

# September 2021



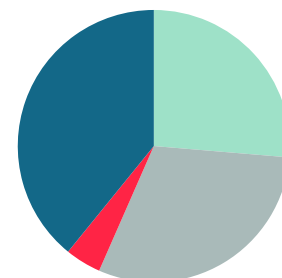
Area Delimited by County Of Washington - Residential Property Type



## 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%
Median List Price	124,000	152,450	22.94%
Median Sale Price	124,000	154,500	24.60%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	10.00	6.00	-40.00%
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.

#### 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 **24.60%** in September 2021 to \$154,500 versus the previous year at \$124,000.

#### Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 4.00 days or **40.00%** in September 2021 compared to last year's same month at **10.00** DOM.

#### Sales Success for September 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 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 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>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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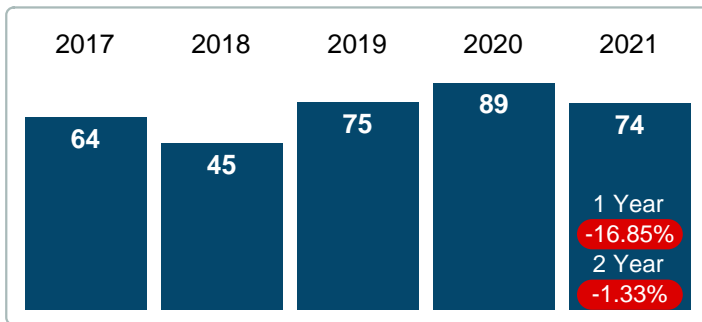
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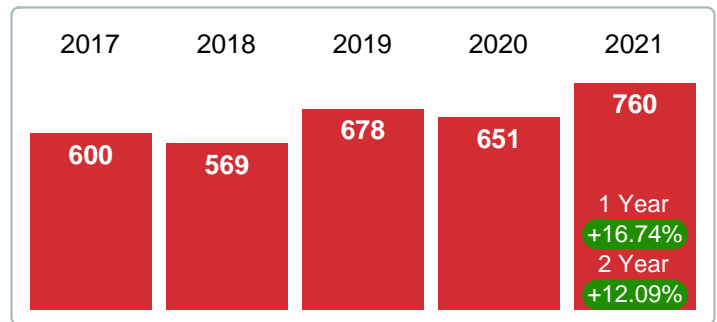
## CLOSED LISTINGS

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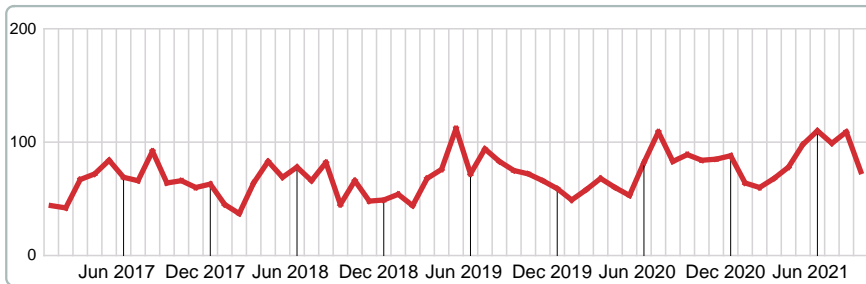
### SEPTEMBER



### YEAR TO DATE (YTD)

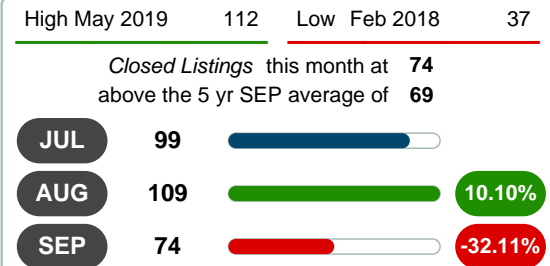


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 69



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	6.76%	57.0	3	2	0	0
\$50,001 - \$75,000	8	10.81%	10.5	2	5	1	0
\$75,001 - \$125,000	13	17.57%	4.0	3	7	3	0
\$125,001 - \$175,000	19	25.68%	5.0	1	16	2	0
\$175,001 - \$250,000	10	13.51%	5.5	0	5	5	0
\$250,001 - \$400,000	11	14.86%	3.0	0	2	7	2
\$400,001 and up	8	10.81%	36.5	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>6.0</b>	<b>706.89K</b>	<b>7.13M</b>	<b>5.55M</b>	<b>2.38M</b>
<b>Median Closed Price</b>	<b>\$154,500</b>			<b>\$72,500</b>	<b>\$150,000</b>	<b>\$233,000</b>	<b>\$409,000</b>

