

# September 2021



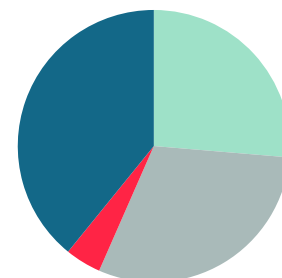
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	89	74	-16.85%
Pending Listings	72	85	18.06%
New Listings	81	87	7.41%
Average List Price	150,111	219,566	46.27%
Average Sale Price	147,564	212,969	44.32%
Average Percent of Selling Price to List Price	98.26%	99.10%	0.86%
Average Days on Market to Sale	36.49	18.80	-48.49%
End of Month Inventory	107	110	2.80%
Months Supply of Inventory	1.51	1.30	-14.28%



■ Closed (26.33%)  
■ Pending (30.25%)  
■ Other OffMarket (4.27%)  
■ Active (39.15%)

**Absorption:** Last 12 months, an Average of **85** Sales/Month  
**Active Inventory** as of September 30, 2021 = **110**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2021 rose **2.80%** to 110 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 **1.30** 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 **44.32%** in September 2021 to \$212,969 versus the previous year at \$147,564.

#### Average Days on Market Shortens

The average number of **18.80** days that homes spent on the market before selling decreased by 17.70 days or **48.49%** in September 2021 compared to last year's same month at **36.49** DOM.

#### Sales Success for September 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 87 New Listings in September 2021, up **7.41%** from last year at 81. Furthermore, there were 74 Closed Listings this month versus last year at 89, a **-16.85%** decrease.

Closed versus Listed trends yielded a **85.1%** ratio, down from previous year's, September 2020, at **109.9%**, a **22.59%** 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>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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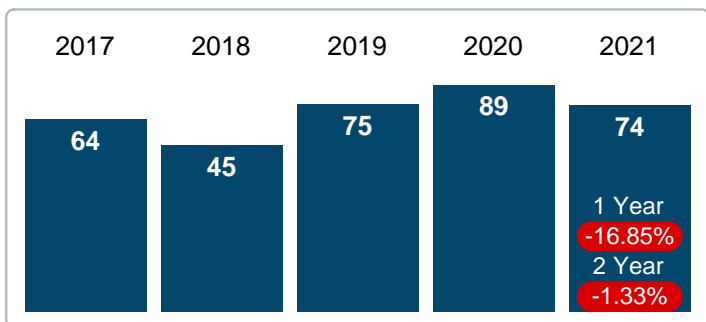
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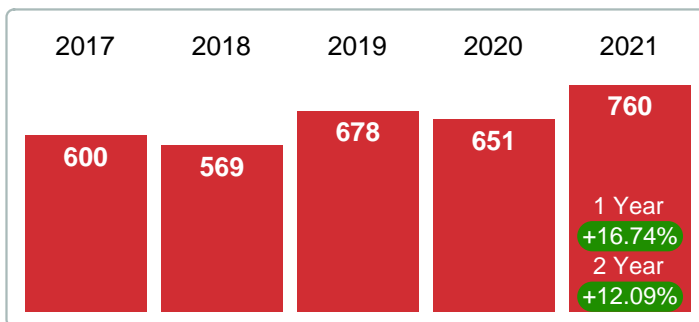
## CLOSED LISTINGS

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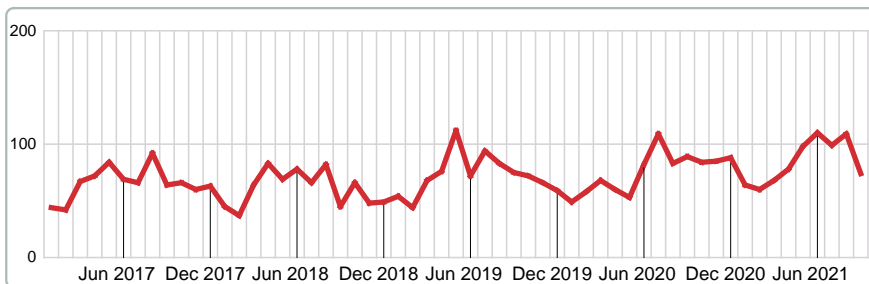
### SEPTEMBER



### YEAR TO DATE (YTD)

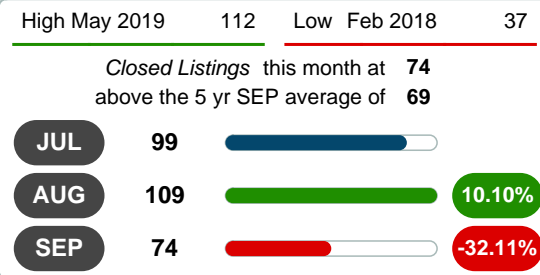


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 69



### 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	6.76%	69.2	3	2	0	0
\$50,001 - \$75,000	8	10.81%	22.1	2	5	1	0
\$75,001 - \$125,000	13	17.57%	5.6	3	7	3	0
\$125,001 - \$175,000	19	25.68%	11.7	1	16	2	0
\$175,001 - \$250,000	10	13.51%	8.4	0	5	5	0
\$250,001 - \$400,000	11	14.86%	9.7	0	2	7	2
\$400,001 and up	8	10.81%	47.8	0	3	2	3
<b>Total Closed Units</b>	<b>74</b>			<b>9</b>	<b>40</b>	<b>20</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>15,759,721</b>	<b>100%</b>	<b>18.8</b>	<b>706.89K</b>	<b>7.13M</b>	<b>5.55M</b>	<b>2.38M</b>
<b>Average Closed Price</b>	<b>\$212,969</b>			<b>\$78,543</b>	<b>\$178,186</b>	<b>\$277,370</b>	<b>\$475,600</b>

