

# July 2021

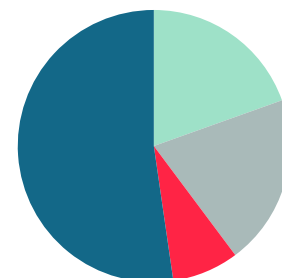
Area Delimited by County Of Washington



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2021 for MLS Technology Inc.

Compared Metrics	2020	July 2021	+/-%
Closed Listings	131	111	-15.27%
Pending Listings	98	115	17.35%
New Listings	146	173	18.49%
Average List Price	153,032	181,151	18.37%
Average Sale Price	149,257	176,340	18.15%
Average Percent of Selling Price to List Price	95.87%	98.38%	2.62%
Average Days on Market to Sale	38.73	20.50	-47.06%
End of Month Inventory	463	297	-35.85%
Months Supply of Inventory	5.54	3.00	-45.89%



■ Closed (19.54%)  
■ Pending (20.25%)  
■ Other OffMarket (7.92%)  
■ Active (52.29%)

**Absorption:** Last 12 months, an Average of **99** Sales/Month  
**Active Inventory** as of July 31, 2021 = **297**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2021 decreased **35.85%** to 297 existing homes available for sale. Over the last 12 months this area has had an average of 99 closed sales per month. This represents an unsold inventory index of **3.00** 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 **18.15%** in July 2021 to \$176,340 versus the previous year at \$149,257.

#### Average Days on Market Shortens

The average number of **20.50** days that homes spent on the market before selling decreased by 18.23 days or **47.06%** in July 2021 compared to last year's same month at **38.73** DOM.

#### Sales Success for July 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 173 New Listings in July 2021, up **18.49%** from last year at 146. Furthermore, there were 111 Closed Listings this month versus last year at 131, a **-15.27%** decrease.

Closed versus Listed trends yielded a **64.2%** ratio, down from previous year's, July 2020, at **89.7%**, a **28.49%** downswing. 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

# July 2021



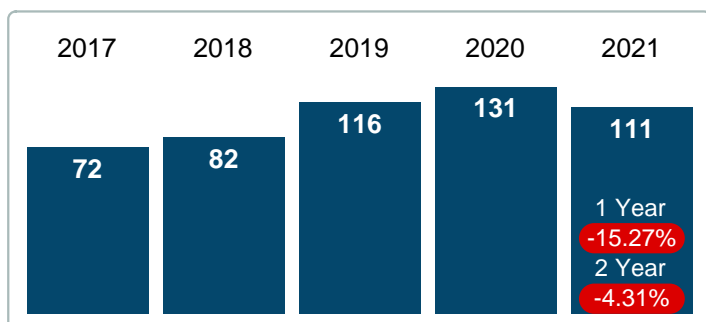
Area Delimited by County Of Washington



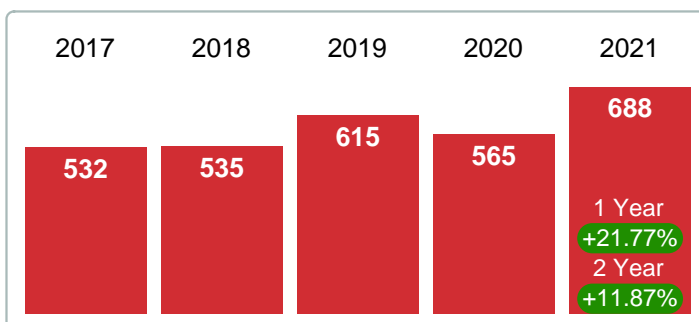
## CLOSED LISTINGS

Report produced on Aug 10, 2021 for MLS Technology Inc.

