

July 2021

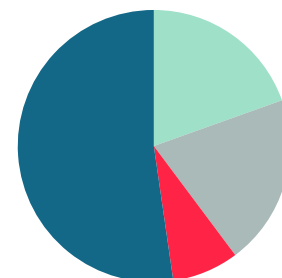
Area Delimited by County Of Washington



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%
Median List Price	137,500	159,900	16.29%
Median Sale Price	137,000	165,000	20.44%
Median Percent of Selling Price to List Price	99.17%	100.00%	0.84%
Median Days on Market to Sale	15.00	5.00	-66.67%
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.

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 **20.44%** in July 2021 to \$165,000 versus the previous year at \$137,000.

Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 10.00 days or **66.67%** in July 2021 compared to last year's same month at **15.00** DOM.

Sales Success for July 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 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.

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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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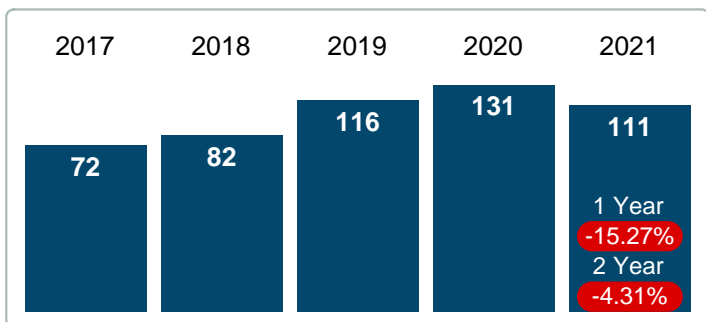
Area Delimited by County Of Washington



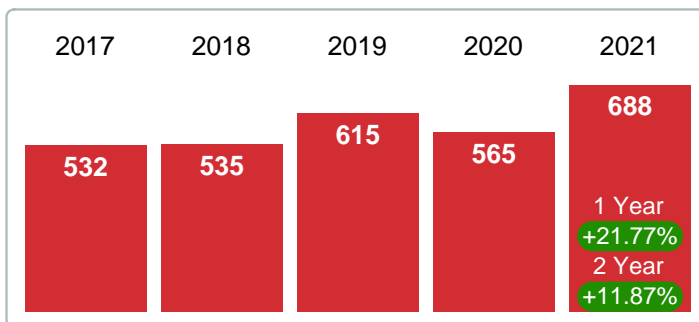
CLOSED LISTINGS

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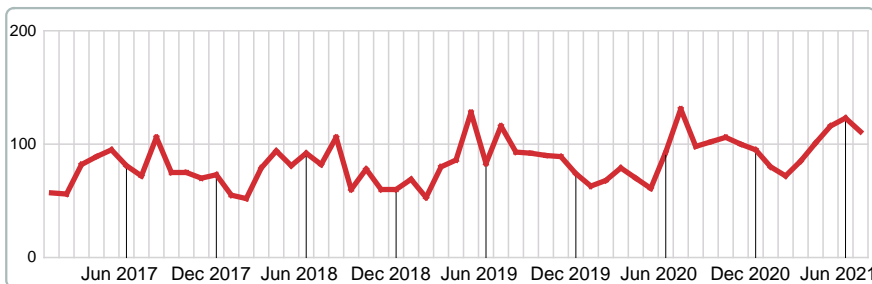
JULY



YEAR TO DATE (YTD)

