Price	148,185	181,306	22.35%
Average Sale Price	144,963	179,850	24.07%
Average Percent of Selling Price to List Price	96.90%	98.83%	2.00%
Average Days on Market to Sale	29.63	14.49	-51.10%
End of Month Inventory	92	125	35.87%
Months Supply of Inventory	1.28	1.47	14.44%



Absorption: Last 12 months, an Average of **85** Sales/Month
Active Inventory as of October 31, 2021 = **125**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2021 rose **35.87%** to 125 existing homes available for sale. Over the last 12 months this area has had an average of 85 closed sales per month. This represents an unsold inventory index of **1.47** 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 **24.07%** in October 2021 to \$179,850 versus the previous year at \$144,963.

Average Days on Market Shortens

The average number of **14.49** days that homes spent on the market before selling decreased by 15.14 days or **51.10%** in October 2021 compared to last year's same month at **29.63** DOM.

Sales Success for October 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 105 New Listings in October 2021, up **28.05%** from last year at 82. Furthermore, there were 88 Closed Listings this month versus last year at 84, a **4.76%** increase.

Closed versus Listed trends yielded a **83.8%** ratio, down from previous year's, October 2020, at **102.4%**, a **18.19%** downswing. This will certainly create pressure on an increasing 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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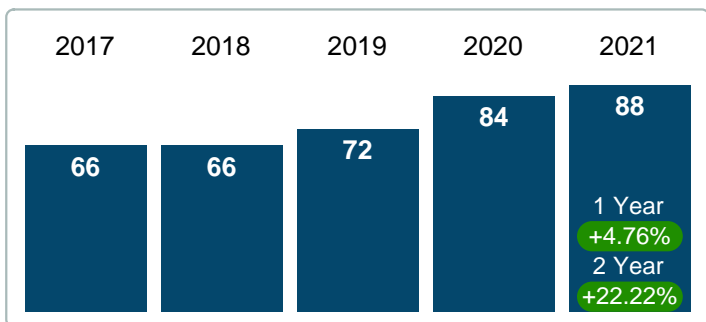
Area Delimited by County Of Washington - Residential Property Type



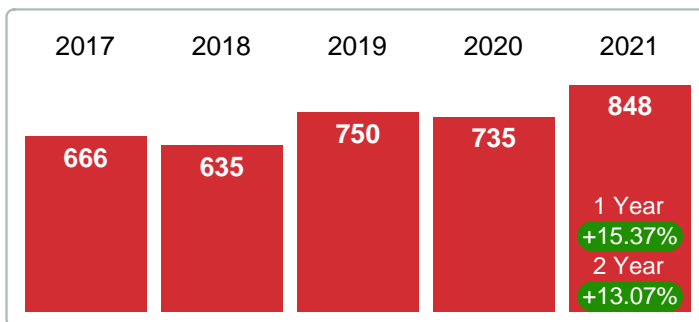
CLOSED LISTINGS

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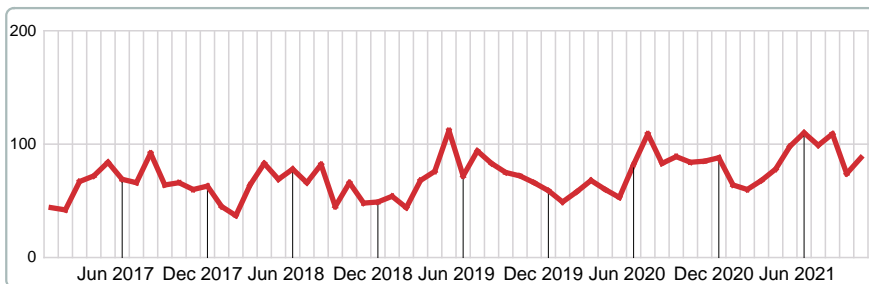
OCTOBER



YEAR TO DATE (YTD)

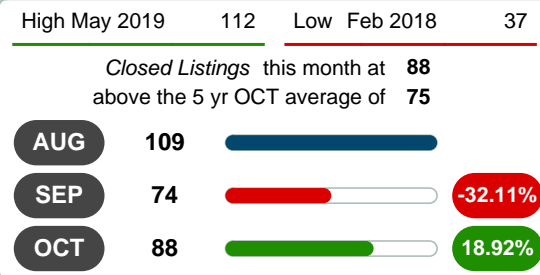


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 75



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	5.68%	25.8	4	1	0	0
\$50,001 - \$75,000	4	4.55%	26.3	2	2	0	0
\$75,001 - \$125,000	20	22.73%	11.7	3	14	3	0
\$125,001 - \$175,000	22	25.00%	18.6	1	19	2	0
\$175,001 - \$225,000	13	14.77%	5.0	0	5	8	0
\$225,001 - \$300,000	15	17.05%	7.5	1	5	9	0
\$300,001 and up	9	10.23%	24.6	0	2	5	2
Total Closed Units	88			11	48	27	2
Total Closed Volume	15,826,768	100%	14.5	912.40K	7.79M	6.38M	743.75K
Average Closed Price	\$179,850			\$82,945	\$162,255	\$236,385	\$371,875