# September 2021



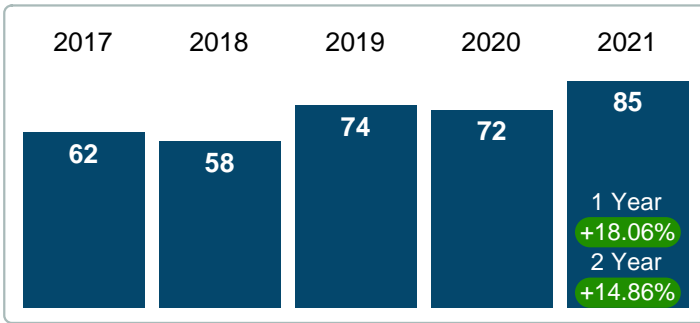
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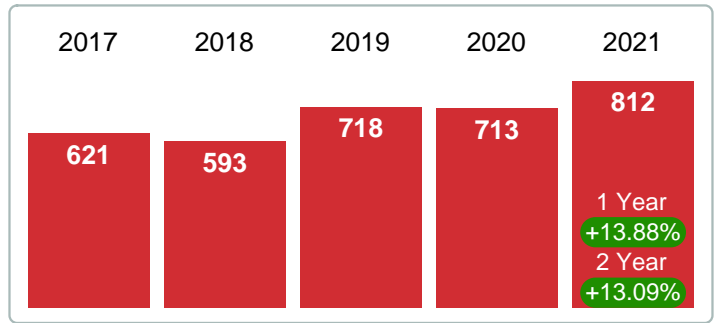
## PENDING LISTINGS

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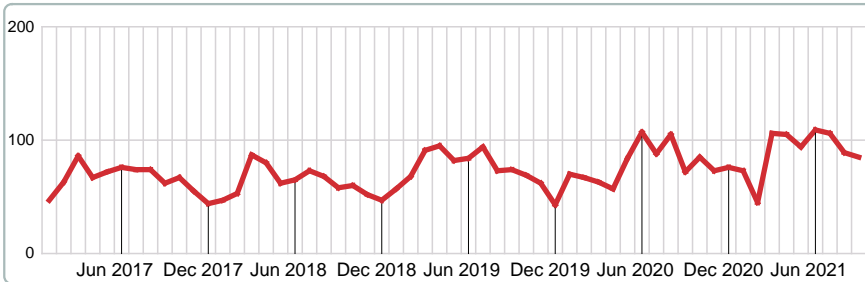
### SEPTEMBER



### YEAR TO DATE (YTD)

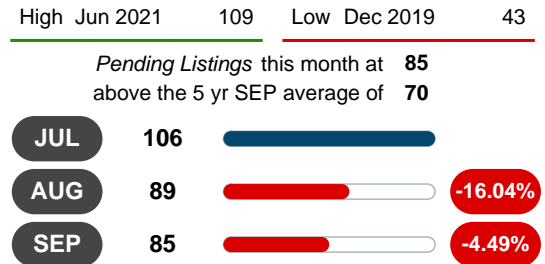


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 70



### 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	5	5.88%	59.4	4	1	0	0
\$50,001 - \$75,000	6	7.06%	21.3	2	4	0	0
\$75,001 - \$125,000	20	23.53%	28.9	4	14	2	0
\$125,001 - \$200,000	22	25.88%	18.7	1	16	5	0
\$200,001 - \$225,000	10	11.76%	22.1	0	5	5	0
\$225,001 - \$275,000	10	11.76%	31.8	1	4	4	1
\$275,001 and up	12	14.12%	36.8	0	3	6	3
<b>Total Pending Units</b>	<b>85</b>			<b>12</b>	<b>47</b>	<b>22</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>15,088,266</b>	<b>100%</b>	<b>28.3</b>	<b>1.04M</b>	<b>7.65M</b>	<b>5.13M</b>	<b>1.27M</b>
<b>Average Listing Price</b>	<b>\$177,316</b>			<b>\$86,733</b>	<b>\$162,770</b>	<b>\$232,995</b>	<b>\$317,850</b>

