

# October 2021



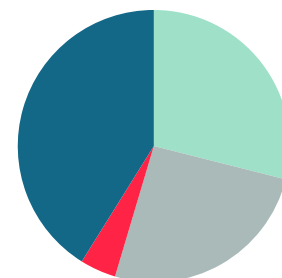
Area Delimited by County Of Washington - Residential Property Type



## 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%
Median List Price	132,200	164,750	24.62%
Median Sale Price	130,000	155,000	19.23%
Median Percent of Selling Price to List Price	98.98%	100.00%	1.03%
Median Days on Market to Sale	11.50	5.50	-52.17%
End of Month Inventory	92	125	35.87%
Months Supply of Inventory	1.28	1.47	14.44%



■ Closed (28.95%)  
■ Pending (25.66%)  
■ Other OffMarket (4.28%)  
■ Active (41.12%)

**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.

#### 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 **19.23%** in October 2021 to \$155,000 versus the previous year at \$130,000.

#### Median Days on Market Shortens

The median number of **5.50** days that homes spent on the market before selling decreased by 6.00 days or **52.17%** in October 2021 compared to last year's same month at **11.50** DOM.

#### Sales Success for October 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 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.

### 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

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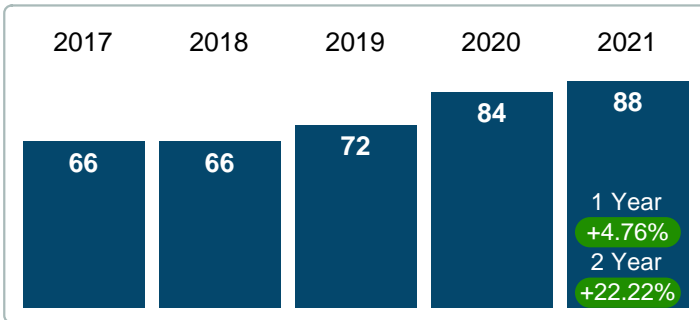
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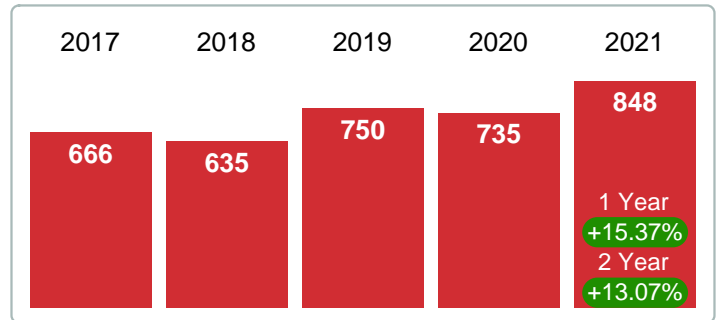
## CLOSED LISTINGS

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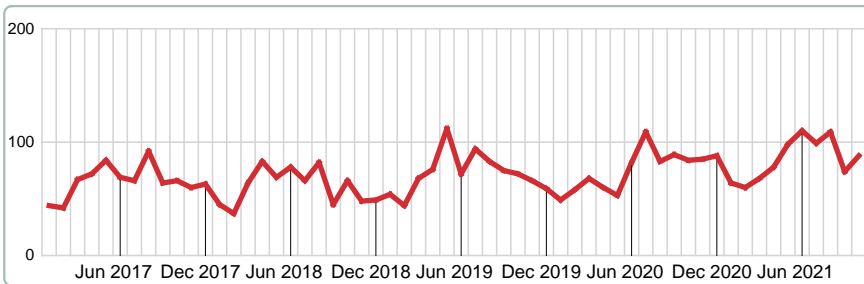
### OCTOBER



### YEAR TO DATE (YTD)

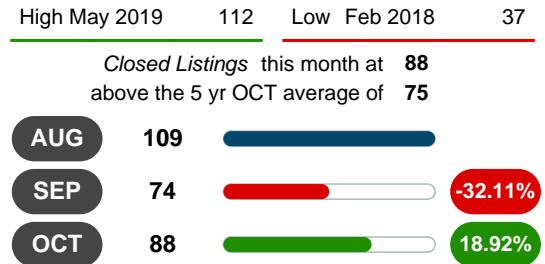


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 75



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	5.68%	22.0	4	1	0	0
\$50,001 - \$75,000	4	4.55%	28.0	2	2	0	0
\$75,001 - \$125,000	20	22.73%	5.5	3	14	3	0
\$125,001 - \$175,000	22	25.00%	7.5	1	19	2	0
\$175,001 - \$225,000	13	14.77%	4.0	0	5	8	0
\$225,001 - \$300,000	15	17.05%	4.0	1	5	9	0
\$300,001 and up	9	10.23%	17.0	0	2	5	2
<b>Total Closed Units</b>	<b>88</b>			<b>11</b>	<b>48</b>	<b>27</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>15,826,768</b>	<b>100%</b>	<b>5.5</b>	<b>912.40K</b>	<b>7.79M</b>	<b>6.38M</b>	<b>743.75K</b>
<b>Median Closed Price</b>	<b>\$155,000</b>			<b>\$69,900</b>	<b>\$140,000</b>	<b>\$226,000</b>	<b>\$371,875</b>