# September 2021



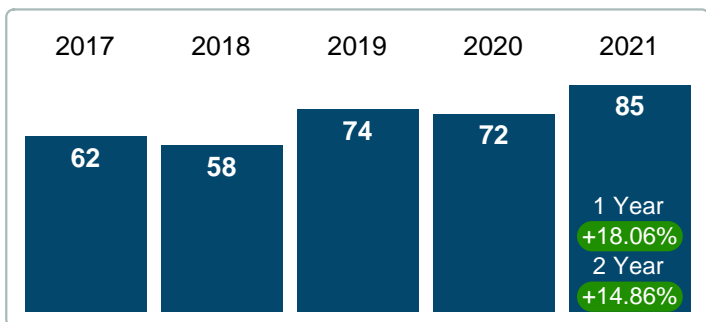
Area Delimited by County Of Washington - Residential Property Type



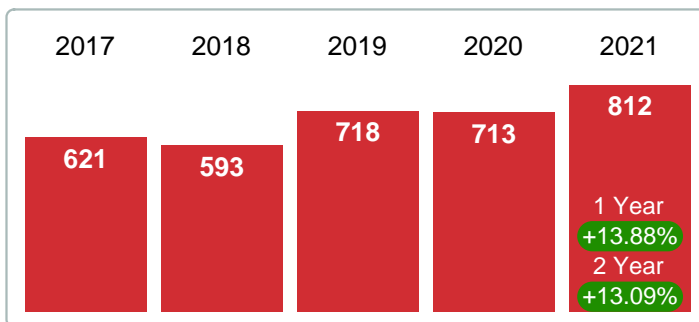
## PENDING LISTINGS

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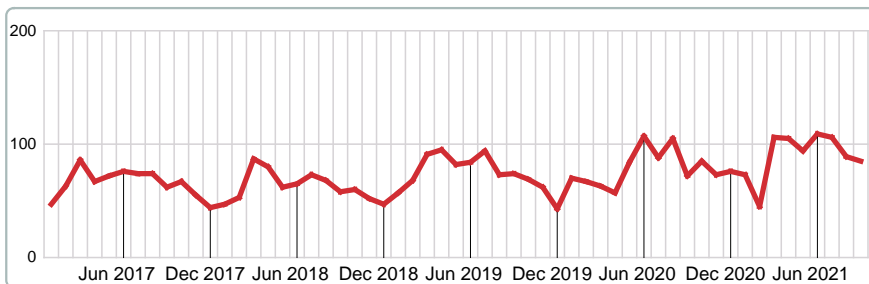
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

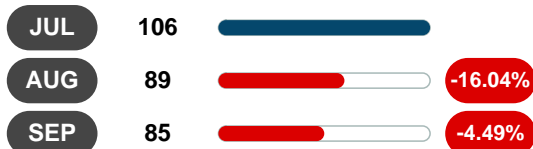


### 3 MONTHS

5 year SEP AVG = 70

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at **85**  
above the 5 yr SEP average of **70**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	7.06%	17.5	4	2	0	0
\$60,001 - \$90,000	10	11.76%	14.5	3	7	0	0
\$90,001 - \$120,000	12	14.12%	20.0	3	7	2	0
\$120,001 - \$200,000	25	29.41%	6.0	1	19	5	0
\$200,001 - \$230,000	12	14.12%	4.5	0	6	6	0
\$230,001 - \$290,000	10	11.76%	5.0	1	3	5	1
\$290,001 and up	10	11.76%	32.0	0	3	4	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>10.0</b>	<b>1.04M</b>	<b>7.65M</b>	<b>5.13M</b>	<b>1.27M</b>
<b>Median Listing Price</b>	<b>\$150,000</b>			<b>\$74,450</b>	<b>\$139,999</b>	<b>\$221,000</b>	<b>\$312,450</b>

# September 2021



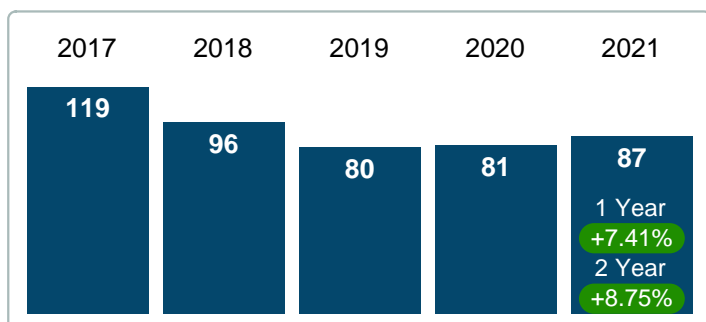
Area Delimited by County Of Washington - Residential Property Type



