

# August 2021

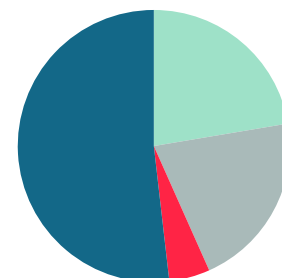
Area Delimited by County Of Washington



## MONTHLY INVENTORY ANALYSIS

Report produced on Sep 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	98	129	31.63%
Pending Listings	118	121	2.54%
New Listings	146	144	-1.37%
Average List Price	169,338	183,677	8.47%
Average Sale Price	162,390	179,104	10.29%
Average Percent of Selling Price to List Price	96.76%	98.19%	1.47%
Average Days on Market to Sale	38.66	19.28	-50.14%
End of Month Inventory	474	299	-36.92%
Months Supply of Inventory	5.64	2.94	-47.88%



■ Closed (22.36%)  
■ Pending (20.97%)  
■ Other OffMarket (4.85%)  
■ Active (51.82%)

**Absorption:** Last 12 months, an Average of **102** Sales/Month  
**Active Inventory** as of August 31, 2021 = **299**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2021 decreased **36.92%** to 299 existing homes available for sale. Over the last 12 months this area has had an average of 102 closed sales per month. This represents an unsold inventory index of **2.94** 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 **10.29%** in August 2021 to \$179,104 versus the previous year at \$162,390.

#### Average Days on Market Shortens

The average number of **19.28** days that homes spent on the market before selling decreased by 19.38 days or **50.14%** in August 2021 compared to last year's same month at **38.66** DOM.

#### Sales Success for August 2021 is Positive

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

There were 144 New Listings in August 2021, down **1.37%** from last year at 146. Furthermore, there were 129 Closed Listings this month versus last year at 98, a **31.63%** increase.

Closed versus Listed trends yielded a **89.6%** ratio, up from previous year's, August 2020, at **67.1%**, a **33.46%** upswing. This will certainly create pressure on a decreasing 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

# August 2021



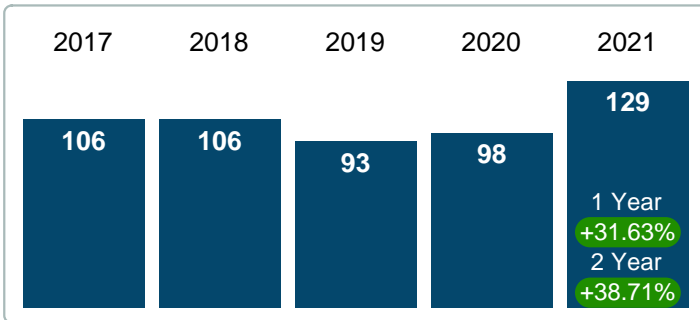
Area Delimited by County Of Washington



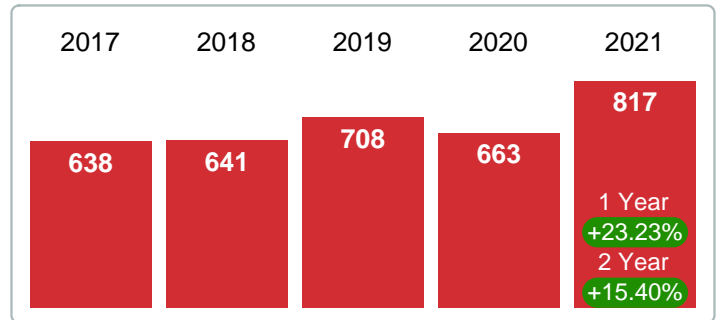
## CLOSED LISTINGS

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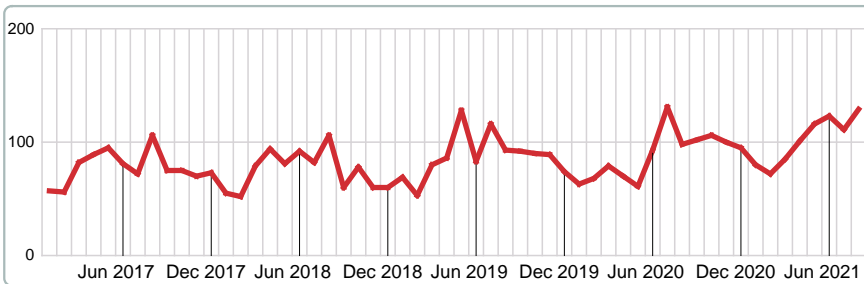
### AUGUST