# October 2021



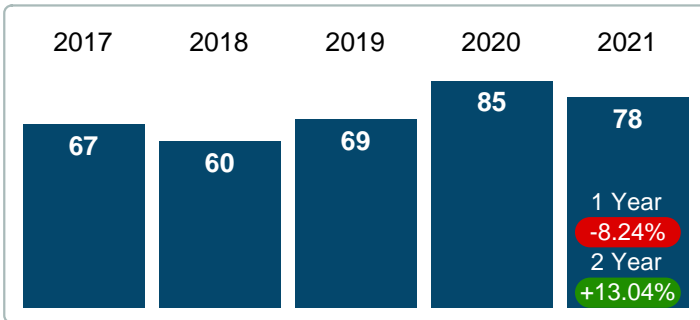
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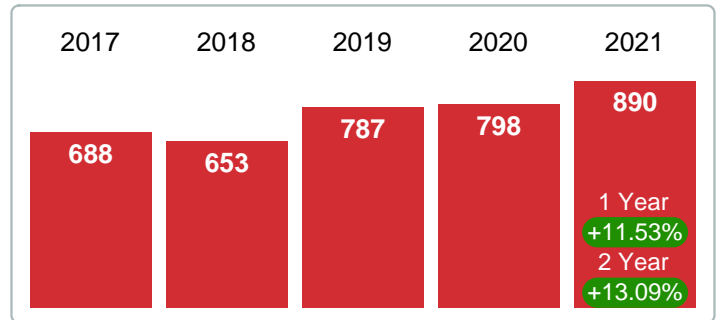
## PENDING LISTINGS

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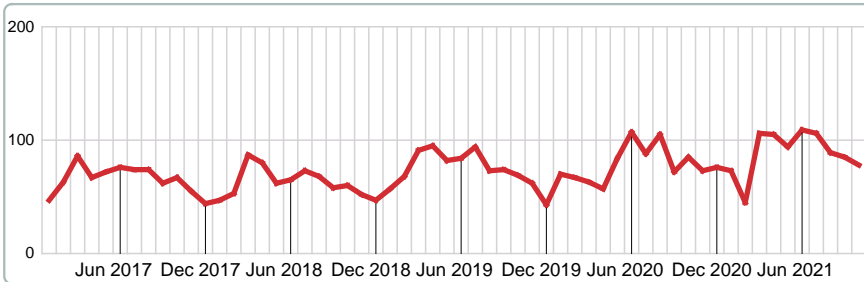
### OCTOBER



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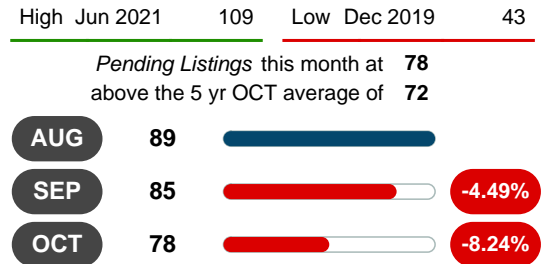


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 72



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.69%	13.5	5	1	0	0
\$50,001 - \$75,000	4	5.13%	15.0	2	2	0	0
\$75,001 - \$125,000	14	17.95%	8.5	2	9	3	0
\$125,001 - \$200,000	23	29.49%	8.0	2	17	4	0
\$200,001 - \$250,000	13	16.67%	6.0	0	10	2	1
\$250,001 - \$350,000	10	12.82%	5.0	0	4	6	0
\$350,001 and up	8	10.26%	25.5	0	2	6	0
<b>Total Pending Units</b>	<b>78</b>			<b>11</b>	<b>45</b>	<b>21</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>15,932,940</b>	<b>100%</b>	<b>8.0</b>	<b>765.29K</b>	<b>8.48M</b>	<b>6.45M</b>	<b>240.00K</b>
<b>Median Listing Price</b>	<b>\$167,450</b>			<b>\$69,900</b>	<b>\$169,900</b>	<b>\$264,500</b>	<b>\$240,000</b>