October 2021



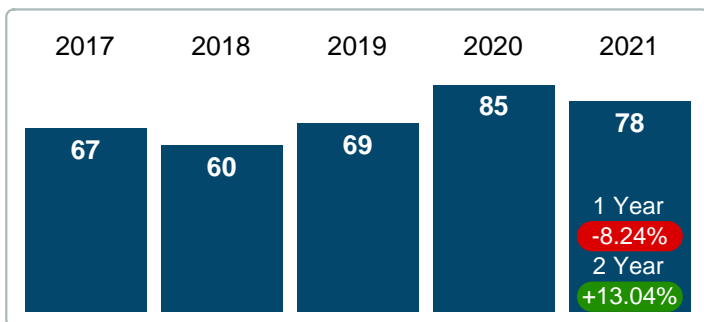
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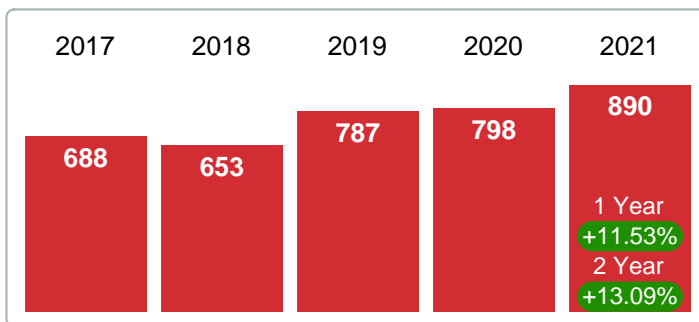
PENDING LISTINGS

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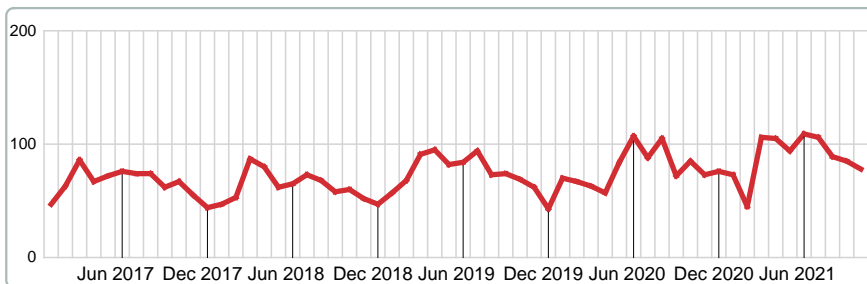
OCTOBER



YEAR TO DATE (YTD)

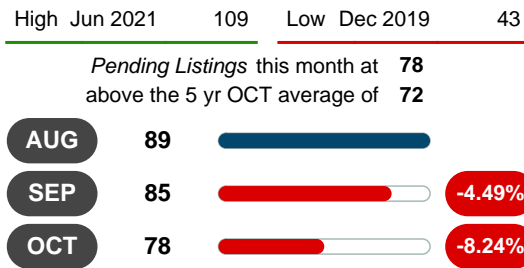


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 72



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.69%	25.5	5	1	0	0
\$50,001 - \$75,000	4	5.13%	13.5	2	2	0	0
\$75,001 - \$125,000	14	17.95%	39.3	2	9	3	0
\$125,001 - \$200,000	23	29.49%	18.4	2	17	4	0
\$200,001 - \$250,000	13	16.67%	16.3	0	10	2	1
\$250,001 - \$350,000	10	12.82%	19.2	0	4	6	0
\$350,001 and up	8	10.26%	36.8	0	2	6	0
Total Pending Units	78			11	45	21	1
Total Pending Volume	15,932,940	100%	24.1	765.29K	8.48M	6.45M	240.00K
Average Listing Price	\$206,662			\$69,572	\$188,417	\$307,089	\$240,000

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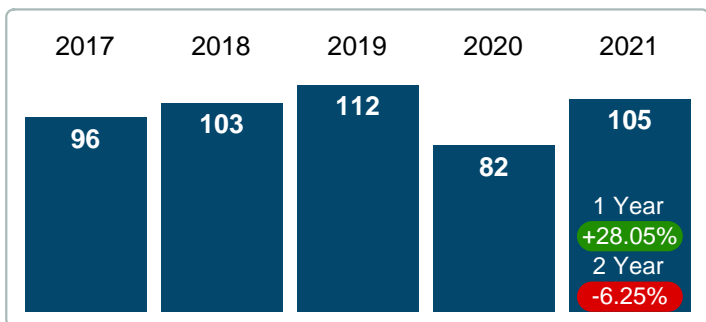
Area Delimited by County Of Washington - Residential Property Type