# September 2021



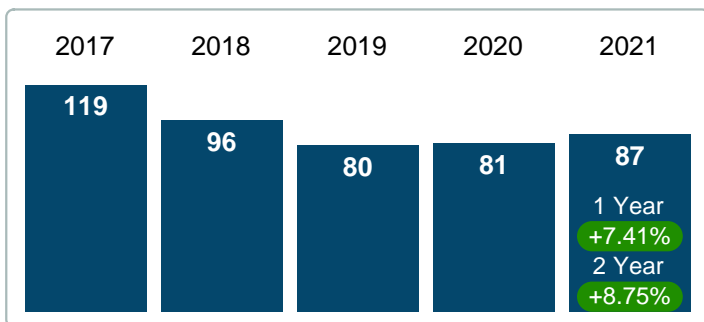
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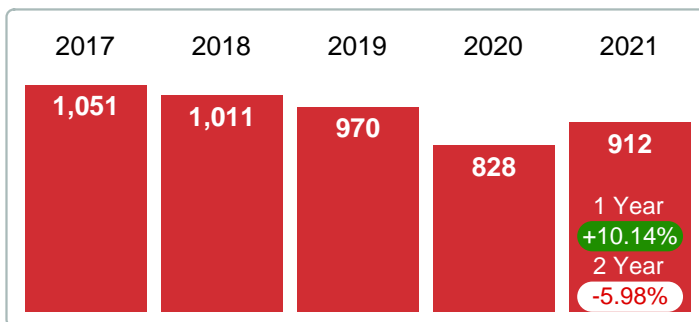
## NEW LISTINGS

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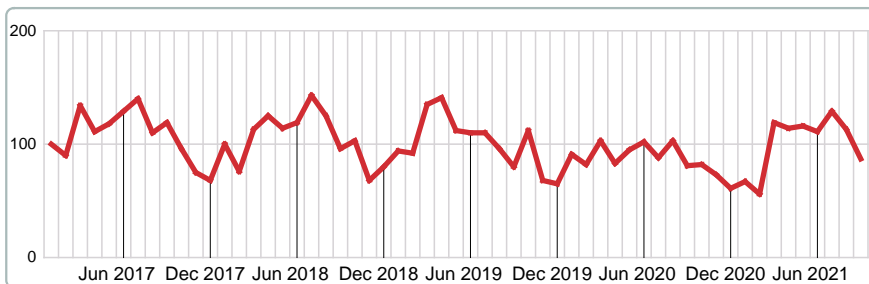
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

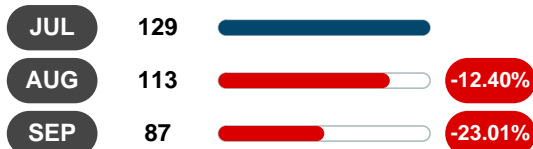


### 3 MONTHS

5 year SEP AVG = 93

High Jul 2018 143 Low Feb 2021 56

New Listings this month at **87**  
below the 5 yr SEP average of **93**



### 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	4.60%	3	1	0	0
\$50,001 - \$100,000	9	10.34%	2	7	0	0
\$100,001 - \$125,000	8	9.20%	0	5	2	1
\$125,001 - \$200,000	29	33.33%	2	21	6	0
\$200,001 - \$275,000	18	20.69%	0	9	9	0
\$275,001 - \$375,000	11	12.64%	0	2	8	1
\$375,001 and up	8	9.20%	0	4	4	0
<b>Total New Listed Units</b>	<b>87</b>		<b>7</b>	<b>49</b>	<b>29</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>18,572,489</b>	<b>100%</b>	<b>484.79K</b>	<b>8.89M</b>	<b>8.76M</b>	<b>440.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$217,895</b>		<b>\$69,256</b>	<b>\$181,445</b>	<b>\$301,962</b>	<b>\$220,000</b>

# September 2021



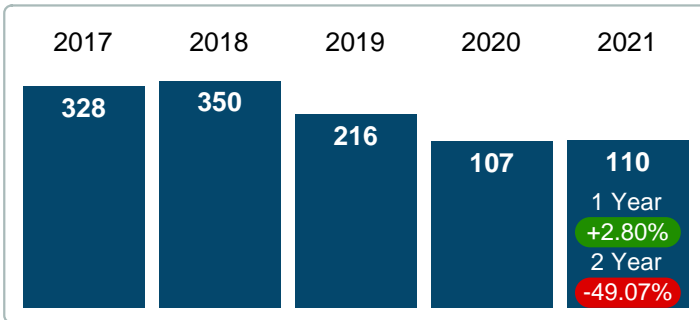
Area Delimited by County Of Washington - Residential Property Type