# October 2021



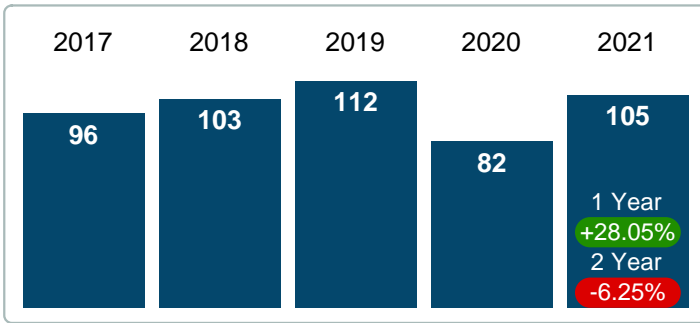
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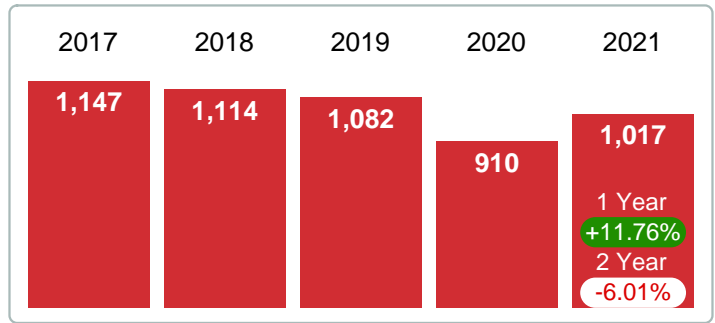
## NEW LISTINGS

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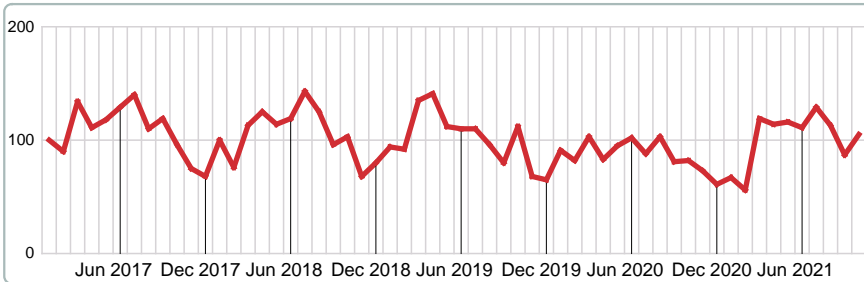
### OCTOBER



### YEAR TO DATE (YTD)

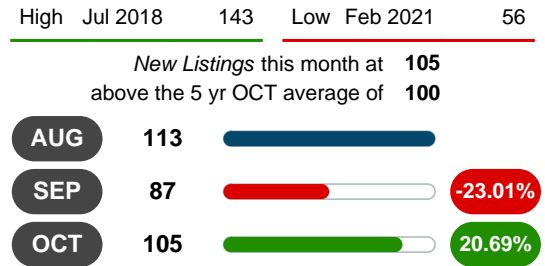


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>105</b>		<b>17</b>	<b>58</b>	<b>29</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>32,709,620</b>	<b>100%</b>	<b>7.56M</b>	<b>15.93M</b>	<b>8.87M</b>	<b>349.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$199,000</b>		<b>\$92,500</b>	<b>\$168,750</b>	<b>\$255,840</b>	<b>\$349,000</b>

# October 2021



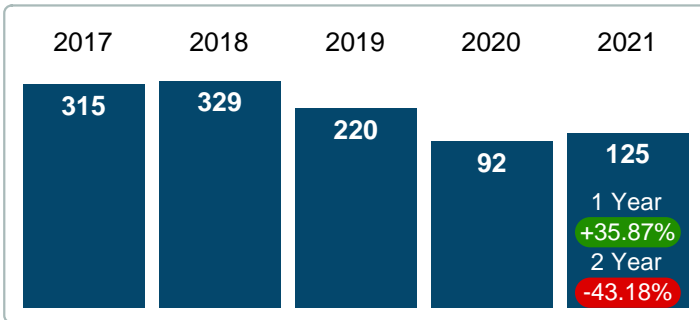
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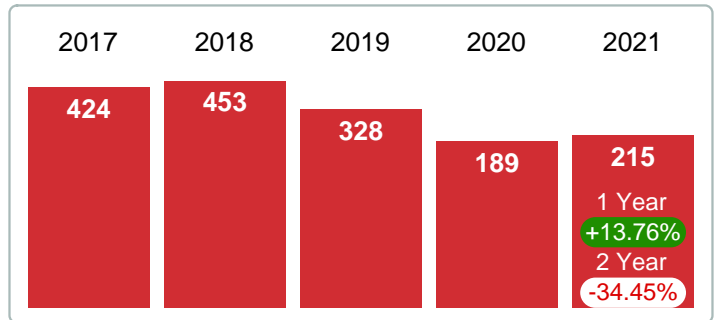
## ACTIVE INVENTORY