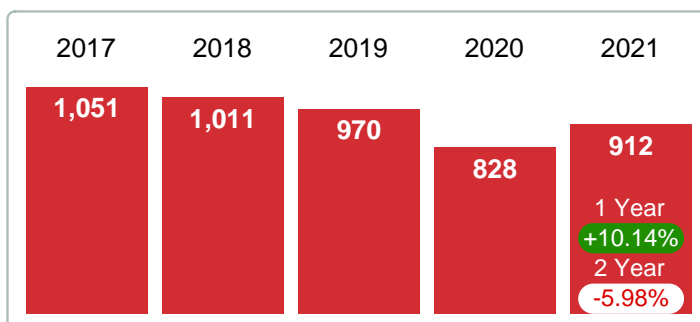
## NEW LISTINGS

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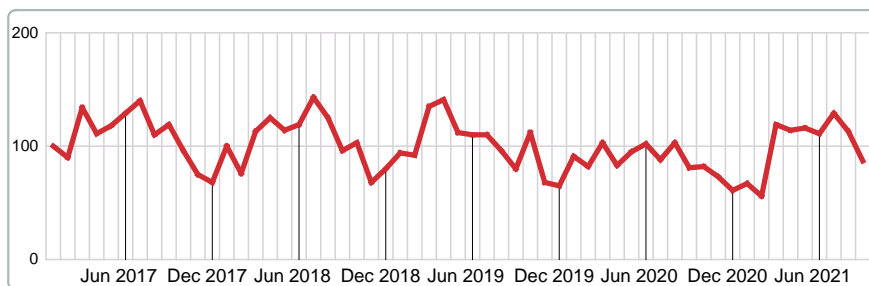
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

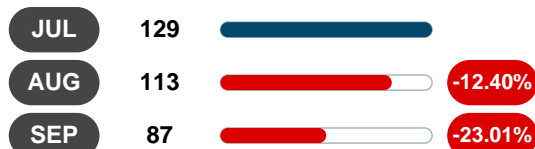


### 3 MONTHS

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>Median New Listed Listing Price</b>	<b>\$178,000</b>		<b>\$69,900</b>	<b>\$160,000</b>	<b>\$265,000</b>	<b>\$220,000</b>

# September 2021



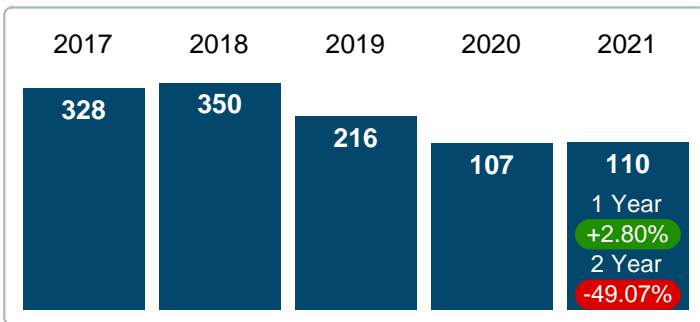
Area Delimited by County Of Washington - Residential Property Type