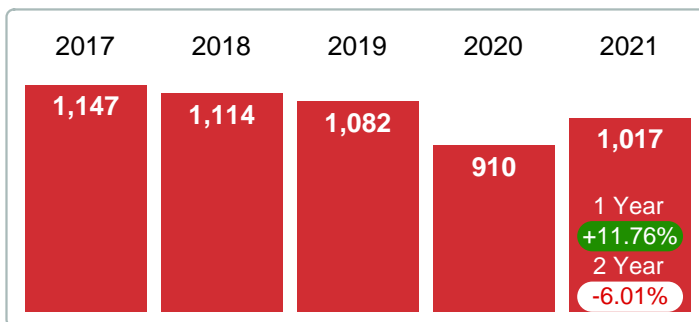
NEW LISTINGS

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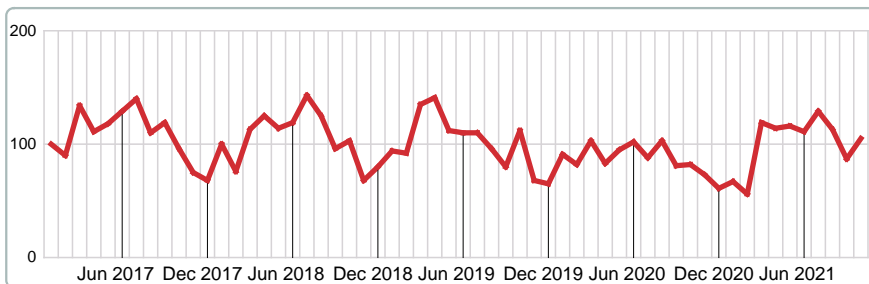
OCTOBER



YEAR TO DATE (YTD)

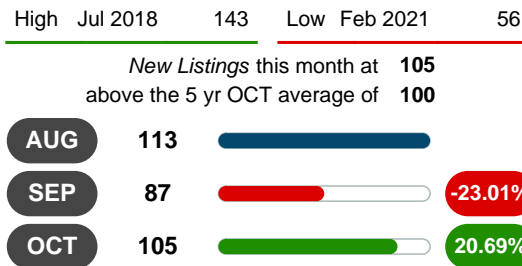


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 100



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	4	3.81%	3	1	0	0
\$50,001 - \$100,000	16	15.24%	6	7	3	0
\$100,001 - \$150,000	20	19.05%	3	15	2	0
\$150,001 - \$225,000	25	23.81%	1	20	4	0
\$225,001 - \$250,000	9	8.57%	0	5	4	0
\$250,001 - \$475,000	19	18.10%	0	5	13	1
\$475,001 and up	12	11.43%	4	5	3	0
Total New Listed Units	105		17	58	29	1
Total New Listed Volume	32,709,620	100%	7.56M	15.93M	8.87M	349.00K
Average New Listed Listing Price	\$184,991		\$444,518	\$274,691	\$305,923	\$349,000

October 2021



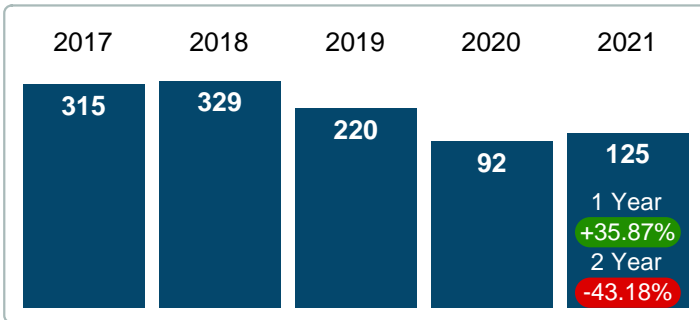
Area Delimited by County Of Washington - Residential Property Type



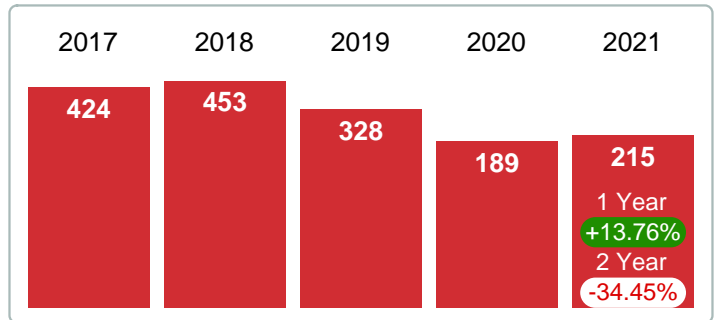
ACTIVE INVENTORY

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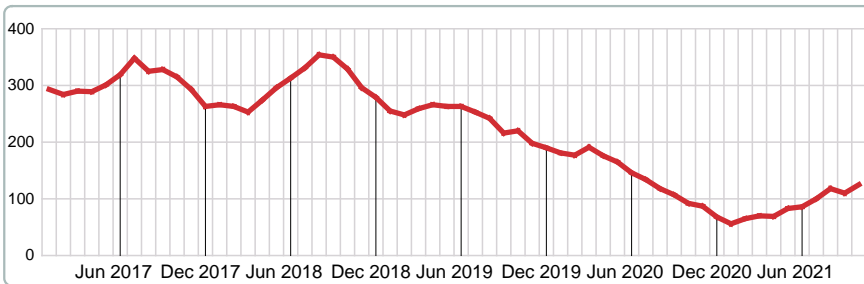
END OF OCTOBER