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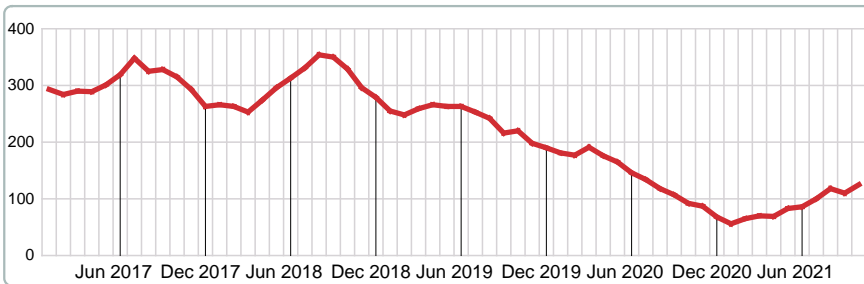
### END OF OCTOBER



### ACTIVE DURING OCTOBER

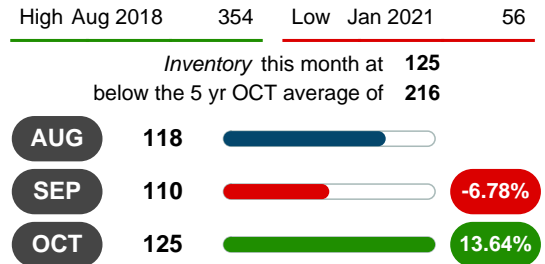


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 216



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	7.20%	75.0	4	5	0	0
\$50,001 - \$100,000	17	13.60%	27.0	9	7	1	0
\$100,001 - \$125,000	11	8.80%	32.0	1	6	3	1
\$125,001 - \$225,000	36	28.80%	24.0	2	27	7	0
\$225,001 - \$375,000	21	16.80%	11.0	0	8	12	1
\$375,001 - \$675,000	19	15.20%	62.0	0	5	13	1
\$675,001 and up	12	9.60%	22.0	4	4	2	2
<b>Total Active Inventory by Units</b>	<b>125</b>			<b>20</b>	<b>62</b>	<b>38</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>40,861,919</b>	<b>100%</b>	<b>25.0</b>	<b>7.65M</b>	<b>16.51M</b>	<b>13.32M</b>	<b>3.38M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$189,900</b>			<b>\$77,200</b>	<b>\$159,950</b>	<b>\$263,445</b>	<b>\$622,000</b>

# October 2021



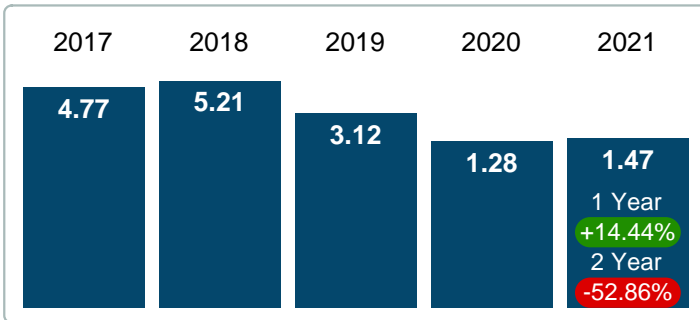
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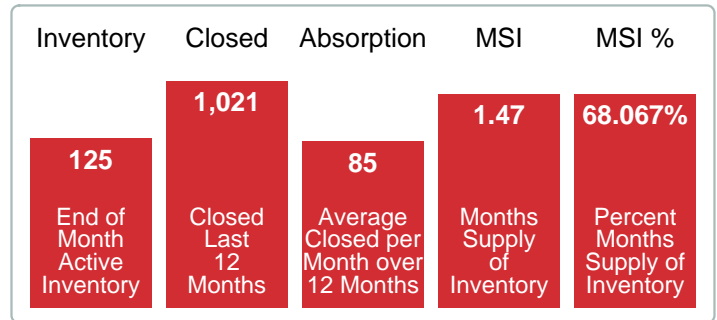
## MONTHS SUPPLY of INVENTORY (MSI)

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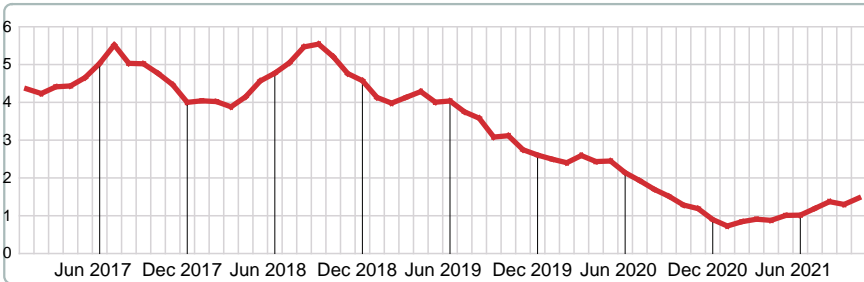
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2021