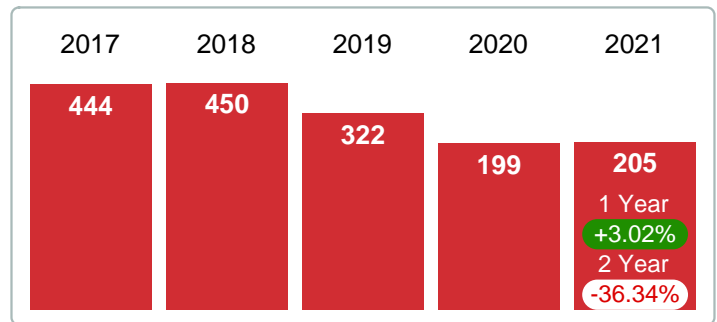
## ACTIVE INVENTORY

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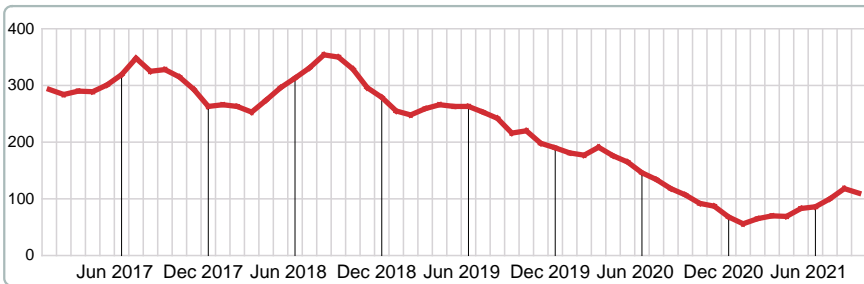
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

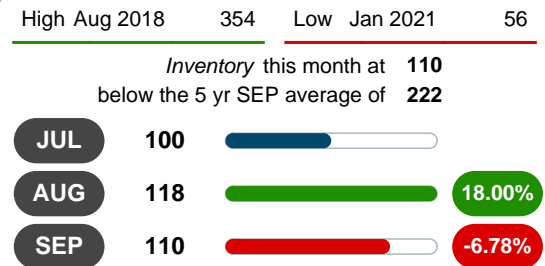


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 222



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	2.73%	54.0	2	1	0	0
\$25,001 - \$75,000	19	17.27%	44.0	11	8	0	0
\$75,001 - \$125,000	15	13.64%	70.0	2	9	3	1
\$125,001 - \$200,000	30	27.27%	21.0	1	21	8	0
\$200,001 - \$375,000	20	18.18%	25.5	0	10	8	2
\$375,001 - \$575,000	12	10.91%	44.0	0	5	7	0
\$575,001 and up	11	10.00%	77.0	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>41.5</b>	<b>1.84M</b>	<b>10.27M</b>	<b>11.20M</b>	<b>3.65M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$164,700</b>			<b>\$55,000</b>	<b>\$149,000</b>	<b>\$317,250</b>	<b>\$498,500</b>

# September 2021



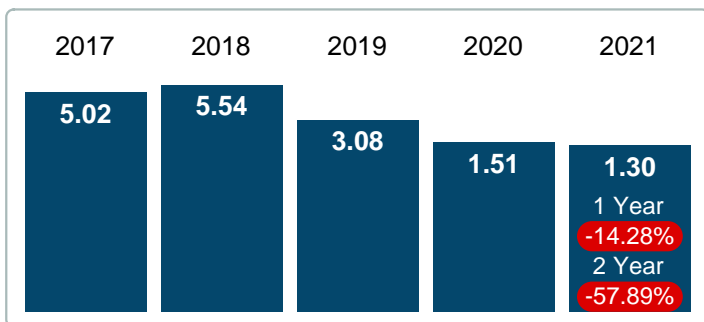
Area Delimited by County Of Washington - Residential Property Type



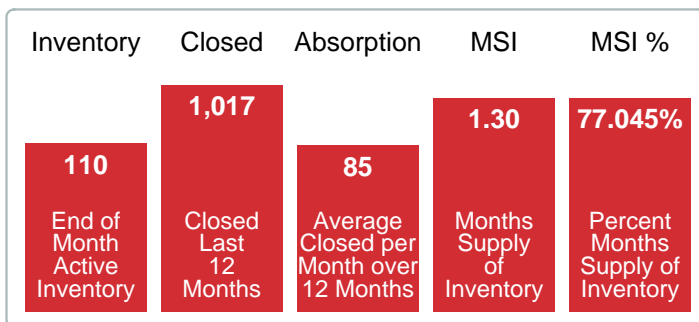
## MONTHS SUPPLY of INVENTORY (MSI)

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

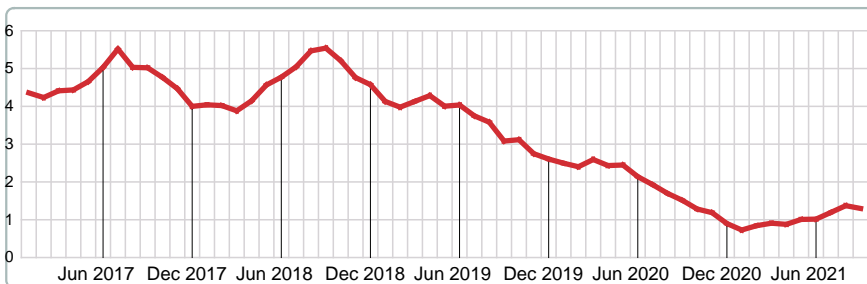
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2021