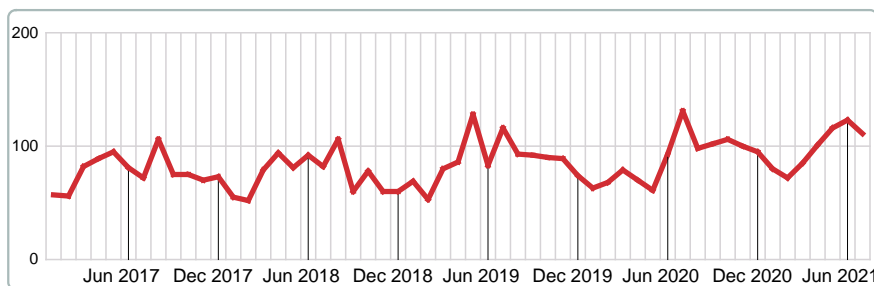
### JULY



### YEAR TO DATE (YTD)

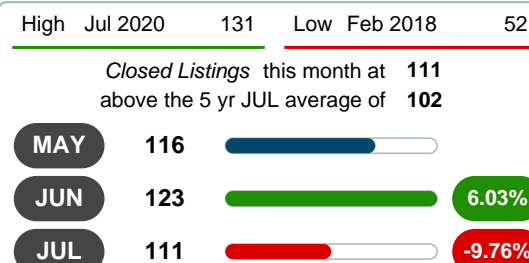


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 102



### 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	11	9.91%	25.6	7	4	0	0
\$50,001 - \$75,000	12	10.81%	54.8	7	5	0	0
\$75,001 - \$125,000	17	15.32%	5.1	0	16	1	0
\$125,001 - \$175,000	22	19.82%	3.1	2	18	2	0
\$175,001 - \$250,000	22	19.82%	19.9	4	11	6	1
\$250,001 - \$300,000	12	10.81%	27.3	2	5	3	2
\$300,001 and up	15	13.51%	27.7	1	1	12	1
<b>Total Closed Units</b>	<b>111</b>			<b>23</b>	<b>60</b>	<b>24</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>19,573,795</b>	<b>100%</b>	<b>20.5</b>	<b>2.67M</b>	<b>8.80M</b>	<b>6.94M</b>	<b>1.16M</b>
<b>Average Closed Price</b>	<b>\$176,340</b>			<b>\$116,072</b>	<b>\$146,707</b>	<b>\$289,075</b>	<b>\$290,975</b>

# July 2021



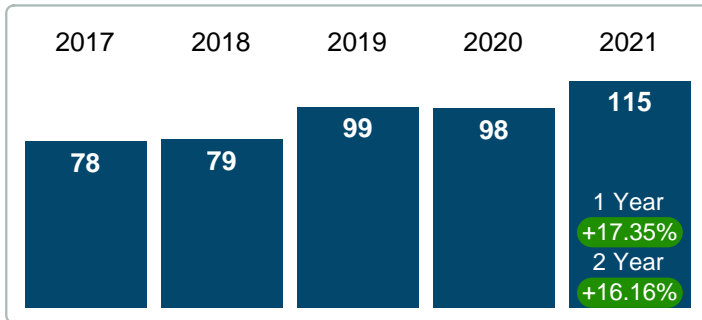
Area Delimited by County Of Washington



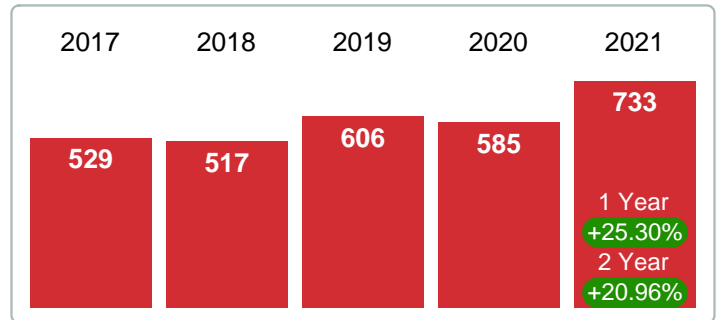
## PENDING LISTINGS

Report produced on Aug 10, 2021 for MLS Technology Inc.

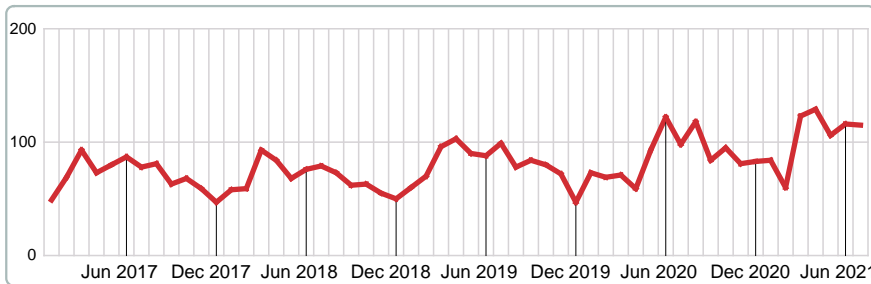
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 94

High Apr 2021 129 Low Dec 2019 47

Pending Listings this month at 115  
above the 5 yr JUL 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	3	2.61%	28.3	1	2	0	0
\$50,001 - \$100,000	18	15.65%	40.2	8	9	1	0
\$100,001 - \$125,000	11	9.57%	27.0	4	6	1	0
\$125,001 - \$175,000	33	28.70%	6.9	4	22	5	2
\$175,001 - \$250,000	26	22.61%	20.5	1	14	9	2
\$250,001 - \$350,000	11	9.57%	17.2	1	2	7	1
\$350,001 and up	13	11.30%	58.7	1	2	7	3
<b>Total Pending Units</b>	<b>115</b>			<b>20</b>	<b>57</b>	<b>30</b>	<b>8</b>
<b>Total Pending Volume</b>	<b>24,666,957</b>	<b>100%</b>	<b>36.1</b>	<b>2.48M</b>	<b>9.94M</b>	<b>9.76M</b>	<b>2.48M</b>
<b>Average Listing Price</b>	<b>\$172,925</b>			<b>\$124,161</b>	<b>\$174,420</b>	<b>\$325,480</b>	<b>\$309,675</b>