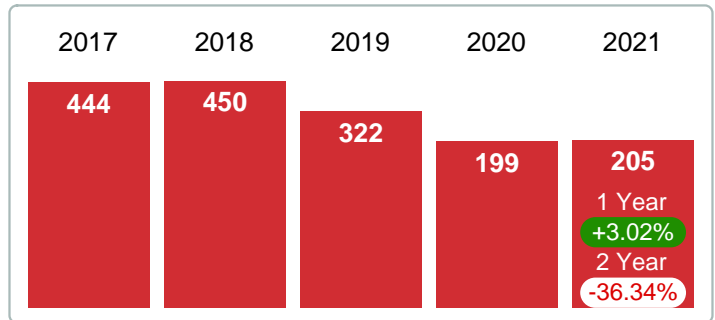
## ACTIVE INVENTORY

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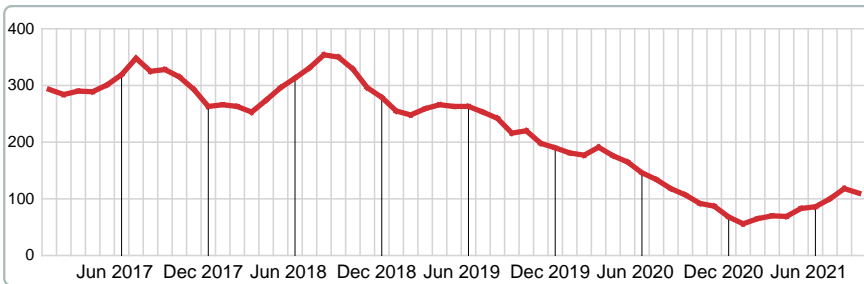
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

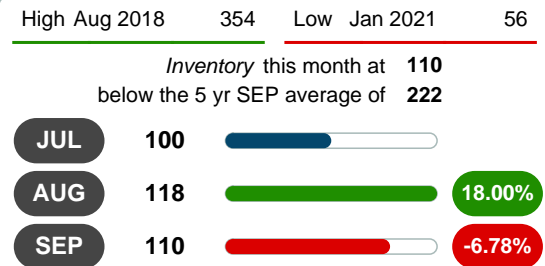


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 222



### 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	3	2.73%	65.0	2	1	0	0
\$25,001 - \$75,000	19	17.27%	51.1	11	8	0	0
\$75,001 - \$125,000	15	13.64%	70.1	2	9	3	1
\$125,001 - \$200,000	30	27.27%	31.4	1	21	8	0
\$200,001 - \$375,000	20	18.18%	29.2	0	10	8	2
\$375,001 - \$575,000	12	10.91%	65.6	0	5	7	0
\$575,001 and up	11	10.00%	78.3	1	1	6	3
<b>Total Active Inventory by Units</b>	<b>110</b>			<b>17</b>	<b>55</b>	<b>32</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>26,964,939</b>	<b>100%</b>	<b>49.0</b>	<b>1.84M</b>	<b>10.27M</b>	<b>11.20M</b>	<b>3.65M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$245,136</b>			<b>\$108,364</b>	<b>\$186,770</b>	<b>\$350,106</b>	<b>\$607,833</b>

# September 2021



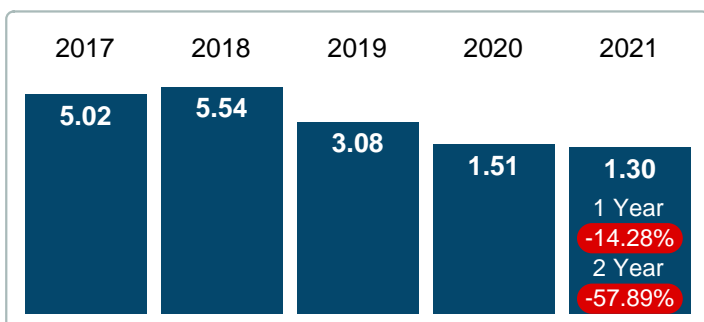
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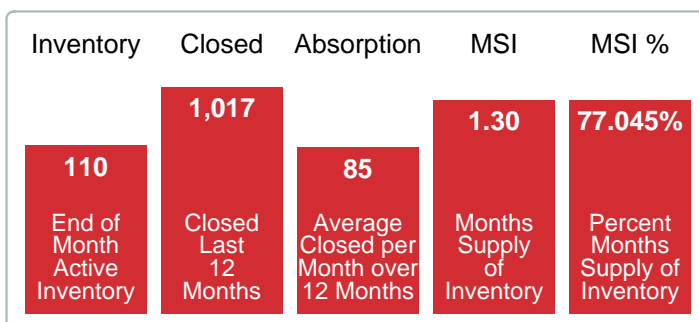
## MONTHS SUPPLY of INVENTORY (MSI)

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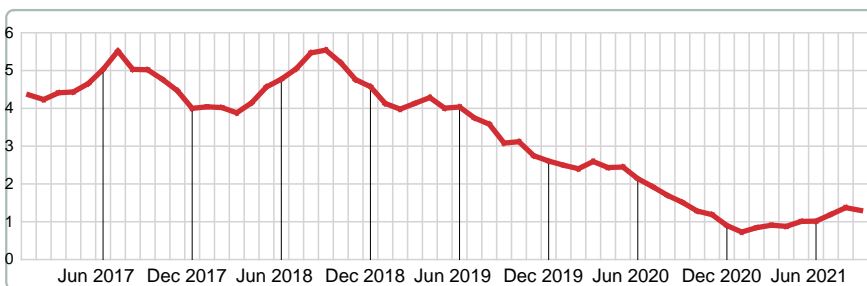
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2021