### YEAR TO DATE (YTD)

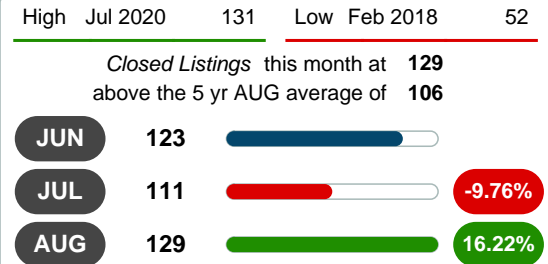


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 106



### 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	12	9.30%	18.4	5	6	1	0
\$50,001 - \$75,000	10	7.75%	48.7	5	5	0	0
\$75,001 - \$125,000	21	16.28%	26.2	7	12	2	0
\$125,001 - \$175,000	33	25.58%	12.1	7	19	5	2
\$175,001 - \$225,000	22	17.05%	9.9	0	14	7	1
\$225,001 - \$325,000	18	13.95%	10.8	2	4	9	3
\$325,001 and up	13	10.08%	32.1	2	0	8	3
<b>Total Closed Units</b>	<b>129</b>			<b>28</b>	<b>60</b>	<b>32</b>	<b>9</b>
<b>Total Closed Volume</b>	<b>23,104,435</b>	<b>100%</b>	<b>19.3</b>	<b>3.49M</b>	<b>8.22M</b>	<b>8.68M</b>	<b>2.71M</b>
<b>Average Closed Price</b>	<b>\$179,104</b>			<b>\$124,692</b>	<b>\$137,025</b>	<b>\$271,366</b>	<b>\$300,878</b>

# August 2021



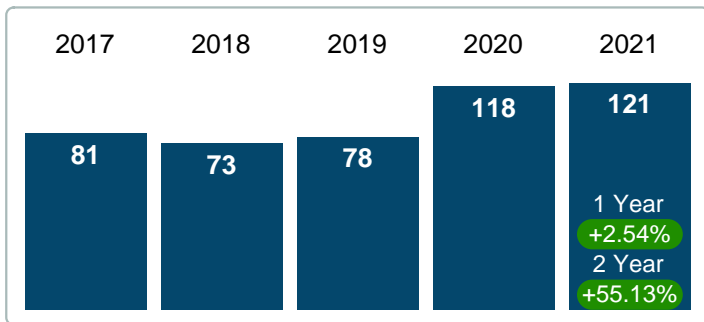
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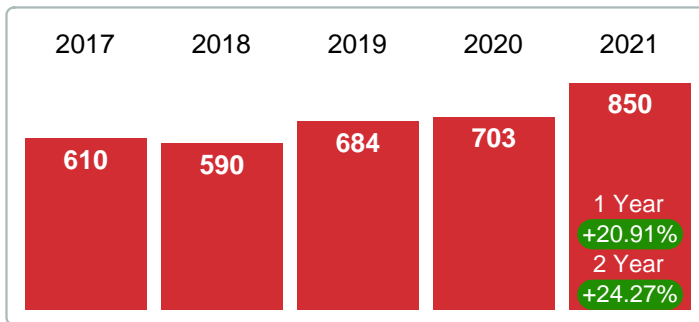
## PENDING LISTINGS

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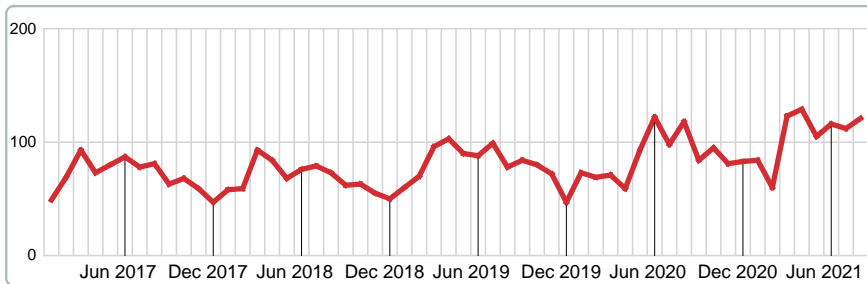
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 94

High Apr 2021 129 Low Dec 2019 47

Pending Listings this month at 121  
above the 5 yr AUG average of 94



### 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	10	8.26%	44.3	8	1	1	0
\$50,001 - \$90,000	17	14.05%	69.4	9	8	0	0
\$90,001 - \$120,000	14	11.57%	29.2	4	9	1	0
\$120,001 - \$180,000	32	26.45%	15.0	1	26	5	0
\$180,001 - \$230,000	20	16.53%	25.7	2	10	8	0
\$230,001 - \$290,000	16	13.22%	18.0	2	4	9	1
\$290,001 and up	12	9.92%	24.9	3	2	4	3
<b>Total Pending Units</b>	<b>121</b>			<b>29</b>	<b>60</b>	<b>28</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>21,974,725</b>	<b>100%</b>	<b>46.8</b>	<b>3.90M</b>	<b>9.27M</b>	<b>6.28M</b>	<b>2.51M</b>
<b>Average Listing Price</b>	<b>\$122,854</b>			<b>\$134,642</b>	<b>\$154,530</b>	<b>\$224,411</b>	<b>\$628,700</b>