# July 2021



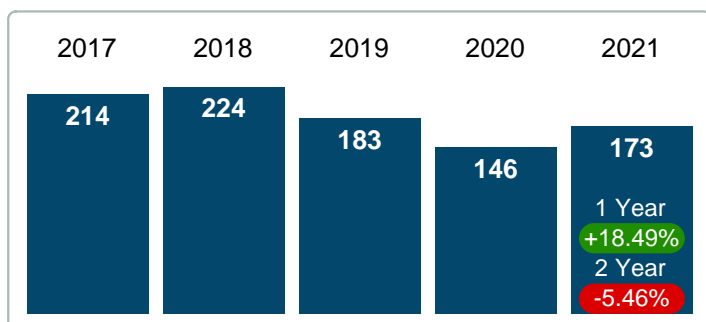
Area Delimited by County Of Washington



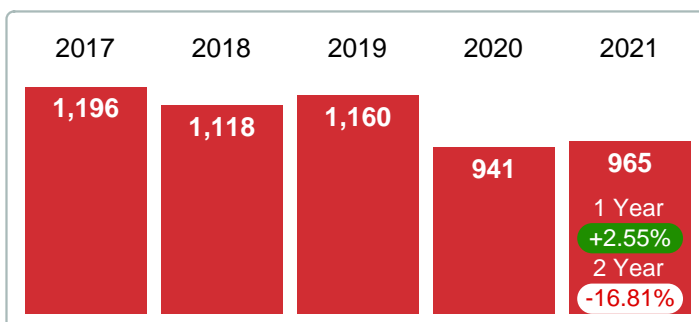
## NEW LISTINGS

Report produced on Aug 10, 2021 for MLS Technology Inc.

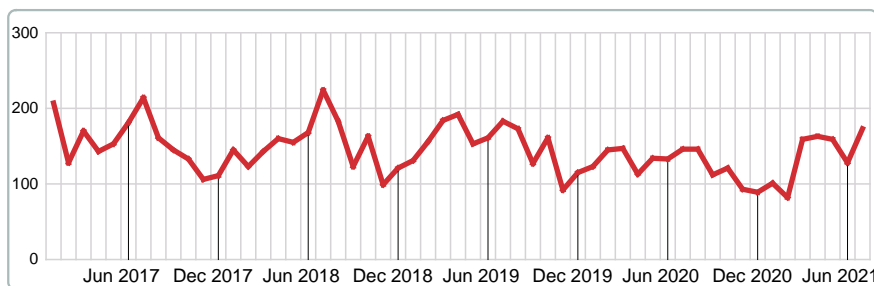
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

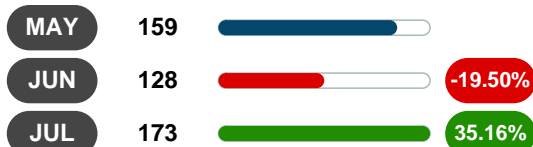


### 3 MONTHS

5 year JUL AVG = 188

High Jul 2018 224 Low Feb 2021 82

New Listings this month at 173  
below the 5 yr JUL average of 188



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	4.62%	3	5	0	0
\$25,001 - \$75,000	32	18.50%	24	7	1	0
\$75,001 - \$125,000	19	10.98%	5	12	2	0
\$125,001 - \$150,000	34	19.65%	9	20	5	0
\$150,001 - \$225,000	39	22.54%	2	26	9	2
\$225,001 - \$325,000	22	12.72%	3	6	12	1
\$325,001 and up	19	10.98%	5	1	8	5
<b>Total New Listed Units</b>	<b>173</b>		<b>51</b>	<b>77</b>	<b>37</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>32,622,898</b>	<b>100%</b>	<b>9.01M</b>	<b>11.08M</b>	<b>9.26M</b>	<b>3.27M</b>
<b>Average New Listed Listing Price</b>	<b>\$151,745</b>		<b>\$176,717</b>	<b>\$143,886</b>	<b>\$250,362</b>	<b>\$408,463</b>

# July 2021



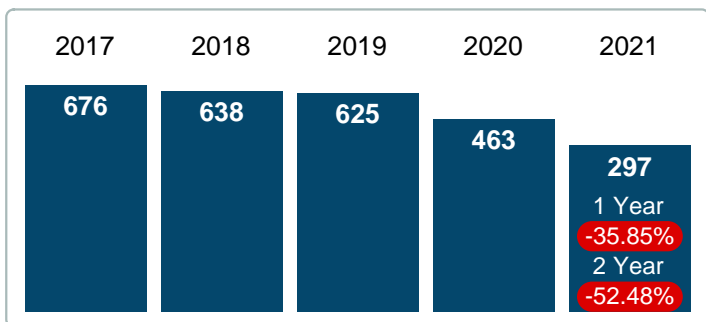
Area Delimited by County Of Washington



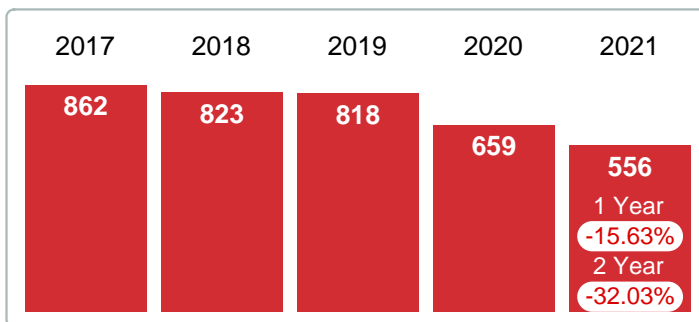
## ACTIVE INVENTORY

Report produced on Aug 10, 2021 for MLS Technology Inc.