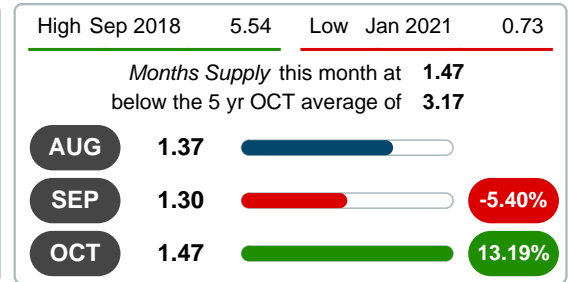


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 3.17



### 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



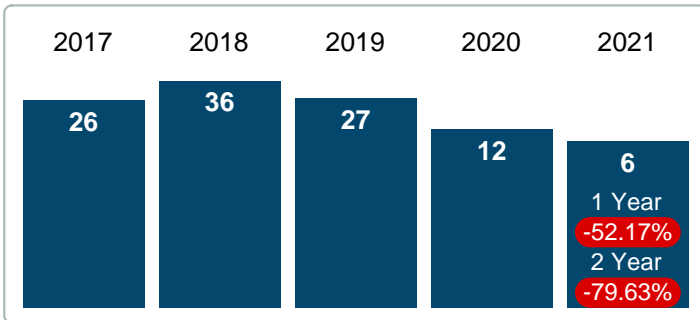
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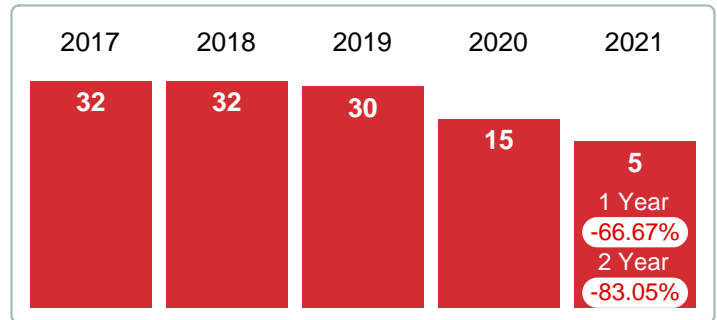
## MEDIAN DAYS ON MARKET TO SALE

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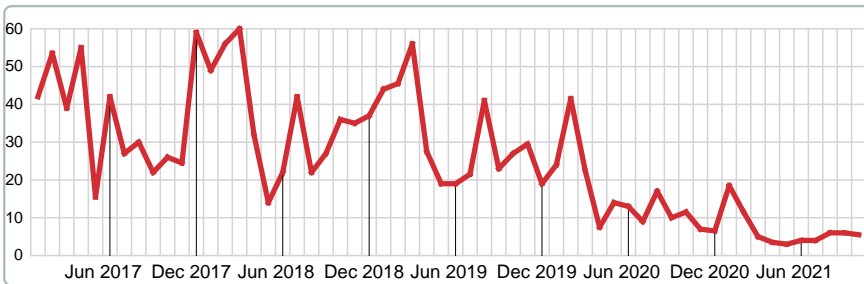
### OCTOBER



### YEAR TO DATE (YTD)

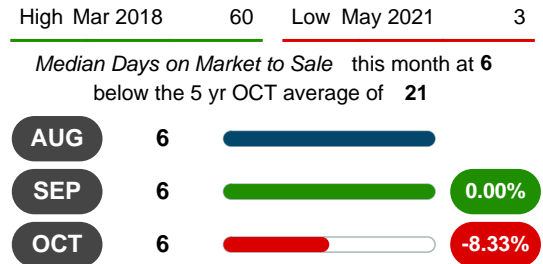


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 21



### 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	5.68%	22	18	45	0	0
\$50,001 - \$75,000	4.55%	28	30	23	0	0
\$75,001 - \$125,000	22.73%	6	21	6	5	0
\$125,001 - \$175,000	25.00%	8	3	8	13	0
\$175,001 - \$225,000	14.77%	4	0	4	5	0
\$225,001 - \$300,000	17.05%	4	3	5	4	0
\$300,001 and up	10.23%	17	0	23	14	41
Median Closed DOM		6	21	6	5	41
Total Closed Units	100%	88	11	48	27	2
Total Closed Volume		15,826,768	912.40K	7.79M	6.38M	743.75K