# August 2021



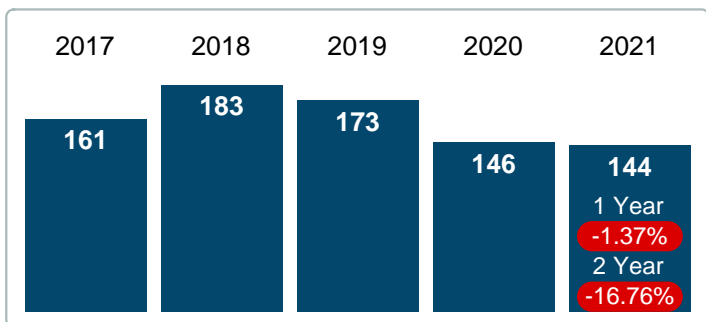
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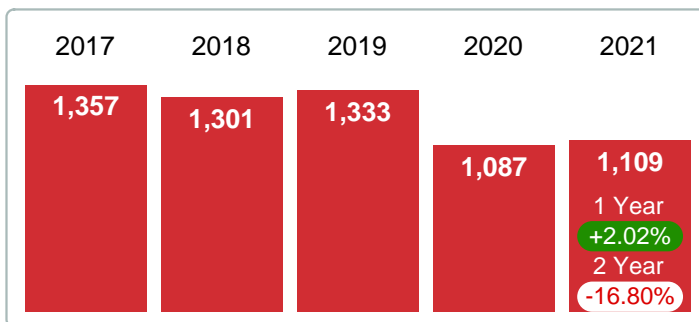
## NEW LISTINGS

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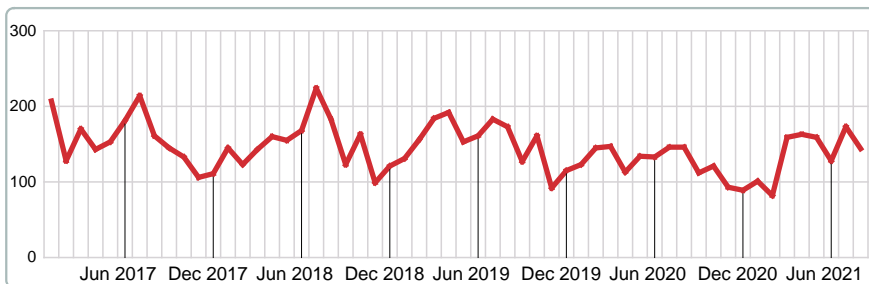
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 161

High Jul 2018 224 Low Feb 2021 82

New Listings this month at 144  
 below the 5 yr AUG average of 161



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	13	9.03%	12	1	0	0
\$30,001 - \$70,000	17	11.81%	13	4	0	0
\$70,001 - \$110,000	22	15.28%	10	12	0	0
\$110,001 - \$170,000	35	24.31%	4	26	5	0
\$170,001 - \$240,000	23	15.97%	3	12	8	0
\$240,001 - \$320,000	19	13.19%	3	4	9	3
\$320,001 and up	15	10.42%	4	3	6	2
<b>Total New Listed Units</b>	<b>144</b>		<b>49</b>	<b>62</b>	<b>28</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>26,695,573</b>	<b>100%</b>	<b>6.76M</b>	<b>9.67M</b>	<b>7.28M</b>	<b>2.98M</b>
<b>Average New Listed Listing Price</b>	<b>\$89,636</b>		<b>\$138,047</b>	<b>\$156,027</b>	<b>\$259,918</b>	<b>\$595,980</b>

# August 2021



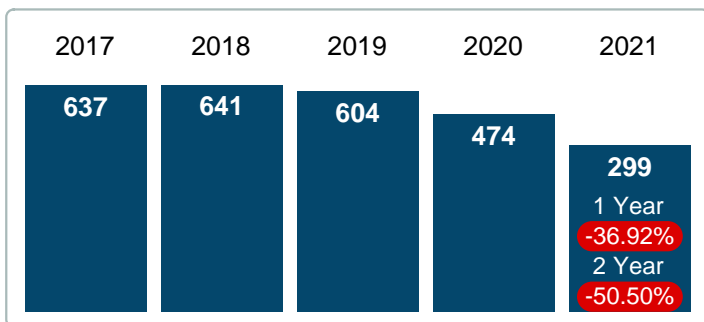
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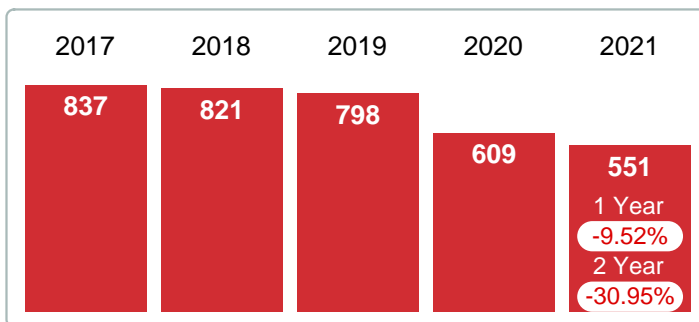
## ACTIVE INVENTORY