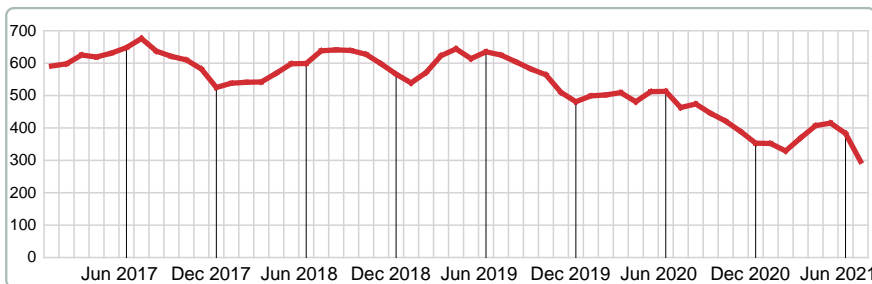
### END OF JULY



### ACTIVE DURING JULY

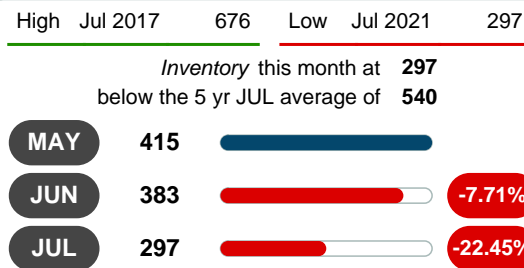


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 540



### 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	26	8.75%	169.9	23	3	0	0	
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0	
\$25,001 - \$50,000	46	15.49%	70.9	39	5	2	0	
\$50,001 - \$150,000	115	38.72%	100.6	80	29	6	0	
\$150,001 - \$225,000	41	13.80%	60.1	14	15	12	0	
\$225,001 - \$425,000	41	13.80%	58.2	20	6	10	5	
\$425,001 and up	28	9.43%	95.7	17	1	6	4	
Total Active Inventory by Units				297	193	59	36	9
Total Active Inventory by Volume				55,032,589	32.40M	8.45M	9.65M	4.53M
Average Active Inventory Listing Price				\$185,295	\$167,856	\$143,181	\$268,175	\$503,811

# July 2021



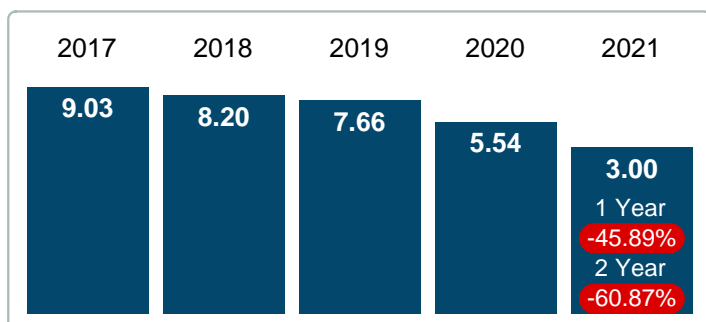
Area Delimited by County Of Washington



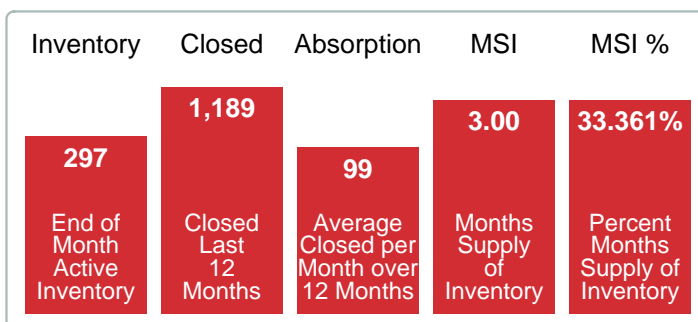
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 10, 2021 for MLS Technology Inc.

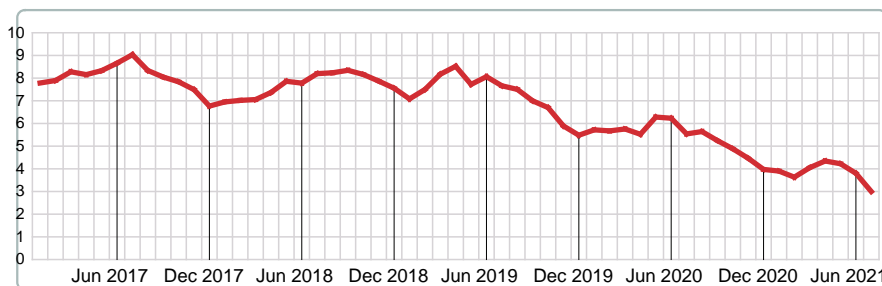
### MSI FOR JULY



### INDICATORS FOR JULY 2021

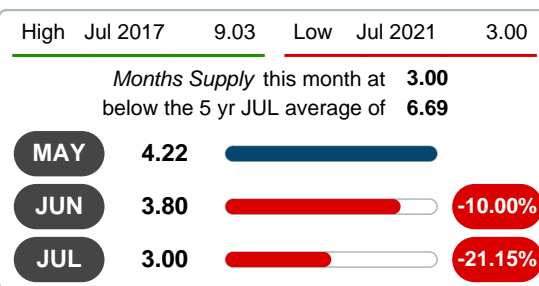


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 6.69



### 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	24	8.08%	3.10	4.94	0.95	0.00	0.00
\$20,001 - \$40,000	28	9.43%	5.79	6.60	2.82	24.00	0.00
\$40,001 - \$70,000	51	17.17%	4.25	6.92	1.03	1.50	0.00
\$70,001 - \$150,000	84	28.28%	2.61	9.39	1.05	1.94	0.00
\$150,001 - \$230,000	41	13.80%	1.88	8.40	1.37	1.52	0.00
\$230,001 - \$420,000	39	13.13%	2.20	11.40	1.22	0.94	3.16
\$420,001 and up	30	10.10%	10.91	30.86	2.40	5.60	8.00
Market Supply of Inventory (MSI)			3.00	8.13	1.19	1.61	2.57
Total Active Inventory by Units		100%	3.00	193	59	36	9