ACTIVE DURING OCTOBER

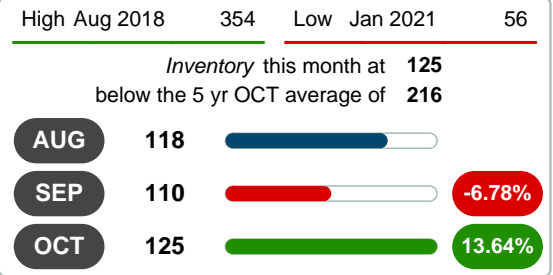


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 216



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	7.20%	85.3	4	5	0	0
\$50,001 - \$100,000	17	13.60%	53.6	9	7	1	0
\$100,001 - \$125,000	11	8.80%	40.3	1	6	3	1
\$125,001 - \$225,000	36	28.80%	33.3	2	27	7	0
\$225,001 - \$375,000	21	16.80%	23.3	0	8	12	1
\$375,001 - \$675,000	19	15.20%	86.9	0	5	13	1
\$675,001 and up	12	9.60%	35.5	4	4	2	2
Total Active Inventory by Units	125			20	62	38	5
Total Active Inventory by Volume	40,861,919	100%	47.1	7.65M	16.51M	13.32M	3.38M
Average Active Inventory Listing Price	\$326,895			\$382,585	\$266,336	\$350,432	\$676,200

October 2021



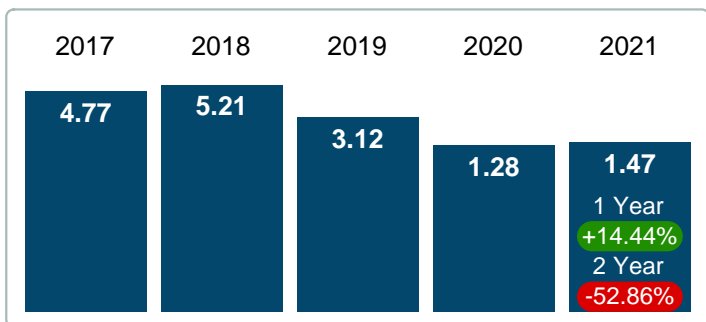
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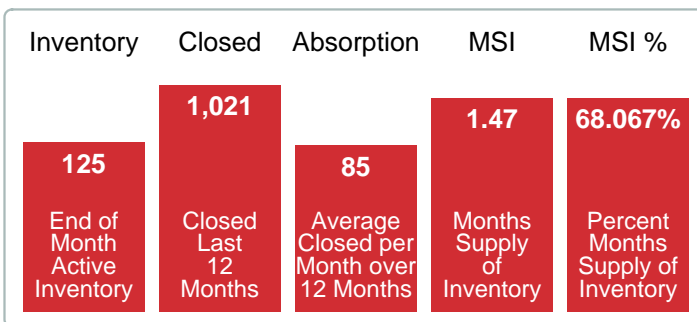
MONTHS SUPPLY of INVENTORY (MSI)

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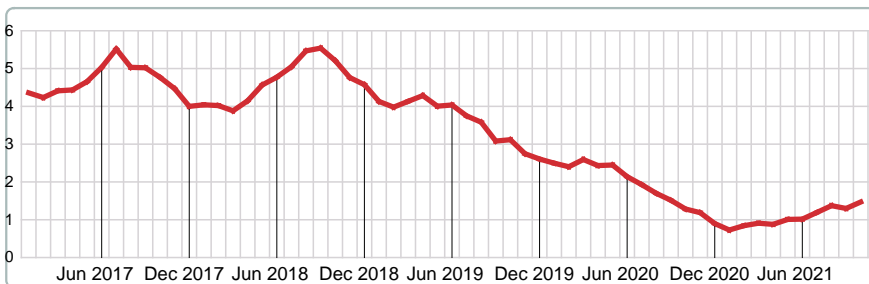
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3.17