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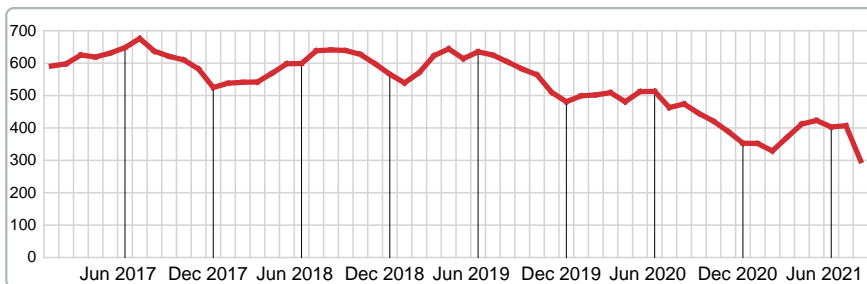
### END OF AUGUST



### ACTIVE DURING AUGUST

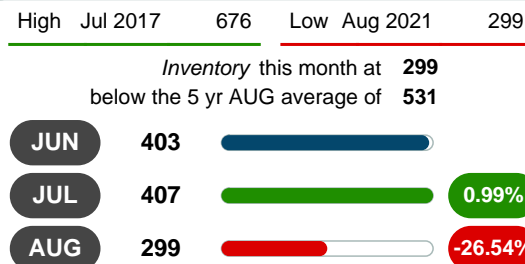


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 531



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	<b>0</b>	0.00%	0.0	0	0	0	0
\$1-\$25,000	<b>30</b>	10.03%	165.5	28	2	0	0
\$25,001-\$50,000	<b>48</b>	16.05%	85.7	42	5	1	0
\$50,001-\$125,000	<b>97</b>	32.44%	103.4	70	21	6	0
\$125,001-\$225,000	<b>56</b>	18.73%	61.6	22	24	10	0
\$225,001-\$450,000	<b>41</b>	13.71%	68.9	18	6	11	6
\$450,001 and up	<b>27</b>	9.03%	108.9	17	2	6	2
Total Active Inventory by Units			299	197	60	34	8
Total Active Inventory by Volume			57,227,191	32.12M	9.70M	11.17M	4.25M
Average Active Inventory Listing Price			\$191,395	\$163,030	\$161,597	\$328,397	\$531,113

# August 2021



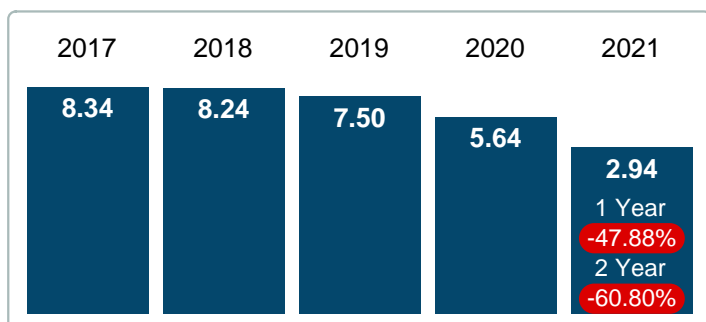
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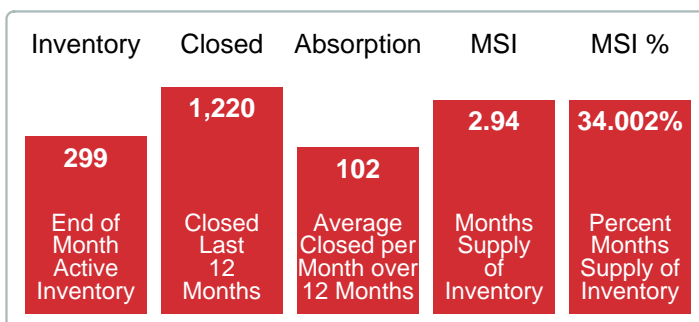
## MONTHS SUPPLY of INVENTORY (MSI)

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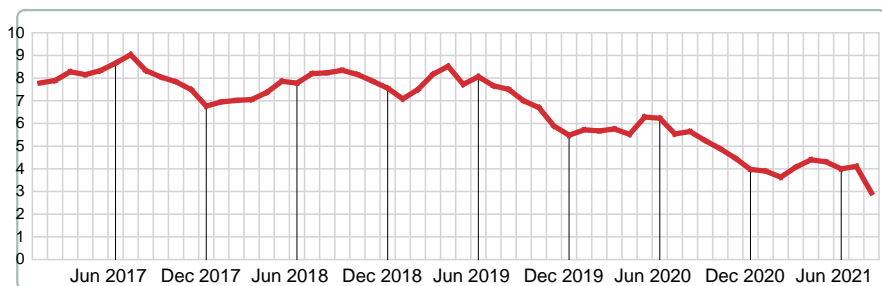
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2021