# October 2021



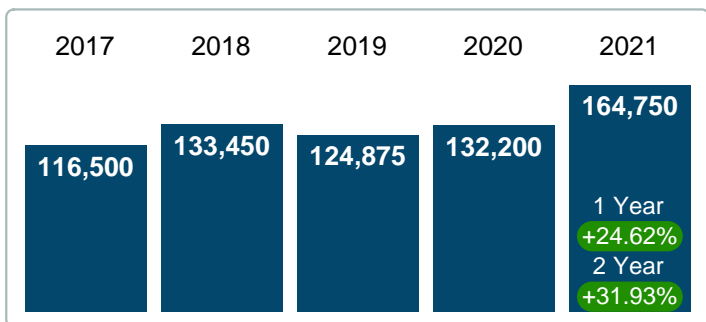
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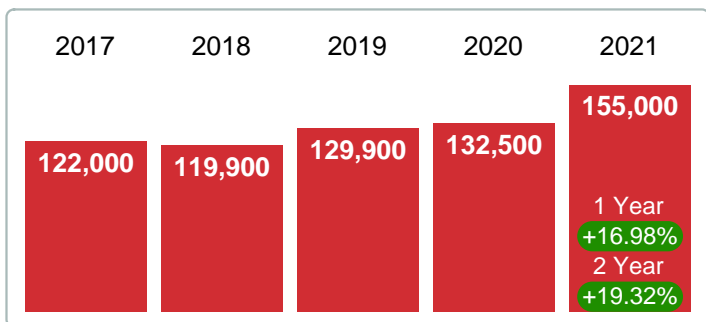
## MEDIAN LIST PRICE AT CLOSING

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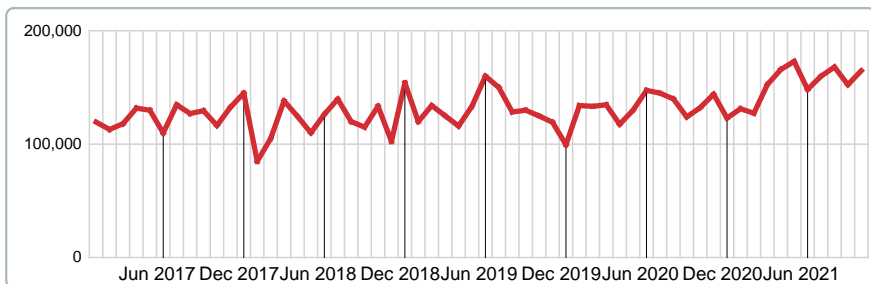
### OCTOBER



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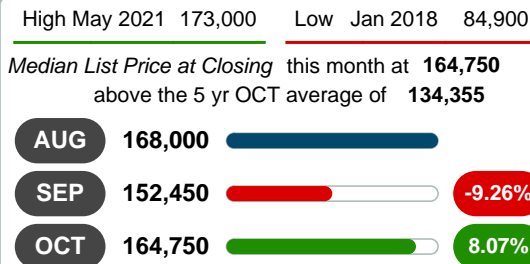


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 134,355



### 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 <b>5</b>	5.68%	39,900	34,950	39,900	0	0
\$50,001 - \$75,000 <b>4</b>	4.55%	69,450	69,450	67,450	0	0
\$75,001 - \$125,000 <b>21</b>	23.86%	95,000	93,000	95,000	105,000	0
\$125,001 - \$175,000 <b>19</b>	21.59%	149,900	134,500	150,000	149,900	0
\$175,001 - \$225,000 <b>16</b>	18.18%	208,750	0	205,000	212,500	0
\$225,001 - \$300,000 <b>15</b>	17.05%	249,900	249,900	235,000	262,500	0
\$300,001 and up <b>8</b>	9.09%	375,750	0	616,000	361,250	453,250
Median List Price		164,750	69,900	143,750	225,900	453,250
Total Closed Units	100%	164,750	11	48	27	2
Total Closed Volume		15,954,900	945.70K	7.76M	6.34M	906.50K