High Sep 2018 5.54 Low Jan 2021 0.73

Months Supply this month at 1.47 below the 5 yr OCT average of 3.17



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	7.20%	1.42	1.41	1.58	0.00	0.00
\$50,001 - \$100,000	17	13.60%	1.00	1.93	0.63	0.92	0.00
\$100,001 - \$125,000	11	8.80%	1.32	1.00	0.95	3.00	0.00
\$125,001 - \$225,000	36	28.80%	1.14	1.33	1.26	0.93	0.00
\$225,001 - \$375,000	21	16.80%	1.19	0.00	1.55	1.14	0.60
\$375,001 - \$675,000	19	15.20%	5.56	0.00	8.57	7.80	0.92
\$675,001 and up	12	9.60%	16.00	0.00	16.00	6.00	12.00
Market Supply of Inventory (MSI)			1.47	1.94	1.29	1.70	1.18
Total Active Inventory by Units		100%	1.47	20	62	38	5

October 2021



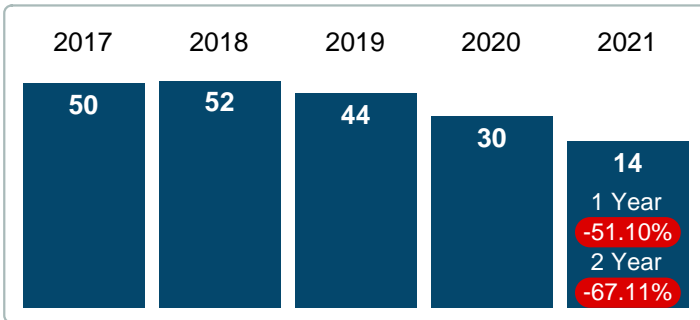
Area Delimited by County Of Washington - Residential Property Type



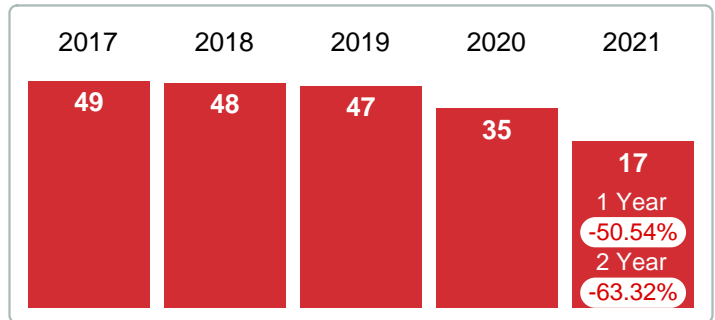
AVERAGE DAYS ON MARKET TO SALE

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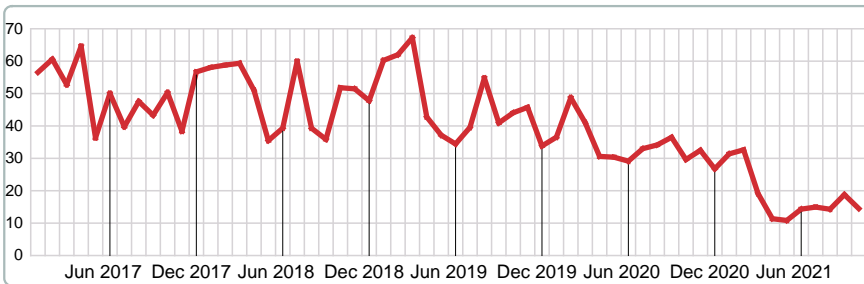
OCTOBER



YEAR TO DATE (YTD)

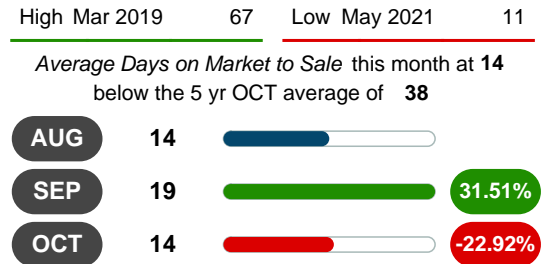


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 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	5.68%	26	21	45	0	0
\$50,001 - \$75,000	4.55%	26	30	23	0	0
\$75,001 - \$125,000	22.73%	12	16	10	16	0
\$125,001 - \$175,000	25.00%	19	3	20	13	0
\$175,001 - \$225,000	14.77%	5	0	4	6	0
\$225,001 - \$300,000	17.05%	8	3	7	9	0
\$300,001 and up	10.23%	25	0	23	19	41
Average Closed DOM		14	18	15	11	41
Total Closed Units	100%	14	11	48	27	2
Total Closed Volume		15,826,768	912.40K	7.79M	6.38M	743.75K

October 2021



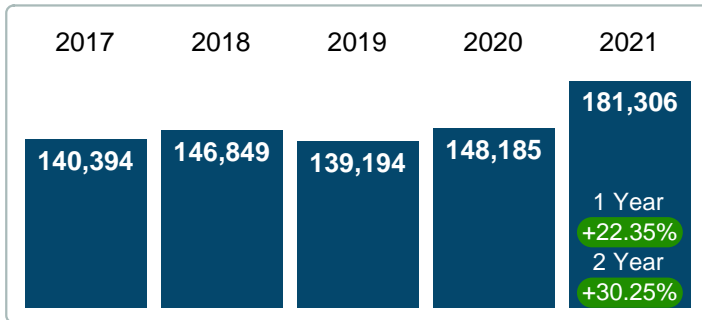
Area Delimited by County Of Washington - Residential Property Type