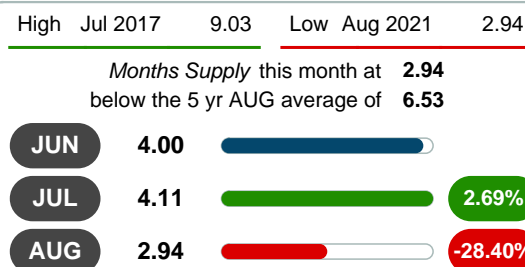


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 6.53



### 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
\$20,000 and less	27	9.03%	3.68	6.37	0.34	0.00	0.00
\$20,001 - \$40,000	26	8.70%	5.67	6.81	2.82	12.00	0.00
\$40,001 - \$70,000	59	19.73%	4.75	7.75	1.18	2.67	0.00
\$70,001 - \$130,000	68	22.74%	2.86	7.70	1.29	2.18	0.00
\$130,001 - \$220,000	48	16.05%	1.62	8.00	0.97	1.36	0.00
\$220,001 - \$450,000	44	14.72%	2.07	8.77	1.43	0.98	2.67
\$450,001 and up	27	9.03%	10.13	29.14	6.00	4.80	4.00
Market Supply of Inventory (MSI)			2.94	8.01	1.20	1.49	1.96
Total Active Inventory by Units		100%	294	197	60	34	8

# August 2021



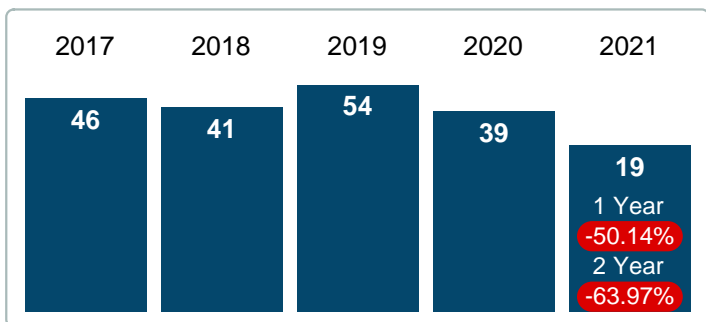
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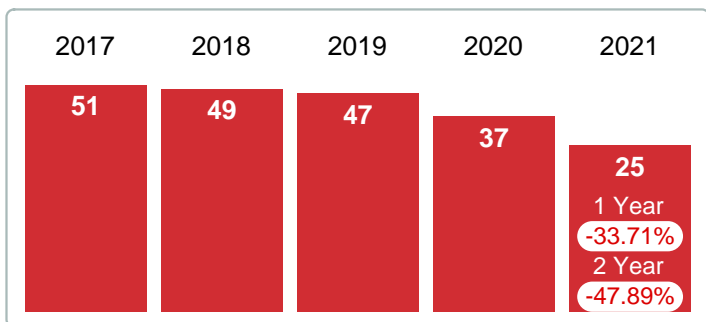
## AVERAGE DAYS ON MARKET TO SALE

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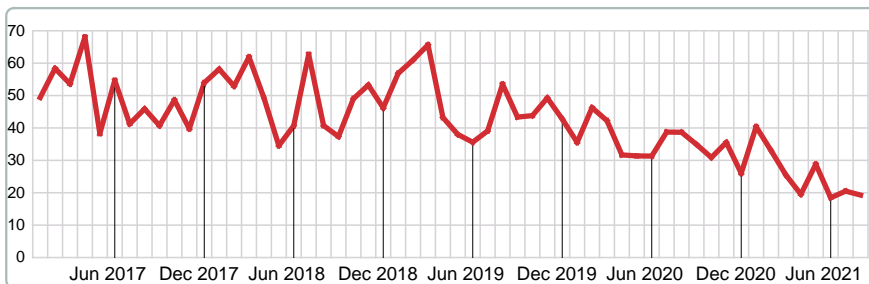
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 40

High Apr 2017 68 Low Jun 2021 18

Average Days on Market to Sale this month at 19 below the 5 yr AUG average of 40



## 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	9.30%	18	27	13	7	0
\$50,001 - \$75,000	7.75%	49	74	24	0	0
\$75,001 - \$125,000	16.28%	26	54	10	24	0
\$125,001 - \$175,000	25.58%	12	41	4	3	7
\$175,001 - \$225,000	17.05%	10	0	6	17	11
\$225,001 - \$325,000	13.95%	11	32	5	10	8
\$325,001 and up	10.08%	32	61	0	32	14
Average Closed DOM		19	48	9	16	10
Total Closed Units	100%	129	28	60	32	9
Total Closed Volume		23,104,435	3.49M	8.22M	8.68M	2.71M