# July 2021



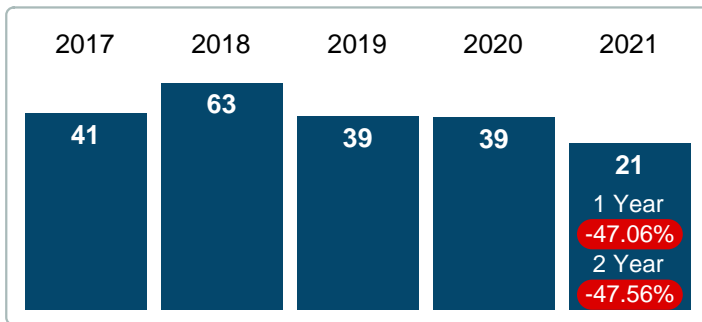
Area Delimited by County Of Washington



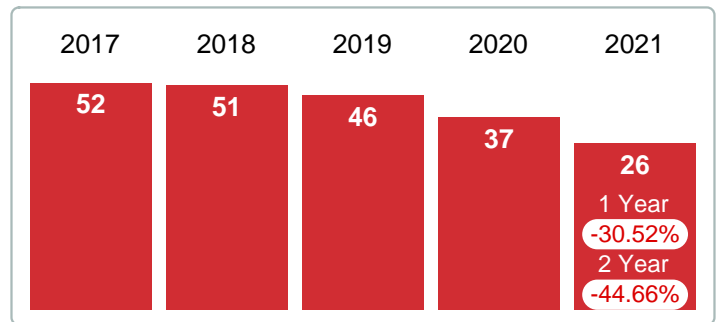
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 10, 2021 for MLS Technology Inc.

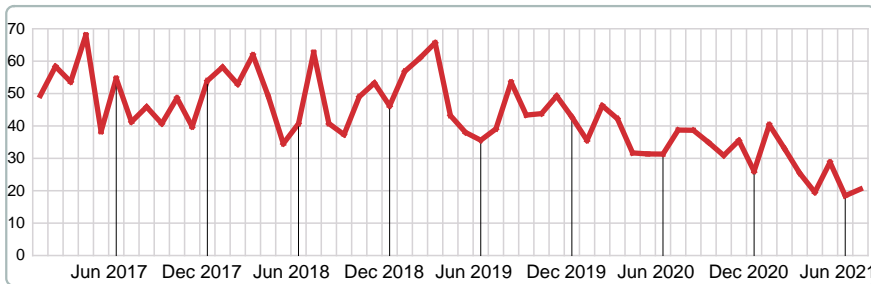
### JULY



### YEAR TO DATE (YTD)

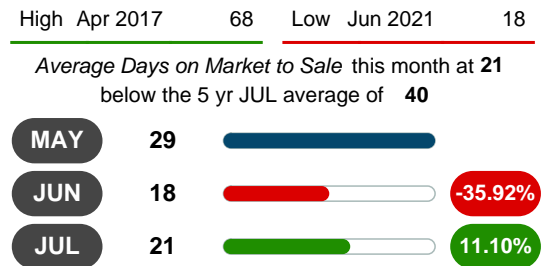


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 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	9.91%	26	32	15	0	0
\$50,001 - \$75,000	10.81%	55	86	11	0	0
\$75,001 - \$125,000	15.32%	5	0	5	1	0
\$125,001 - \$175,000	19.82%	3	2	3	2	0
\$175,001 - \$250,000	19.82%	20	71	9	9	1
\$250,001 - \$300,000	10.81%	27	118	13	3	9
\$300,001 and up	13.51%	28	9	1	31	28
<b>Average Closed DOM</b>		<b>21</b>	<b>59</b>	<b>7</b>	<b>19</b>	<b>12</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>21</b>	<b>23</b>	<b>60</b>	<b>24</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>19,573,795</b>	<b>2.67M</b>	<b>8.80M</b>	<b>6.94M</b>	<b>1.16M</b>