# October 2021



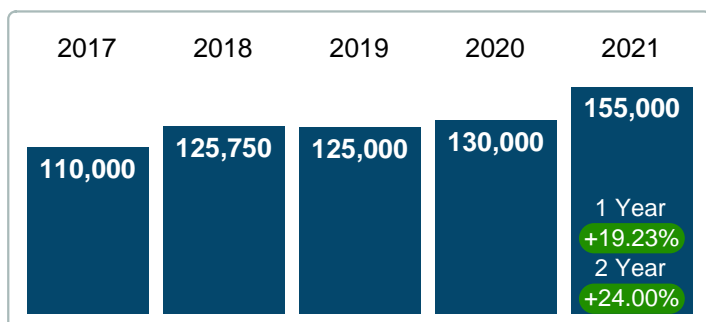
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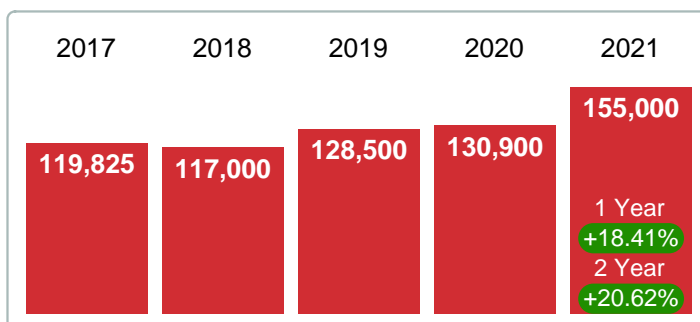
## MEDIAN SOLD PRICE AT CLOSING

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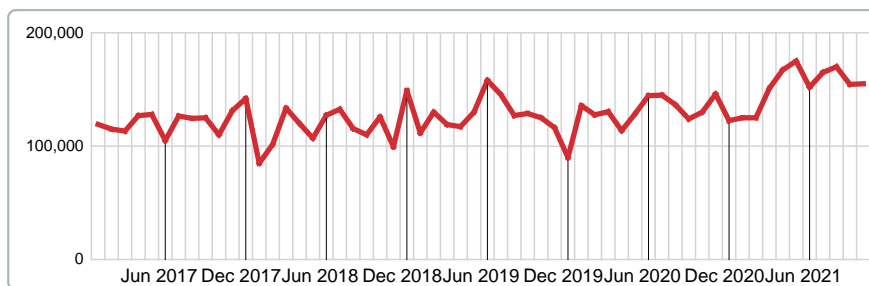
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

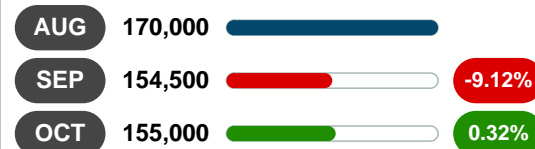


### 3 MONTHS

5 year OCT AVG = 129,150

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

Median Sold Price at Closing this month at **155,000** above the 5 yr OCT average of **129,150**



### 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	5.68%	31,000	32,500	31,000	0	0
\$50,001 - \$75,000	4.55%	64,950	64,950	64,950	0	0
\$75,001 - \$125,000	22.73%	93,000	92,000	90,500	105,000	0
\$125,001 - \$175,000	25.00%	153,000	130,500	153,000	163,500	0
\$175,001 - \$225,000	14.77%	205,000	0	205,000	212,000	0
\$225,001 - \$300,000	17.05%	250,000	260,000	235,000	270,000	0
\$300,001 and up	10.23%	350,000	0	630,000	350,000	371,875
<b>Median Sold Price</b>		<b>155,000</b>	<b>69,900</b>	<b>140,000</b>	<b>226,000</b>	<b>371,875</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>155,000</b>	<b>11</b>	<b>48</b>	<b>27</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>15,826,768</b>	<b>912.40K</b>	<b>7.79M</b>	<b>6.38M</b>	<b>743.75K</b>

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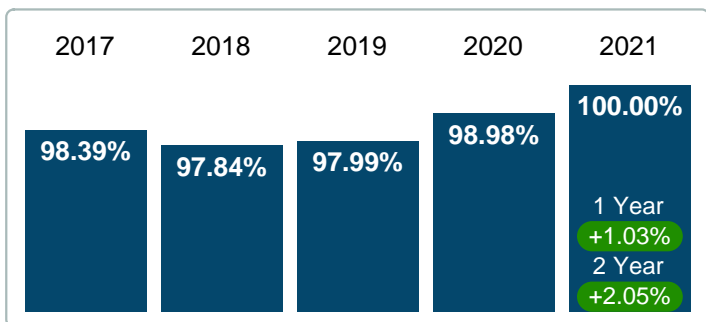
Area Delimited by County Of Washington - Residential Property Type



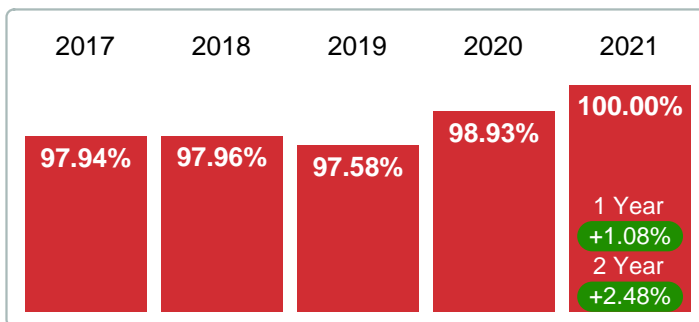
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