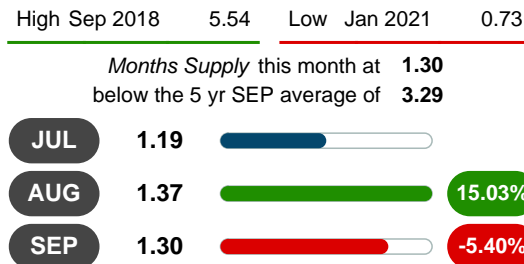


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



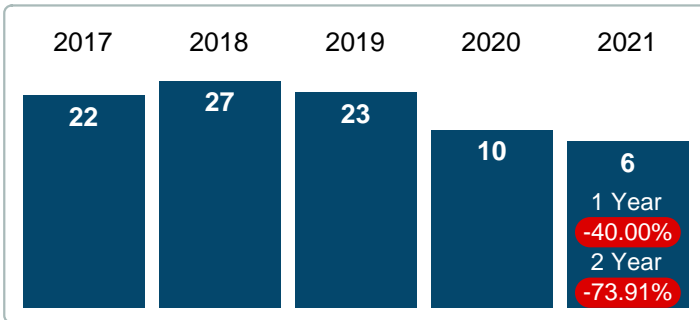
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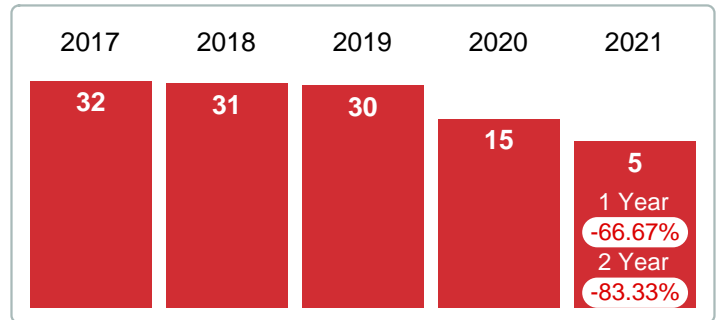
## MEDIAN DAYS ON MARKET TO SALE

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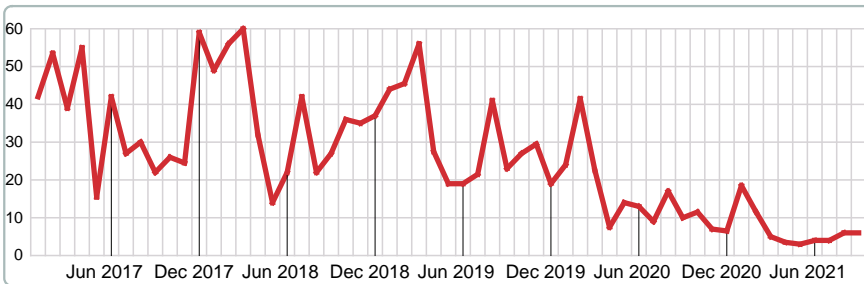
### SEPTEMBER



### YEAR TO DATE (YTD)

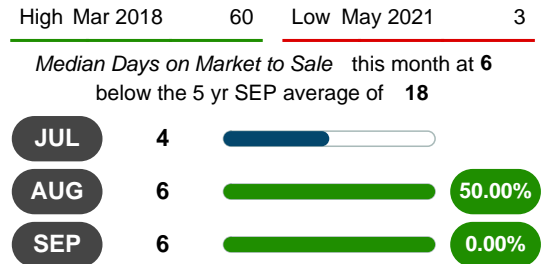


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 18



### 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	6.76%	57	57	97	0	0
\$50,001 - \$75,000	10.81%	11	6	10	15	0
\$75,001 - \$125,000	17.57%	4	1	4	8	0
\$125,001 - \$175,000	25.68%	5	21	5	51	0
\$175,001 - \$250,000	13.51%	6	0	5	6	0
\$250,001 - \$400,000	14.86%	3	0	3	6	31
\$400,001 and up	10.81%	37	0	36	58	11
Median Closed DOM		6	1	5	7	11
Total Closed Units	100%	6.0	9	40	20	5
Total Closed Volume		15,759,721	706.89K	7.13M	5.55M	2.38M