# July 2021



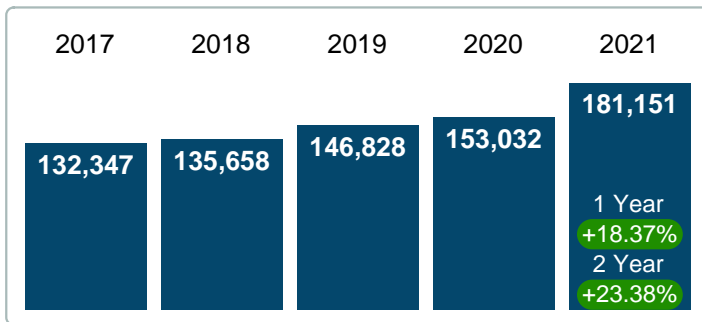
Area Delimited by County Of Washington



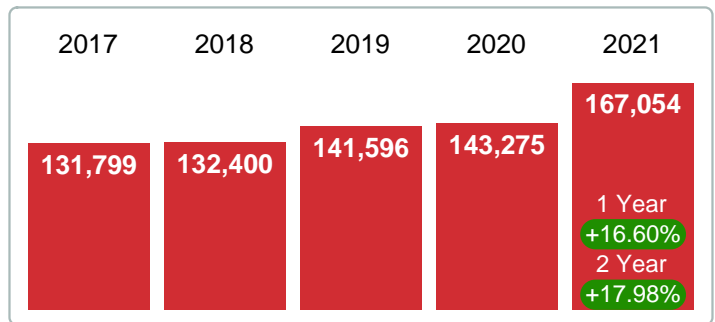
## AVERAGE LIST PRICE AT CLOSING

Report produced on Aug 10, 2021 for MLS Technology Inc.

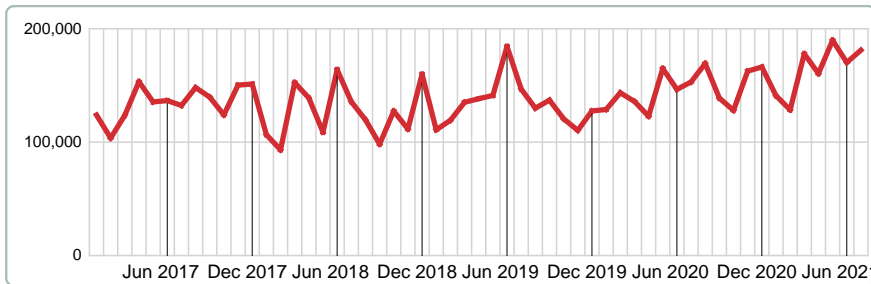
### JULY



### YEAR TO DATE (YTD)

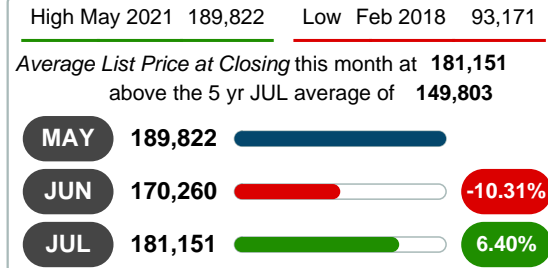


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 149,803



### 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	11	9.91%	24,611	21,093	34,269	0	
\$50,001 - \$75,000	13	11.71%	65,469	63,186	64,560	0	
\$75,001 - \$125,000	16	14.41%	98,581	0	98,113	99,900	
\$125,001 - \$175,000	23	20.72%	152,213	134,750	151,456	154,900	
\$175,001 - \$250,000	22	19.82%	218,623	354,975	212,082	210,467	
\$250,001 - \$300,000	8	7.21%	281,100	285,000	278,780	268,333	
\$300,001 and up	18	16.22%	380,511	400,000	345,000	366,400	
<b>Average List Price</b>		<b>181,151</b>		<b>141,276</b>	<b>147,128</b>	<b>286,429</b>	<b>289,100</b>
<b>Total Closed Units</b>		<b>111</b>	<b>100%</b>	<b>181,151</b>	<b>23</b>	<b>60</b>	<b>24</b>
<b>Total Closed Volume</b>		<b>20,107,725</b>		<b>3.25M</b>	<b>8.83M</b>	<b>6.87M</b>	<b>1.16M</b>



# July 2021



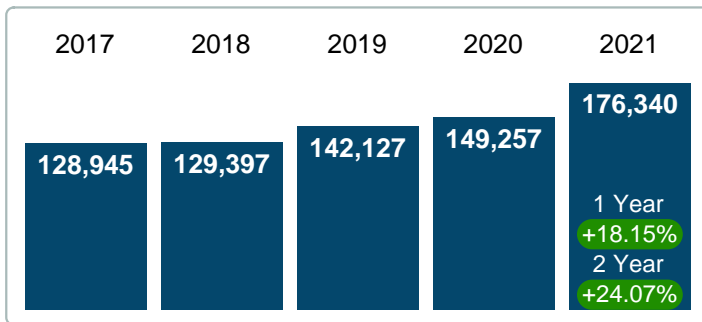
Area Delimited by County Of Washington



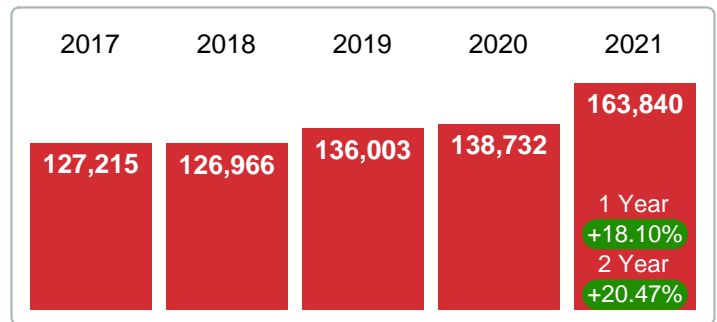
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 10, 2021 for MLS Technology Inc.