# August 2021



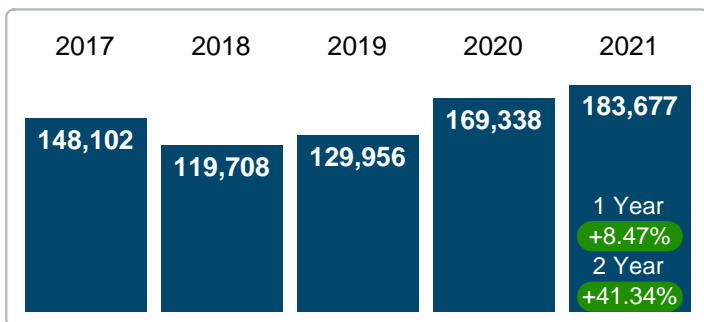
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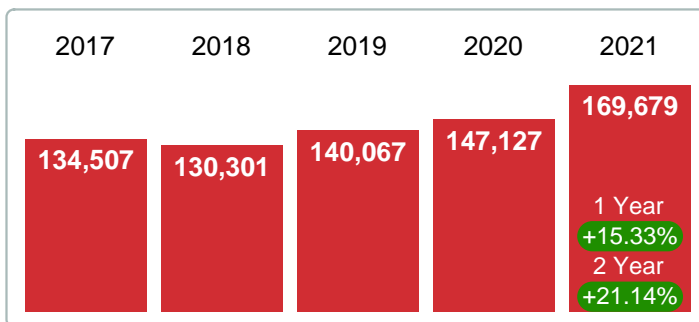
## AVERAGE LIST PRICE AT CLOSING

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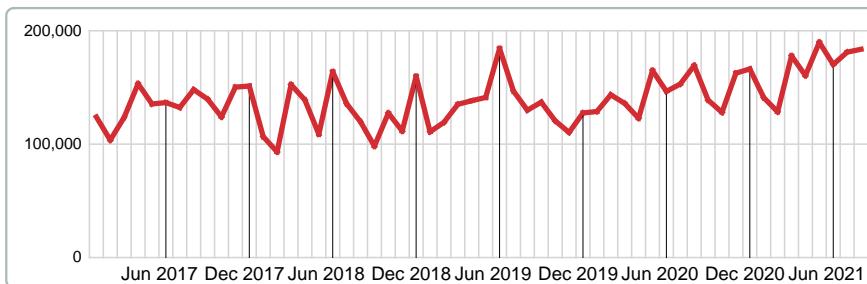
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 150,156

High May 2021 189,822    Low Feb 2018 93,171

Average List Price at Closing this month at **183,677**  
above the 5 yr AUG average of **150,156**

Month	Price	Change
JUN	170,260	
JUL	181,151	+6.40%
AUG	183,677	+1.39%

## 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	8.53%	21,359	26,890	20,333	39,000	0
\$50,001 - \$75,000	9.30%	66,685	67,180	67,500	0	0
\$75,001 - \$125,000	13.95%	100,872	113,329	100,726	120,000	0
\$125,001 - \$175,000	24.03%	147,129	152,786	147,595	156,760	172,450
\$175,001 - \$225,000	18.60%	195,679	0	197,021	205,173	190,900
\$225,001 - \$325,000	15.50%	257,065	252,250	253,250	257,644	271,467
\$325,001 and up	10.08%	495,763	558,413	0	488,925	472,233
<b>Average List Price</b>		<b>183,677</b>	<b>141,231</b>	<b>137,397</b>	<b>272,788</b>	<b>307,433</b>
<b>Total Closed Units</b>	100%	<b>183,677</b>	<b>28</b>	<b>60</b>	<b>32</b>	<b>9</b>
<b>Total Closed Volume</b>		<b>23,694,397</b>	<b>3.95M</b>	<b>8.24M</b>	<b>8.73M</b>	<b>2.77M</b>



# August 2021



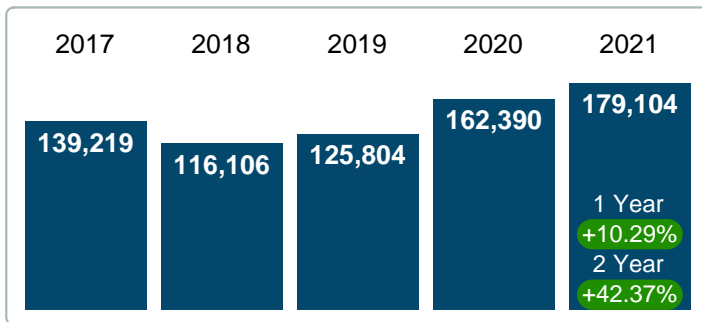
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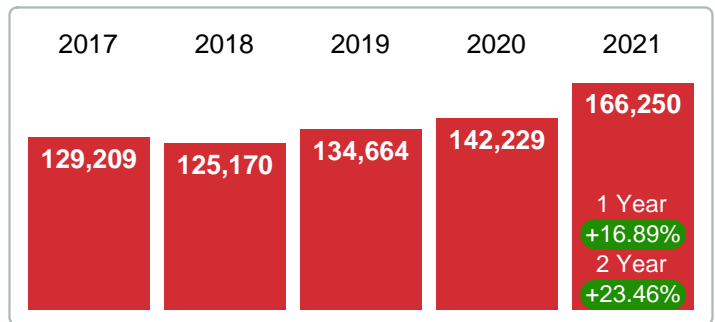
## AVERAGE SOLD PRICE AT CLOSING