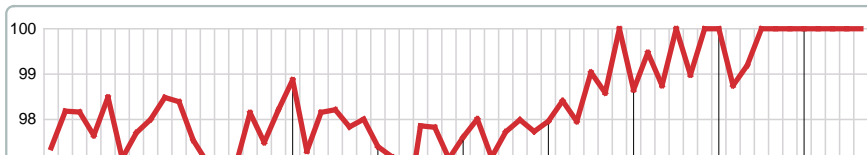
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 98.64%

High Oct 2021 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr OCT average of **98.64%**

**AUG** 100.00%  
**SEP** 100.00%  
**OCT** 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	5	5.68%	83.61%	91.81%	77.69%	0.00%	0.00%	
\$50,001 - \$75,000	4	4.55%	96.15%	93.48%	96.15%	0.00%	0.00%	
\$75,001 - \$125,000	20	22.73%	100.00%	100.00%	100.49%	100.00%	0.00%	
\$125,001 - \$175,000	22	25.00%	100.00%	97.03%	100.00%	99.75%	0.00%	
\$175,001 - \$225,000	13	14.77%	100.00%	0.00%	100.00%	100.53%	0.00%	
\$225,001 - \$300,000	15	17.05%	100.93%	104.04%	100.00%	100.93%	0.00%	
\$300,001 and up	9	10.23%	100.00%	0.00%	101.84%	100.00%	83.34%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	83.34%	
Total Closed Units		88	100%	100.00%	11	48	27	2
Total Closed Volume		15,826,768			912.40K	7.79M	6.38M	743.75K

# October 2021



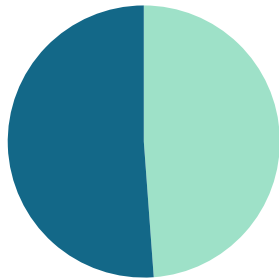
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



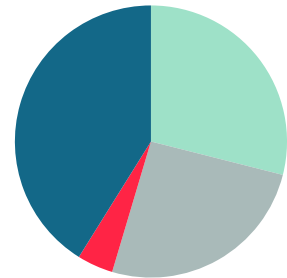
**Inventory**

- 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%
Median List Price	132,200	164,750	24.62%	132,500	155,000	16.98%
Median Sale Price	130,000	155,000	19.23%	130,900	155,000	18.41%
Median Percent of Selling Price to List Price	98.98%	100.00%	1.03%	98.93%	100.00%	1.08%
Median Days on Market to Sale	11.50	5.50	-52.17%	15.00	5.00	-66.67%
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

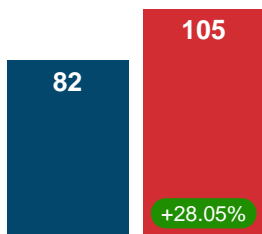
**Inventory** on October 31, 2021 = **125**

**2020** **2021**

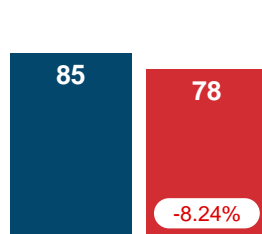
### OCTOBER MARKET

### MEDIAN PRICES

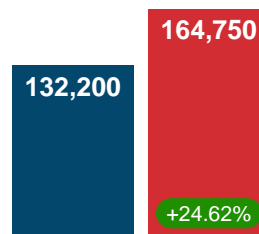
#### New Listings



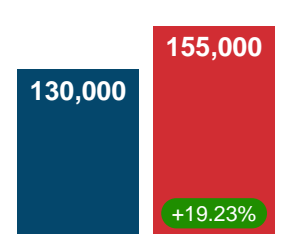
#### Pending Listings



#### List Price



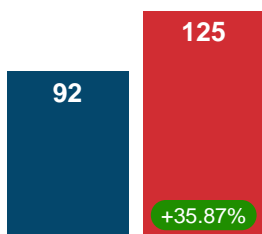
#### Sale Price



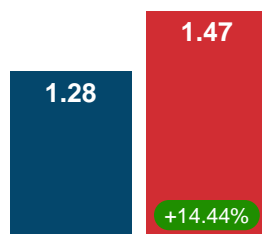
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

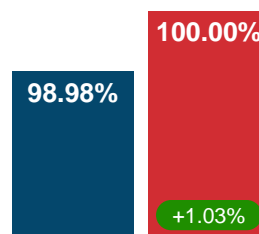
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