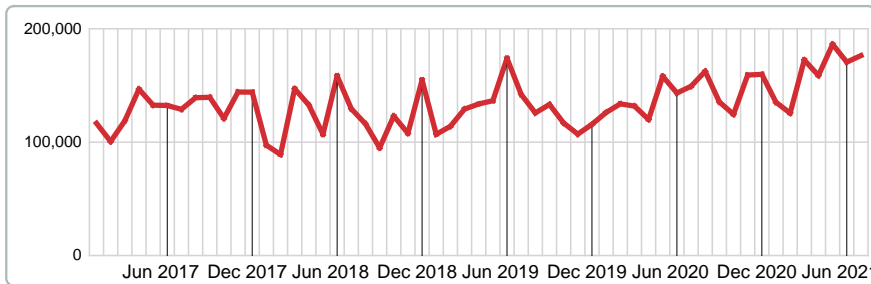
### JULY



### YEAR TO DATE (YTD)

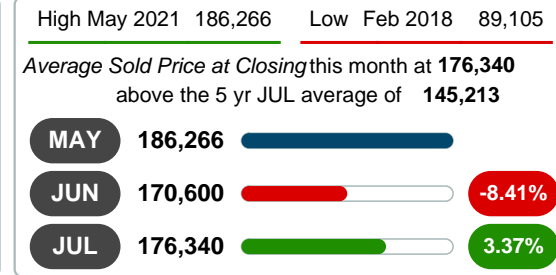


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 145,213



### 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	11	9.91%	23,339	19,807	29,519	0	
\$50,001 - \$75,000	12	10.81%	63,417	64,857	61,400	0	
\$75,001 - \$125,000	17	15.32%	97,810	0	97,361	105,000	
\$125,001 - \$175,000	22	19.82%	153,773	142,500	154,278	160,500	
\$175,001 - \$250,000	22	19.82%	212,291	207,375	212,827	213,300	
\$250,001 - \$300,000	12	10.81%	277,542	282,500	271,300	281,700	
\$300,001 and up	15	13.51%	367,293	397,500	345,000	365,575	
<b>Average Sold Price</b>		<b>176,340</b>		<b>116,072</b>	<b>146,707</b>	<b>289,075</b>	<b>290,975</b>
<b>Total Closed Units</b>		<b>111</b>	<b>100%</b>	<b>176,340</b>	<b>23</b>	<b>60</b>	<b>24</b>
<b>Total Closed Volume</b>		<b>19,573,795</b>			<b>2.67M</b>	<b>8.80M</b>	<b>6.94M</b>

# July 2021



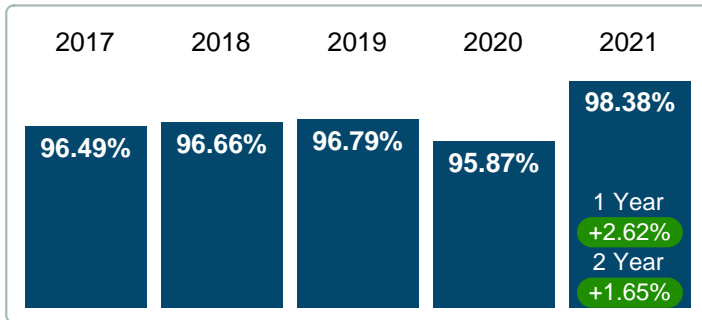
Area Delimited by County Of Washington



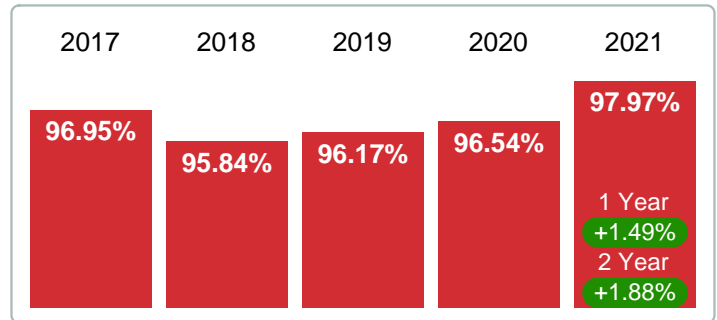
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2021 for MLS Technology Inc.

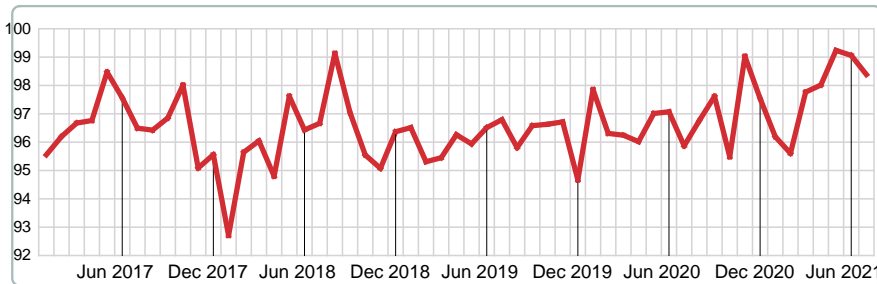
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