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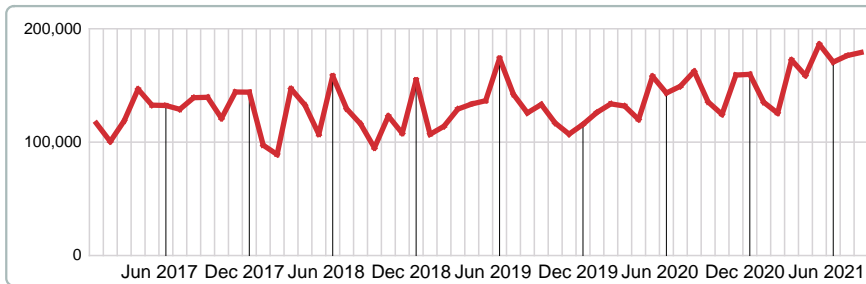
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

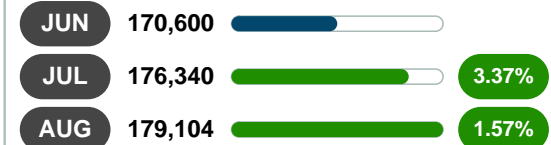


### 3 MONTHS

5 year AUG AVG = 144,525

High May 2021 186,266 Low Feb 2018 89,105

Average Sold Price at Closing this month at **179,104**  
above the 5 yr AUG average of **144,525**



### 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	9.30%	23,729	24,050	19,917	45,000	0
\$50,001 - \$75,000	7.75%	61,405	59,780	63,030	0	0
\$75,001 - \$125,000	16.28%	98,958	96,714	99,260	105,000	0
\$125,001 - \$175,000	25.58%	150,558	141,132	149,789	158,900	170,000
\$175,001 - \$225,000	17.05%	197,495	0	194,979	203,314	192,000
\$225,001 - \$325,000	13.95%	260,500	248,750	255,000	261,944	271,333
\$325,001 and up	10.08%	471,168	454,895	0	481,688	453,967
<b>Average Sold Price</b>		<b>179,104</b>	<b>124,692</b>	<b>137,025</b>	<b>271,366</b>	<b>300,878</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>129</b>	<b>28</b>	<b>60</b>	<b>32</b>	<b>9</b>
<b>Total Closed Volume</b>		<b>23,104,435</b>	<b>3.49M</b>	<b>8.22M</b>	<b>8.68M</b>	<b>2.71M</b>

# August 2021



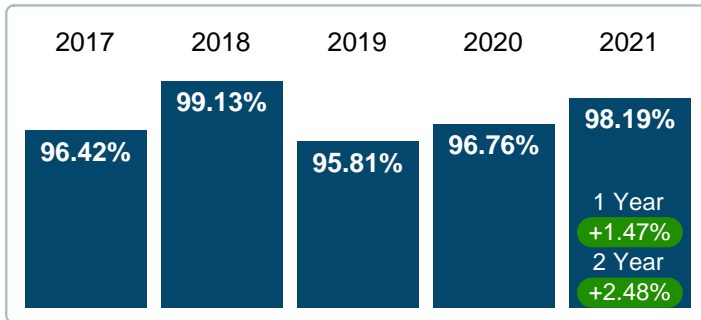
Area Delimited by County Of Washington



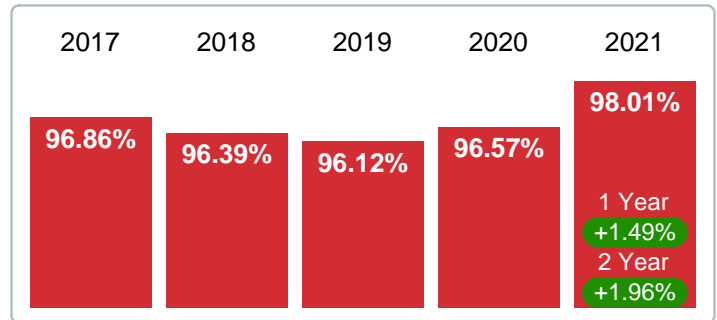
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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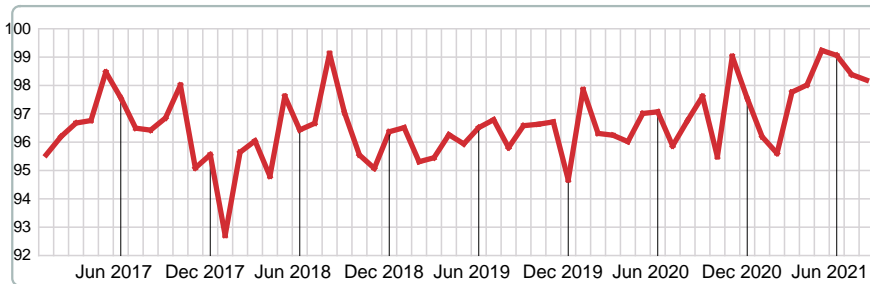
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