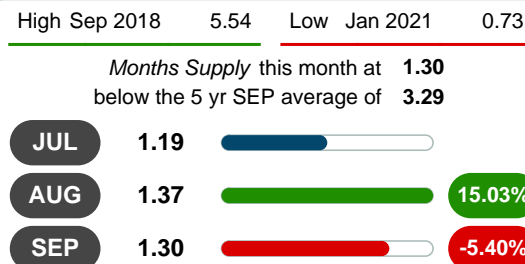


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 3.29



### 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
\$25,000 and less	3	2.73%	1.64	3.00	1.00	0.00	0.00
\$25,001 - \$75,000	19	17.27%	1.43	1.97	1.17	0.00	0.00
\$75,001 - \$125,000	15	13.64%	0.86	0.83	0.68	1.89	12.00
\$125,001 - \$200,000	30	27.27%	1.14	0.75	1.14	1.45	0.00
\$200,001 - \$375,000	20	18.18%	0.92	0.00	1.36	0.67	0.96
\$375,001 - \$575,000	12	10.91%	4.65	0.00	8.57	6.00	0.00
\$575,001 and up	11	10.00%	7.76	0.00	4.00	8.00	7.20
Market Supply of Inventory (MSI)			1.30	1.62	1.15	1.45	1.38
Total Active Inventory by Units		100%	1.30	17	55	32	6

# September 2021



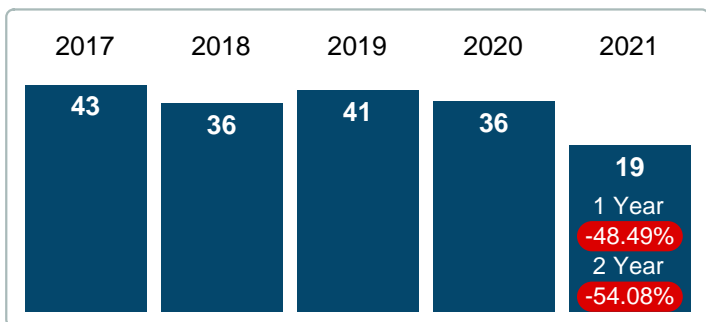
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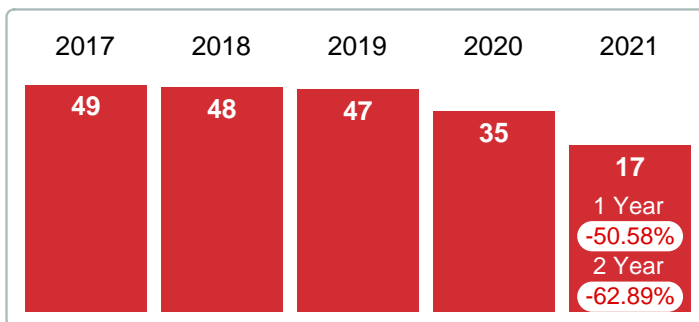
## AVERAGE DAYS ON MARKET TO SALE

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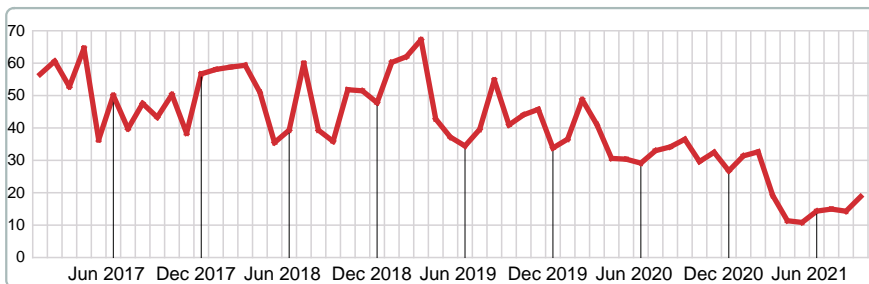
### SEPTEMBER



### YEAR TO DATE (YTD)

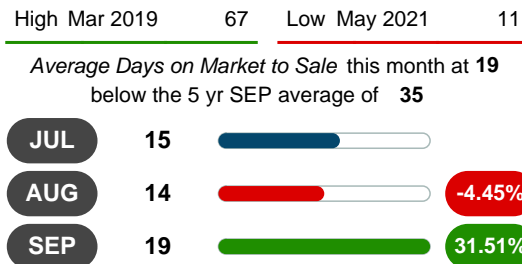


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 35



### 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	6.76%	69	51	97	0	0
\$50,001 - \$75,000	10.81%	22	6	30	15	0
\$75,001 - \$125,000	17.57%	6	1	7	7	0
\$125,001 - \$175,000	25.68%	12	21	6	51	0
\$175,001 - \$250,000	13.51%	8	0	9	8	0
\$250,001 - \$400,000	14.86%	10	0	3	6	31
\$400,001 and up	10.81%	48	0	33	58	56
<b>Average Closed DOM</b>		<b>19</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>19</b>	<b>9</b>	<b>40</b>	<b>20</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>15,759,721</b>	<b>706.89K</b>	<b>7.13M</b>	<b>5.55M</b>	<b>2.38M</b>