# September 2021



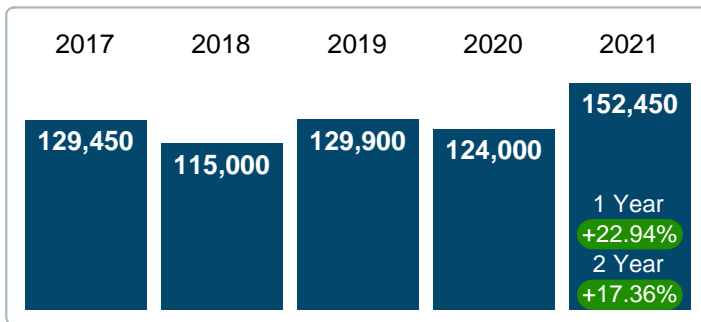
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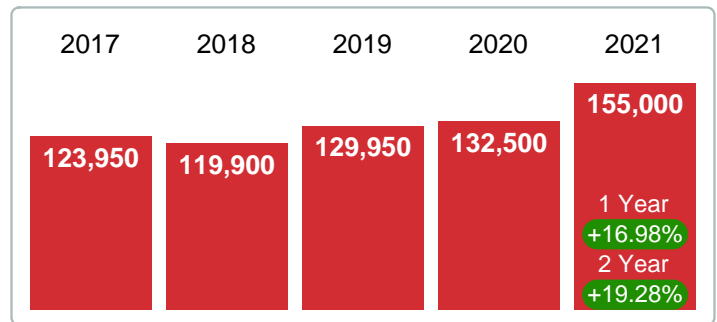
## MEDIAN LIST PRICE AT CLOSING

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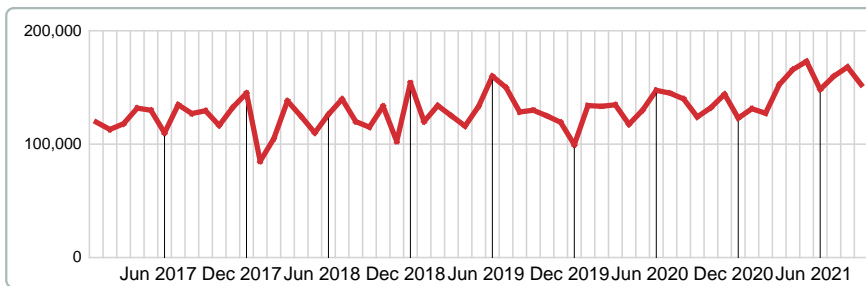
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

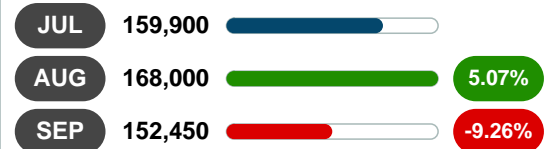


### 3 MONTHS

5 year SEP AVG = 130,160

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

Median List Price at Closing this month at **152,450**  
above the 5 yr SEP average of **130,160**



### 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	6.76%	38,000	38,000	42,400	0	0
\$50,001 - \$75,000	10.81%	59,950	68,750	59,500	60,000	0
\$75,001 - \$125,000	17.57%	115,000	125,000	114,250	110,500	0
\$125,001 - \$175,000	27.03%	149,950	135,900	155,000	146,950	0
\$175,001 - \$250,000	13.51%	218,500	0	215,000	228,000	0
\$250,001 - \$400,000	13.51%	295,000	0	287,500	309,500	304,950
\$400,001 and up	10.81%	641,625	0	698,250	990,500	585,000
<b>Median List Price</b>		<b>152,450</b>	<b>72,500</b>	<b>149,250</b>	<b>235,000</b>	<b>415,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>152,450</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



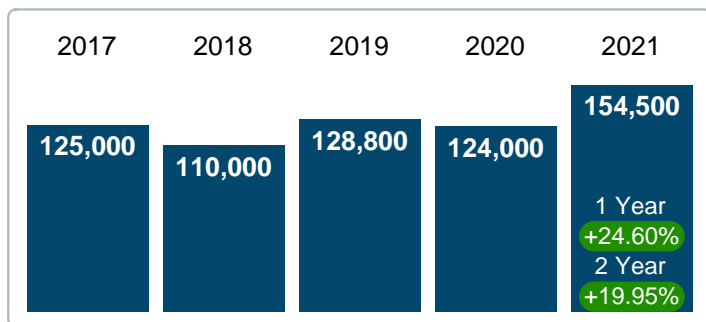
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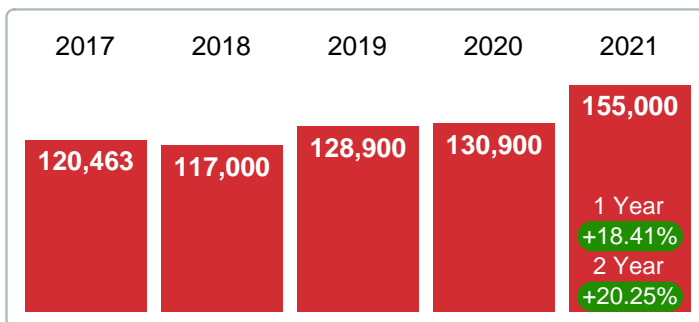
## MEDIAN SOLD PRICE AT CLOSING