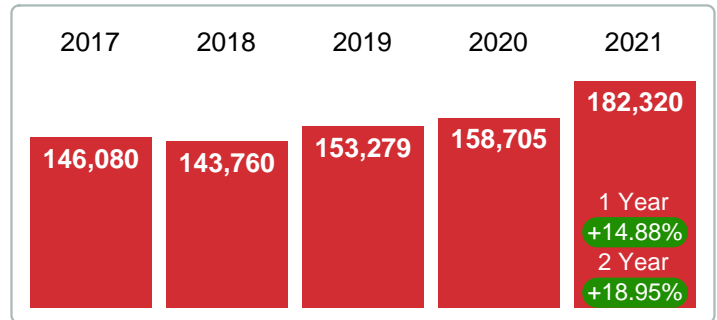
AVERAGE LIST PRICE AT CLOSING

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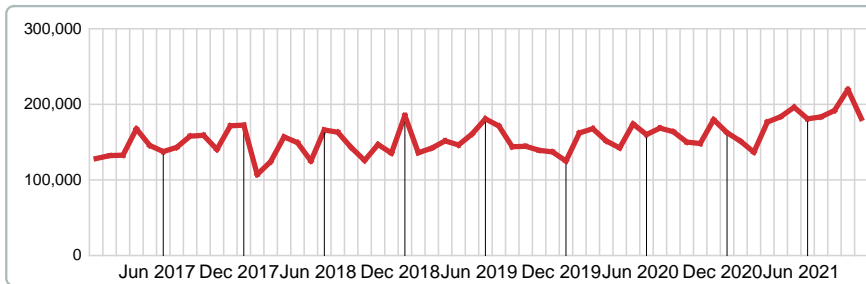
OCTOBER



YEAR TO DATE (YTD)

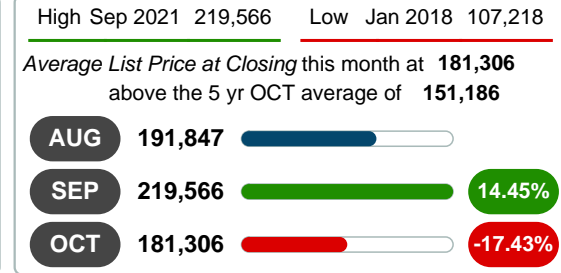


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 151,186



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	5.68%	35,660	34,600	39,900	0	0
\$50,001 - \$75,000	4.55%	68,450	69,450	67,450	0	0
\$75,001 - \$125,000	23.86%	98,357	94,667	94,836	109,633	0
\$125,001 - \$175,000	21.59%	149,400	134,500	150,374	164,450	0
\$175,001 - \$225,000	18.18%	202,138	0	200,180	206,413	0
\$225,001 - \$300,000	17.05%	252,967	249,900	233,980	255,533	0
\$300,001 and up	9.09%	446,250	0	616,000	346,280	453,250
Average List Price		181,306	85,973	161,717	234,826	453,250
Total Closed Units	100%	181,306	11	48	27	2
Total Closed Volume		15,954,900	945.70K	7.76M	6.34M	906.50K

October 2021



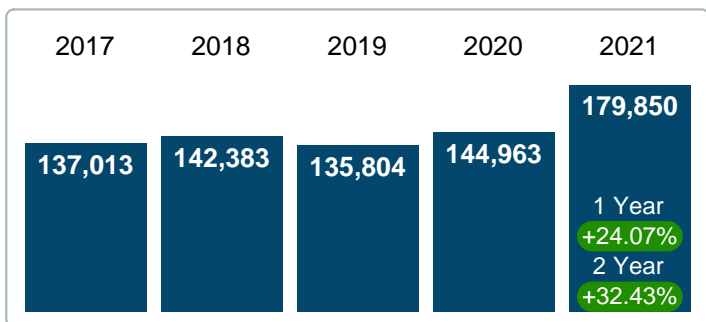
Area Delimited by County Of Washington - Residential Property Type