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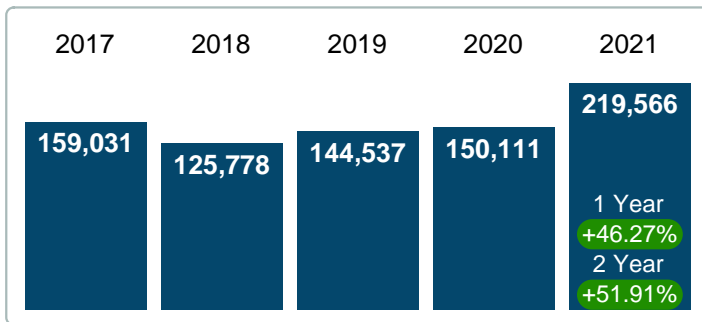
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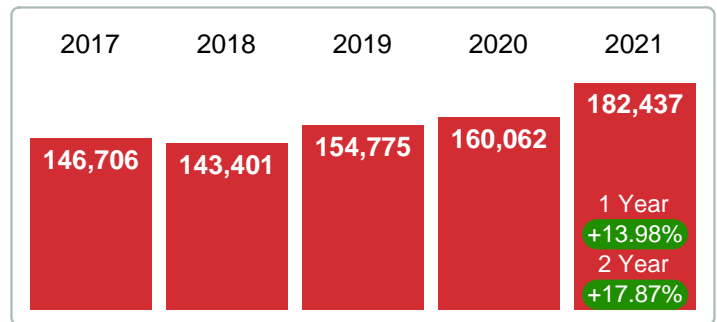
## AVERAGE LIST PRICE AT CLOSING

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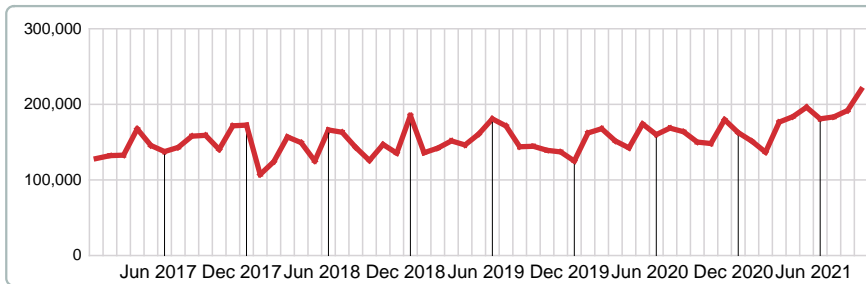
### SEPTEMBER



### YEAR TO DATE (YTD)

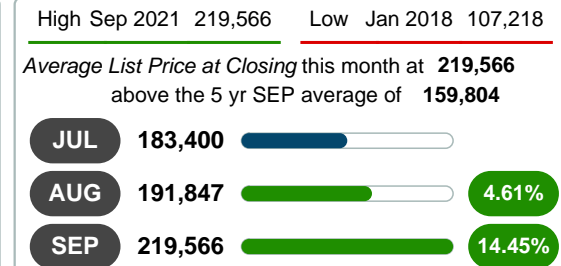


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 159,804



### 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	6.76%	40,300	38,900	43,950	0	0
\$50,001 - \$75,000	10.81%	62,363	68,750	59,660	60,000	0
\$75,001 - \$125,000	17.57%	109,208	111,633	105,543	123,633	0
\$125,001 - \$175,000	27.03%	149,620	135,900	149,544	147,450	0
\$175,001 - \$250,000	13.51%	216,730	0	211,860	200,800	0
\$250,001 - \$400,000	13.51%	308,890	0	287,500	307,429	304,950
\$400,001 and up	10.81%	734,894	0	716,083	990,500	583,300
<b>Average List Price</b>		<b>219,566</b>	<b>80,556</b>	<b>182,506</b>	<b>293,140</b>	<b>471,960</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>219,566</b>	<b>9</b>	<b>40</b>	<b>20</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>16,247,850</b>	<b>725.00K</b>	<b>7.30M</b>	<b>5.86M</b>	<b>2.36M</b>



# September 2021



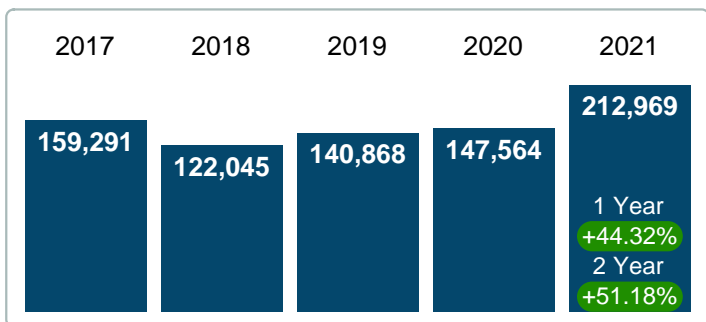
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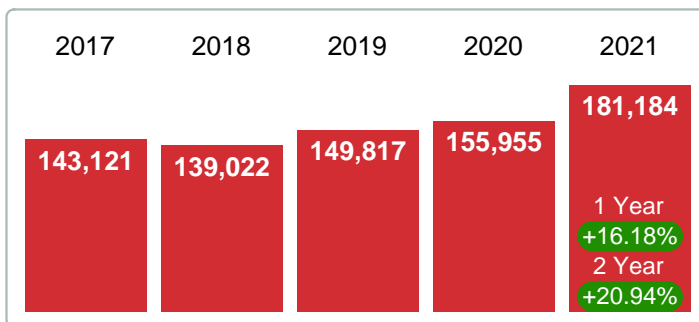
## AVERAGE SOLD PRICE AT CLOSING