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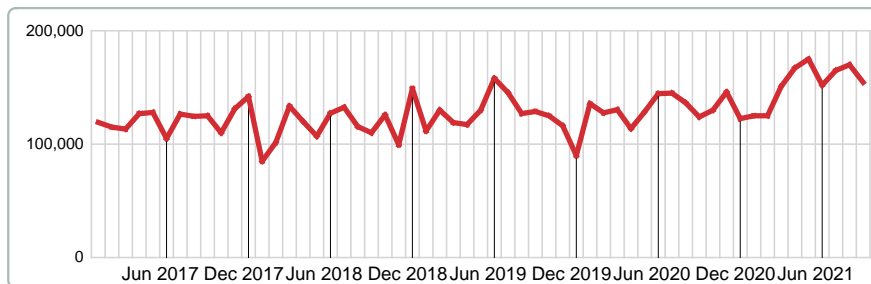
### SEPTEMBER



### YEAR TO DATE (YTD)

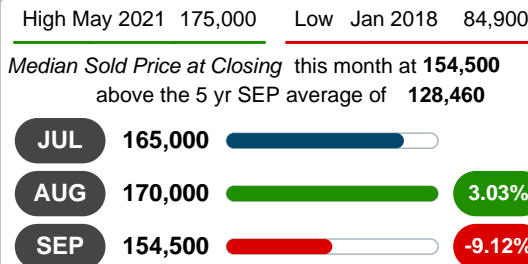


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 128,460



### 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	6.76%	37,000	37,000	39,750	0	0
\$50,001 - \$75,000	8	10.81%	57,625	66,443	56,250	55,000	0
\$75,001 - \$125,000	13	17.57%	120,000	125,000	113,500	122,000	0
\$125,001 - \$175,000	19	25.68%	151,231	136,000	154,500	146,616	0
\$175,001 - \$250,000	10	13.51%	210,000	0	220,000	200,000	0
\$250,001 - \$400,000	11	14.86%	290,000	0	270,000	290,000	312,500
\$400,001 and up	8	10.81%	600,000	0	574,000	827,500	626,000
Median Sold Price			154,500	72,500	150,000	233,000	409,000
Total Closed Units		100%	154,500	9	40	20	5
Total Closed Volume			15,759,721	706.89K	7.13M	5.55M	2.38M

# September 2021



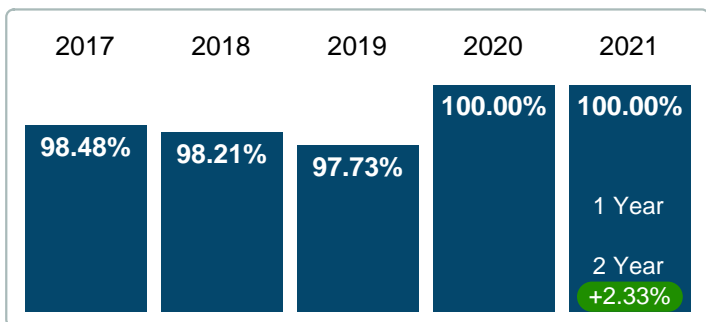
Area Delimited by County Of Washington - Residential Property Type



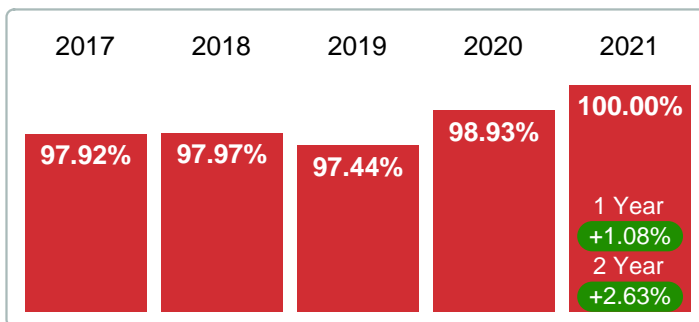
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