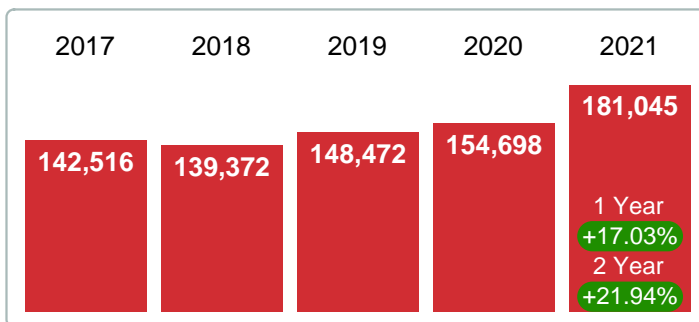
AVERAGE SOLD PRICE AT CLOSING

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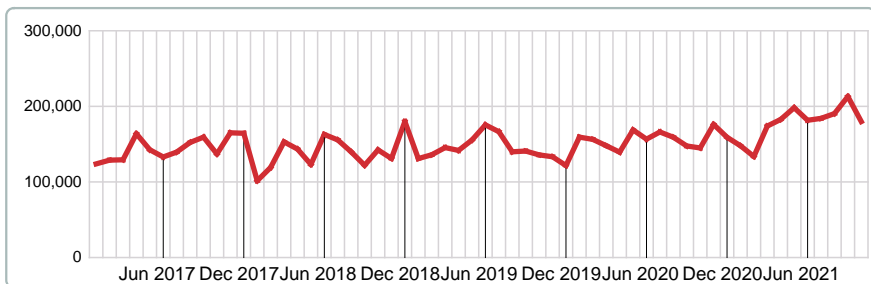
OCTOBER



YEAR TO DATE (YTD)

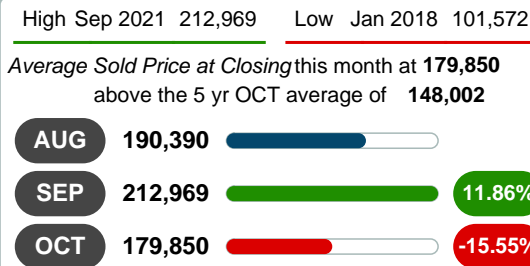


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 148,002



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	5.68%	31,600	31,750	31,000	0	0
\$50,001 - \$75,000	4.55%	64,950	64,950	64,950	0	0
\$75,001 - \$125,000	22.73%	96,722	88,333	96,031	108,333	0
\$125,001 - \$175,000	25.00%	149,671	130,500	149,224	163,500	0
\$175,001 - \$225,000	14.77%	204,654	0	200,600	207,188	0
\$225,001 - \$300,000	17.05%	252,902	260,000	236,925	260,989	0
\$300,001 and up	10.23%	414,194	0	630,000	344,800	371,875
Average Sold Price		179,850	82,945	162,255	236,385	371,875
Total Closed Units	100%	179,850	11	48	27	2
Total Closed Volume		15,826,768	912.40K	7.79M	6.38M	743.75K

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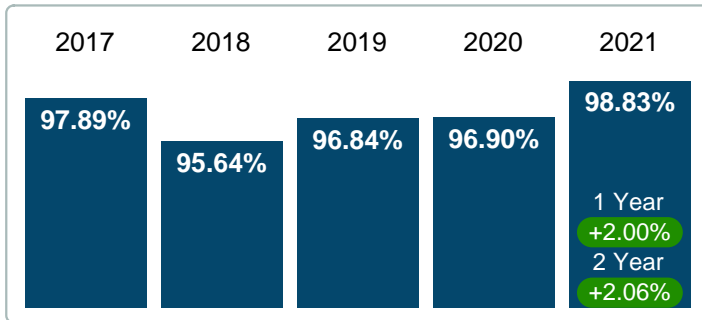
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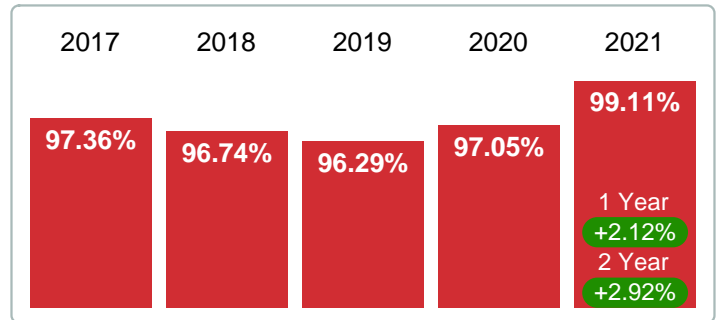
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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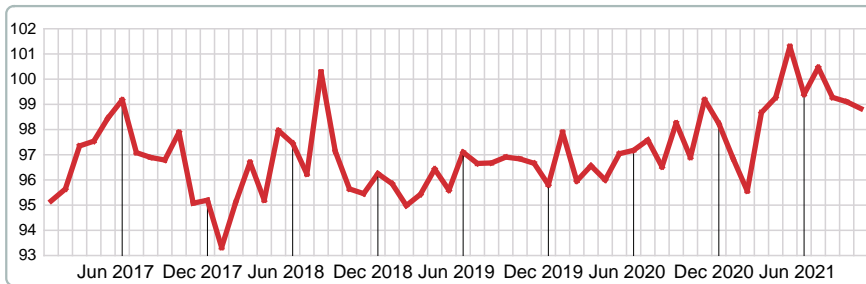
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