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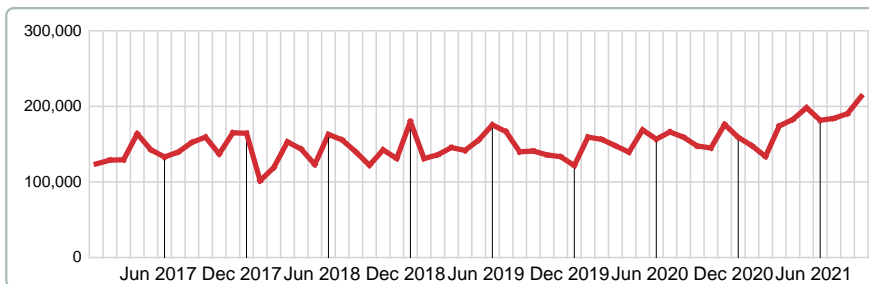
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

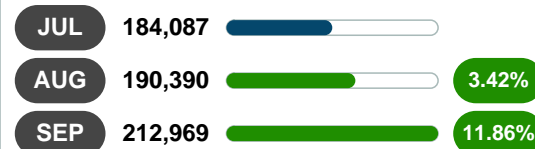


### 3 MONTHS

5 year SEP AVG = 156,548

High Sep 2021 212,969 Low Jan 2018 101,572

Average Sold Price at Closing this month at **212,969** above the 5 yr SEP average of **156,548**



### 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	6.76%	36,900	35,000	39,750	0	0
\$50,001 - \$75,000	10.81%	60,579	66,443	59,350	55,000	0
\$75,001 - \$125,000	17.57%	108,783	111,000	106,614	111,625	0
\$125,001 - \$175,000	25.68%	150,665	136,000	152,088	146,616	0
\$175,001 - \$250,000	13.51%	210,600	0	214,200	207,000	0
\$250,001 - \$400,000	14.86%	303,573	0	270,000	310,614	312,500
\$400,001 and up	10.81%	671,060	0	653,493	827,500	584,333
<b>Average Sold Price</b>		<b>212,969</b>	<b>78,543</b>	<b>178,186</b>	<b>277,370</b>	<b>475,600</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>212,969</b>	<b>9</b>	<b>40</b>	<b>20</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>15,759,721</b>	<b>706.89K</b>	<b>7.13M</b>	<b>5.55M</b>	<b>2.38M</b>

# September 2021



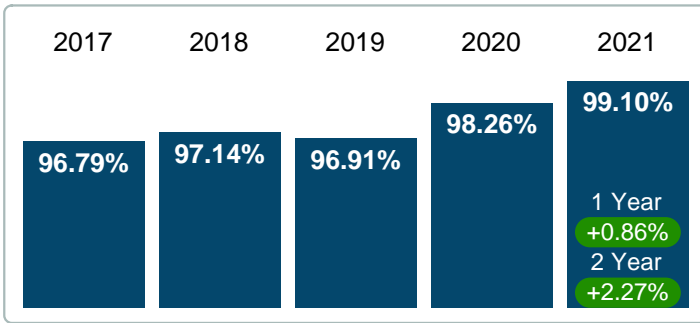
Area Delimited by County Of Washington - Residential Property Type



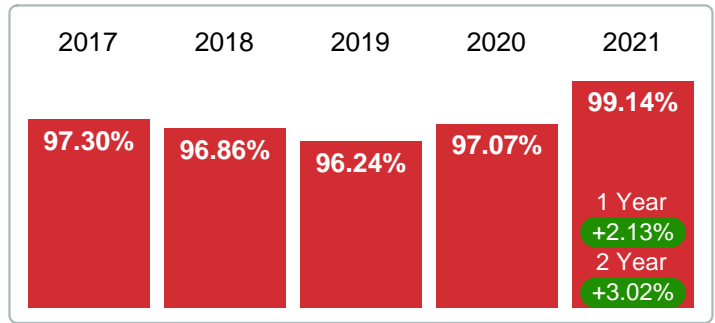
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

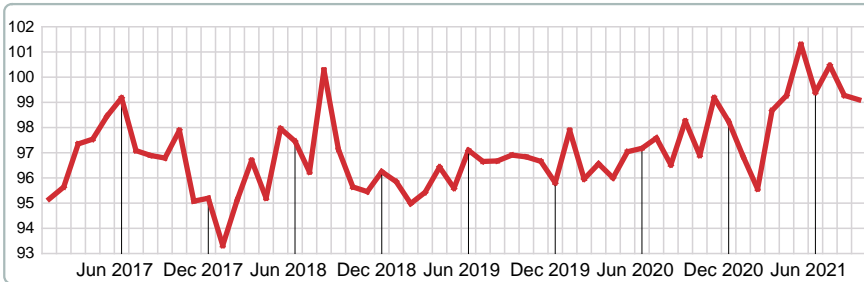
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