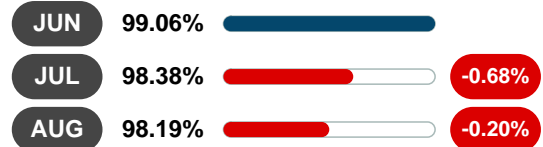


### 3 MONTHS

5 year AUG AVG = 97.26%

High May 2021 99.24% Low Jan 2018 92.71%

Average Sold/List Ratio this month at **98.19%**  
above the 5 yr AUG average of **97.26%**



## 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	12	9.30%	100.40%	99.37%	98.77%	115.38%	0.00%
\$50,001 - \$75,000	10	7.75%	91.79%	89.27%	94.31%	0.00%	0.00%
\$75,001 - \$125,000	21	16.28%	95.19%	90.87%	98.93%	87.83%	0.00%
\$125,001 - \$175,000	33	25.58%	99.88%	94.21%	101.69%	101.43%	98.60%
\$175,001 - \$225,000	22	17.05%	99.34%	0.00%	99.27%	99.30%	100.58%
\$225,001 - \$325,000	18	13.95%	100.91%	98.63%	100.69%	101.76%	100.19%
\$325,001 and up	13	10.08%	95.89%	83.84%	0.00%	98.81%	96.14%
Average Sold/List Ratio		98.20%		92.99%	99.60%	99.99%	98.53%
Total Closed Units		129	100%	28	60	32	9
Total Closed Volume		23,104,435		3.49M	8.22M	8.68M	2.71M

# August 2021



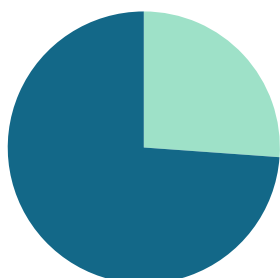
Area Delimited by County Of Washington



## MARKET SUMMARY

Report produced on Sep 13, 2021 for MLS Technology Inc.

### INVENTORY

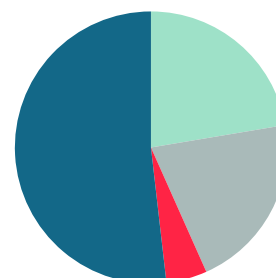


**Inventory**  
 New Listings  
**144 = 26.13%**  
 Start Inventory  
**407**  
 Total Inventory Units  
**551**  
 Volume  
**\$105,074,488**

### Market Activity

Closed Sales  
**129 = 22.36%**  
 Pending Sales  
**121 = 20.97%**  
 Other Off Market  
**28 = 4.85%**  
 Active Inventory  
**299 = 51.82%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	98	129	31.63%	663	817	23.23%
Pending Sales	118	121	2.54%	703	850	20.91%
New Listings	146	144	-1.37%	1,087	1,109	2.02%
Average List Price	169,338	183,677	8.47%	147,127	169,679	15.33%
Average Sale Price	162,390	179,104	10.29%	142,229	166,250	16.89%
Average Percent of Selling Price to List Price	96.76%	98.19%	1.47%	96.57%	98.01%	1.49%
Average Days on Market to Sale	38.66	19.28	-50.14%	37.14	24.62	-33.71%
Monthly Inventory	474	299	-36.92%	474	299	-36.92%
Months Supply of Inventory	5.64	2.94	-47.88%	5.64	2.94	-47.88%

**Absorption:** Last 12 months, an Average of **102** Sales/Month

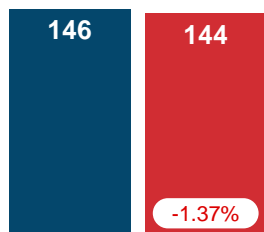
**Inventory** on August 31, 2021 = **299**

**2020** **2021**

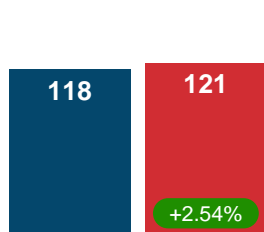
### AUGUST MARKET

### AVERAGE PRICES

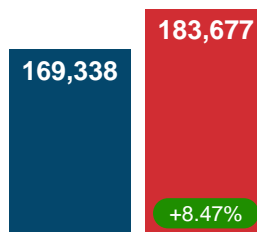
#### New Listings



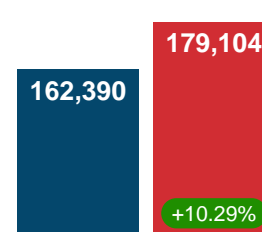
#### Pending Listings



#### List Price



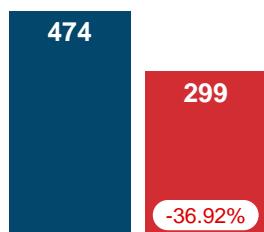
#### Sale Price



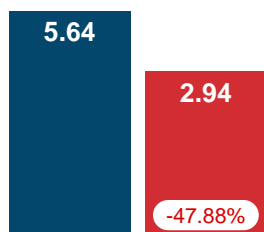
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

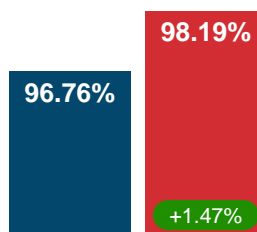
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