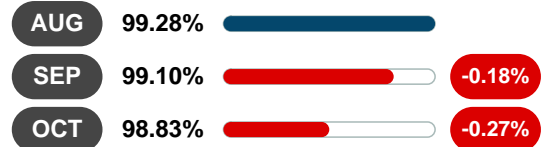


3 MONTHS

5 year OCT AVG = 97.22%

High May 2021 101.30% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **98.83%**
above the 5 yr OCT average of **97.22%**



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	5.68%	86.48%	88.68%	77.69%	0.00%	0.00%
\$50,001 - \$75,000	4	4.55%	94.82%	93.48%	96.15%	0.00%	0.00%
\$75,001 - \$125,000	20	22.73%	99.85%	93.60%	101.42%	98.75%	0.00%
\$125,001 - \$175,000	22	25.00%	99.37%	97.03%	99.46%	99.75%	0.00%
\$175,001 - \$225,000	13	14.77%	100.26%	0.00%	100.11%	100.35%	0.00%
\$225,001 - \$300,000	15	17.05%	101.98%	104.04%	101.30%	102.12%	0.00%
\$300,001 and up	9	10.23%	96.59%	0.00%	101.84%	99.80%	83.34%
Average Sold/List Ratio		98.80%		93.05%	99.80%	100.62%	83.34%
Total Closed Units		88	100%	11	48	27	2
Total Closed Volume		15,826,768		912.40K	7.79M	6.38M	743.75K

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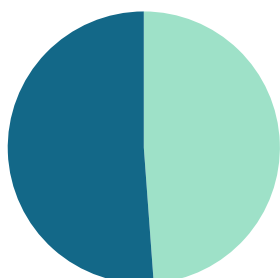
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY



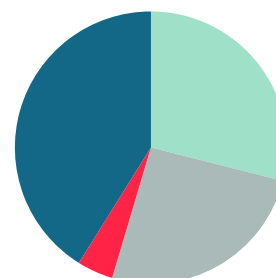
Inventory

- New Listings **105 = 48.84%**
- Start Inventory **110**
- Total Inventory Units **215**
- Volume **\$59,674,559**

Market Activity

- Closed Sales **88 = 28.95%**
- Pending Sales **78 = 25.66%**
- Other Off Market **13 = 4.28%**
- Active Inventory **125 = 41.12%**

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	84	88	4.76%	735	848	15.37%
Pending Sales	85	78	-8.24%	798	890	11.53%
New Listings	82	105	28.05%	910	1,017	11.76%
Average List Price	148,185	181,306	22.35%	158,705	182,320	14.88%
Average Sale Price	144,963	179,850	24.07%	154,698	181,045	17.03%
Average Percent of Selling Price to List Price	96.90%	98.83%	2.00%	97.05%	99.11%	2.12%
Average Days on Market to Sale	29.63	14.49	-51.10%	34.56	17.09	-50.54%
Monthly Inventory	92	125	35.87%	92	125	35.87%
Months Supply of Inventory	1.28	1.47	14.44%	1.28	1.47	14.44%

Absorption: Last 12 months, an Average of **85** Sales/Month

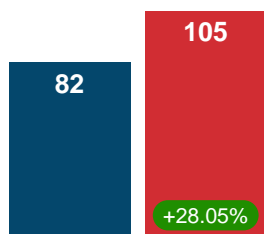
Inventory on October 31, 2021 = **125**

2020 **2021**

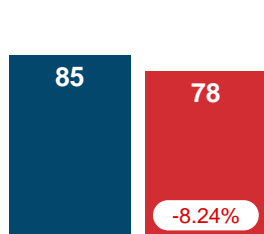
OCTOBER MARKET

AVERAGE PRICES

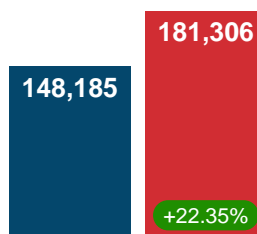
New Listings



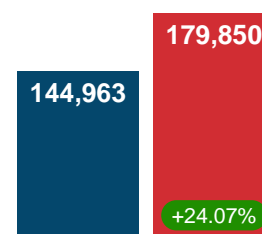
Pending Listings



List Price



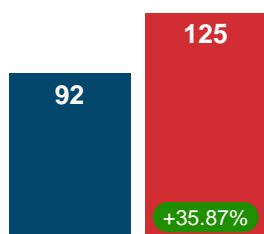
Sale Price



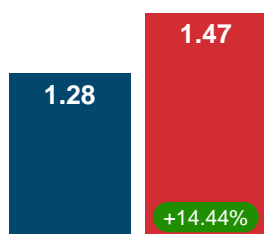
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

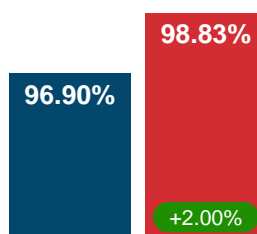
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