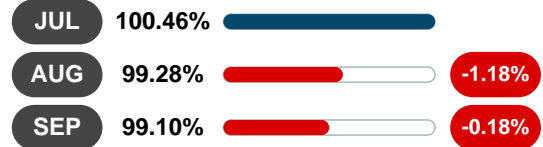


### 3 MONTHS

5 year SEP AVG = 97.64%

High May 2021 101.30% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **99.10%**  
above the 5 yr SEP average of **97.64%**



## 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	6.76%	90.66%	90.00%	91.64%	0.00%	0.00%	
\$50,001 - \$75,000	8	10.81%	97.91%	96.45%	99.74%	91.67%	0.00%	
\$75,001 - \$125,000	13	17.57%	98.26%	99.25%	100.97%	90.95%	0.00%	
\$125,001 - \$175,000	19	25.68%	101.66%	100.07%	101.98%	99.85%	0.00%	
\$175,001 - \$250,000	10	13.51%	102.94%	0.00%	101.20%	104.68%	0.00%	
\$250,001 - \$400,000	11	14.86%	100.00%	0.00%	94.17%	100.97%	102.43%	
\$400,001 and up	8	10.81%	94.85%	0.00%	93.17%	88.98%	100.44%	
Average Sold/List Ratio		99.10%		95.64%	99.86%	98.62%	101.24%	
Total Closed Units		74	100%	99.10%	9	40	20	5
Total Closed Volume		15,759,721			706.89K	7.13M	5.55M	2.38M

# September 2021



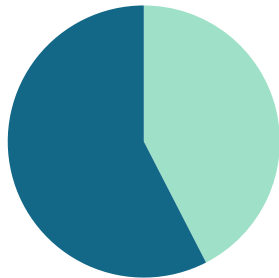
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

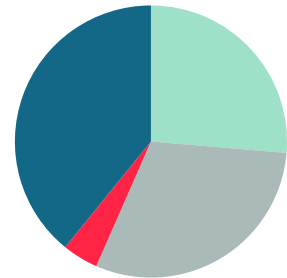


**Inventory**  
 New Listings  
**87 = 42.44%**  
 Start Inventory  
**118**  
 Total Inventory Units  
**205**  
 Volume  
**\$44,155,505**

### Market Activity

Closed Sales  
**74 = 26.33%**  
 Pending Sales  
**85 = 30.25%**  
 Other Off Market  
**12 = 4.27%**  
 Active Inventory  
**110 = 39.15%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	89	74	-16.85%	651	760	16.74%
Pending Sales	72	85	18.06%	713	812	13.88%
New Listings	81	87	7.41%	828	912	10.14%
Average List Price	150,111	219,566	46.27%	160,062	182,437	13.98%
Average Sale Price	147,564	212,969	44.32%	155,955	181,184	16.18%
Average Percent of Selling Price to List Price	98.26%	99.10%	0.86%	97.07%	99.14%	2.13%
Average Days on Market to Sale	36.49	18.80	-48.49%	35.20	17.40	-50.58%
Monthly Inventory	107	110	2.80%	107	110	2.80%
Months Supply of Inventory	1.51	1.30	-14.28%	1.51	1.30	-14.28%

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

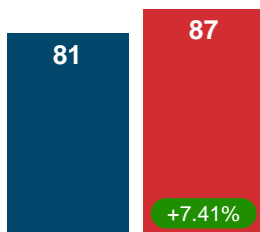
**Inventory** on September 30, 2021 = **110**

2020 2021

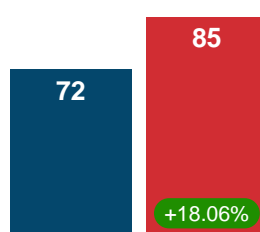
### SEPTEMBER MARKET

### AVERAGE PRICES

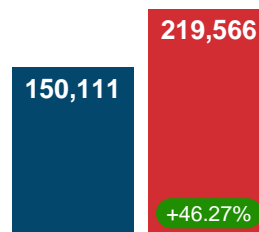
#### New Listings



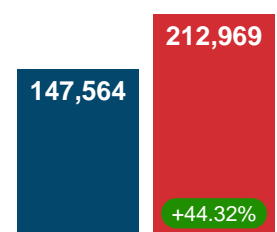
#### Pending Listings



#### List Price



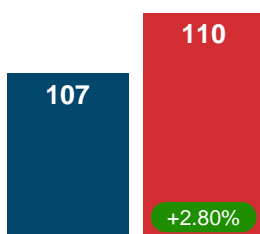
#### Sale Price



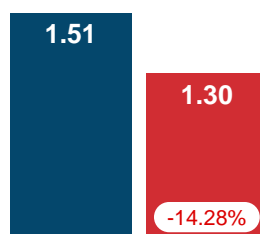
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

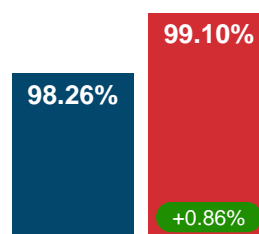
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