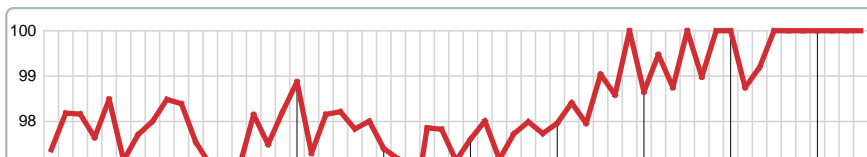
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 98.89%

High Sep 2021 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%** above the 5 yr SEP average of **98.89%**

JUL 100.00%  
AUG 100.00%  
SEP 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	6.76%	86.45%	86.45%	91.64%	0.00%	0.00%
\$50,001 - \$75,000	8	10.81%	96.98%	96.45%	98.50%	91.67%	0.00%
\$75,001 - \$125,000	13	17.57%	100.00%	100.00%	100.00%	90.45%	0.00%
\$125,001 - \$175,000	19	25.68%	100.45%	100.07%	100.73%	99.85%	0.00%
\$175,001 - \$250,000	10	13.51%	100.00%	0.00%	100.04%	100.00%	0.00%
\$250,001 - \$400,000	11	14.86%	101.79%	0.00%	94.17%	101.82%	102.43%
\$400,001 and up	8	10.81%	97.15%	0.00%	90.65%	88.98%	98.55%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	101.79%
Total Closed Units		74	100%	9	40	20	5
Total Closed Volume		15,759,721		706.89K	7.13M	5.55M	2.38M

# September 2021



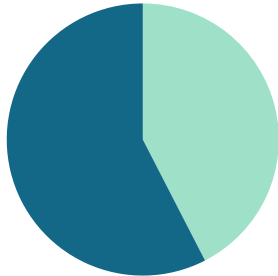
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

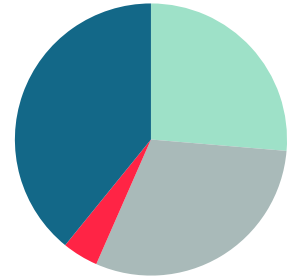


**Inventory**  
 New Listings  
**87 = 42.44%**  
 Start Inventory  
**118**  
 Total Inventory Units  
**205**  
 Volume  
**\$44,155,505**

### 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%
Median List Price	124,000	152,450	22.94%	132,500	155,000	16.98%
Median Sale Price	124,000	154,500	24.60%	130,900	155,000	18.41%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	98.93%	100.00%	1.08%
Median Days on Market to Sale	10.00	6.00	-40.00%	15.00	5.00	-66.67%
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

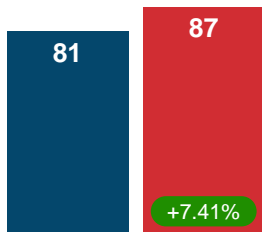
**Inventory** on September 30, 2021 = **110**

**2020** **2021**

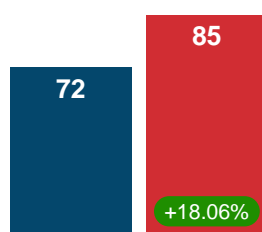
### SEPTEMBER MARKET

### MEDIAN PRICES

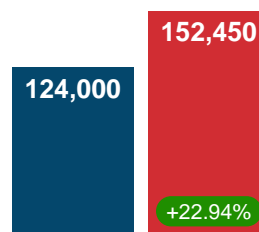
#### New Listings



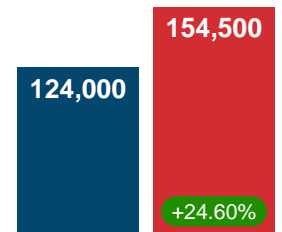
#### Pending Listings



#### List Price



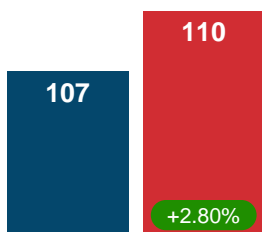
#### Sale Price



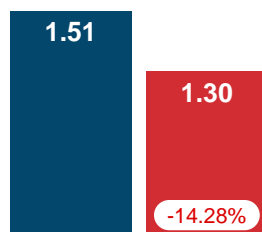
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