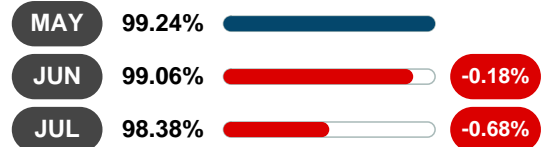


### 3 MONTHS

5 year JUL AVG = 96.84%

High May 2021 99.24% Low Jan 2018 92.71%

Average Sold/List Ratio this month at **98.38%** above the 5 yr JUL average of **96.84%**



### 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	11	9.91%	86.08%	83.42%	90.73%	0.00%	0.00%
\$50,001 - \$75,000	12	10.81%	100.66%	104.42%	95.40%	0.00%	0.00%
\$75,001 - \$125,000	17	15.32%	100.00%	0.00%	99.68%	105.11%	0.00%
\$125,001 - \$175,000	22	19.82%	102.52%	106.77%	101.92%	103.61%	0.00%
\$175,001 - \$250,000	22	19.82%	95.62%	72.32%	100.57%	101.34%	100.00%
\$250,001 - \$300,000	12	10.81%	100.42%	99.07%	97.80%	105.95%	100.00%
\$300,001 and up	15	13.51%	100.13%	99.38%	100.00%	100.05%	102.01%
Average Sold/List Ratio		98.40%		91.97%	99.41%	101.62%	100.50%
Total Closed Units	111	100%	98.40%	23	60	24	4
Total Closed Volume	19,573,795			2.67M	8.80M	6.94M	1.16M

# July 2021

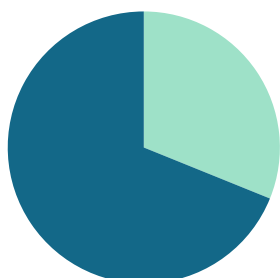
Area Delimited by County Of Washington



## MARKET SUMMARY

Report produced on Aug 10, 2021 for MLS Technology Inc.

### INVENTORY

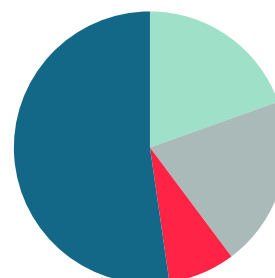


**Inventory**  
 New Listings  
**173 = 31.12%**  
 Start Inventory  
**383**  
 Total Inventory Units  
**556**  
 Volume  
**\$107,600,121**

### Market Activity

Closed Sales  
**111 = 19.54%**  
 Pending Sales  
**115 = 20.25%**  
 Other Off Market  
**45 = 7.92%**  
 Active Inventory  
**297 = 52.29%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	131	111	-15.27%	565	688	21.77%
Pending Sales	98	115	17.35%	585	733	25.30%
New Listings	146	173	18.49%	941	965	2.55%
Average List Price	153,032	181,151	18.37%	143,275	167,054	16.60%
Average Sale Price	149,257	176,340	18.15%	138,732	163,840	18.10%
Average Percent of Selling Price to List Price	95.87%	98.38%	2.62%	96.54%	97.97%	1.49%
Average Days on Market to Sale	38.73	20.50	-47.06%	36.88	25.63	-30.52%
Monthly Inventory	463	297	-35.85%	463	297	-35.85%
Months Supply of Inventory	5.54	3.00	-45.89%	5.54	3.00	-45.89%

**Absorption:** Last 12 months, an Average of **99** Sales/Month

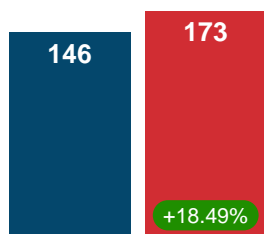
**Inventory** on July 31, 2021 = **297**

**2020** **2021**

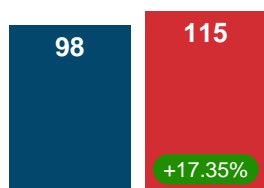
### JULY MARKET

### AVERAGE PRICES

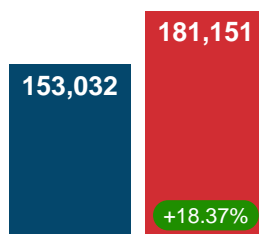
#### New Listings



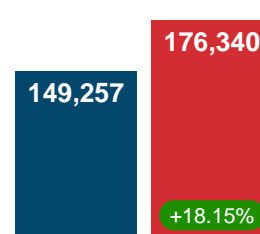
#### Pending Listings



#### List Price



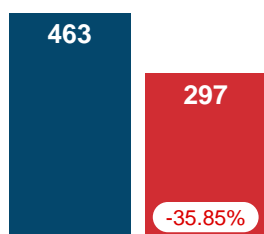
#### Sale Price



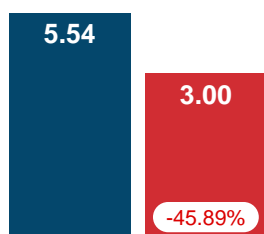
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

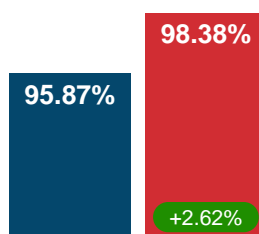
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