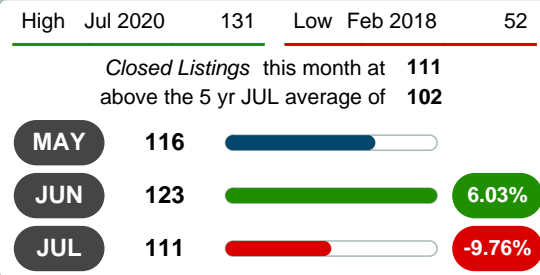


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 102



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	9.91%	15.0	7	4	0	0
\$50,001 - \$75,000	12	10.81%	30.0	7	5	0	0
\$75,001 - \$125,000	17	15.32%	2.0	0	16	1	0
\$125,001 - \$175,000	22	19.82%	2.0	2	18	2	0
\$175,001 - \$250,000	22	19.82%	6.0	4	11	6	1
\$250,001 - \$300,000	12	10.81%	5.0	2	5	3	2
\$300,001 and up	15	13.51%	16.0	1	1	12	1
Total Closed Units	111			23	60	24	4
Total Closed Volume	19,573,795	100%	5.0	2.67M	8.80M	6.94M	1.16M
Median Closed Price	\$165,000			\$70,000	\$145,250	\$304,000	\$281,950

July 2021



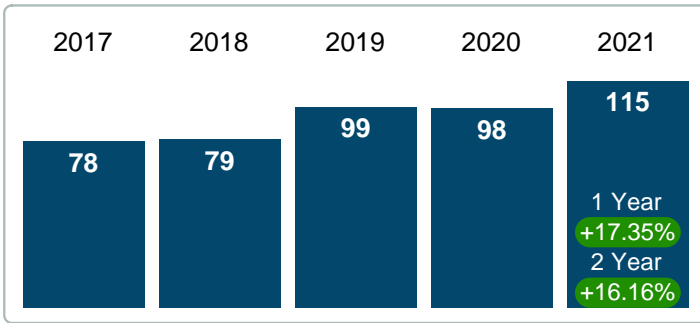
Area Delimited by County Of Washington



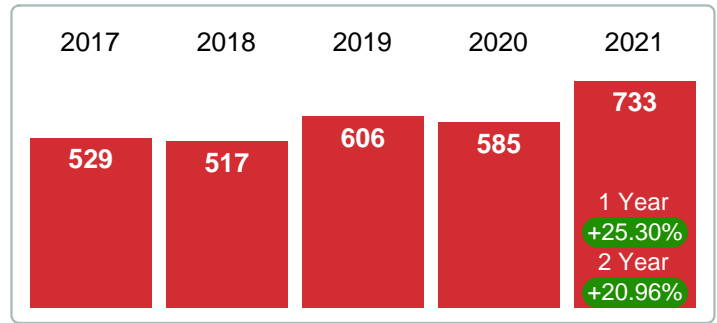
PENDING LISTINGS

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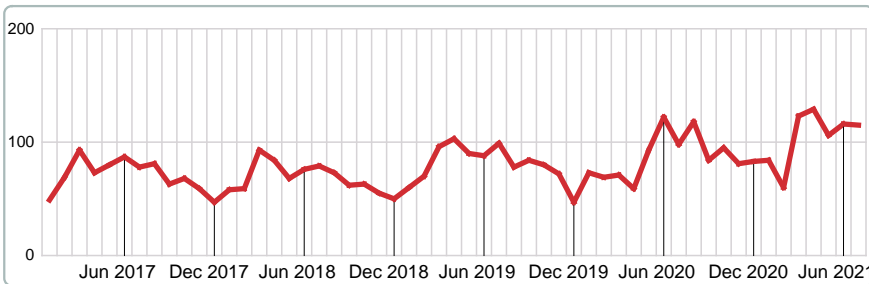
JULY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	2.61%	10.0	1	2	0	0
\$50,001 - \$100,000	18	15.65%	19.5	8	9	1	0
\$100,001 - \$125,000	11	9.57%	8.0	4	6	1	0
\$125,001 - \$175,000	33	28.70%	3.0	4	22	5	2
\$175,001 - \$250,000	26	22.61%	9.5	1	14	9	2
\$250,001 - \$350,000	11	9.57%	5.0	1	2	7	1
\$350,001 and up	13	11.30%	34.0	1	2	7	3
Total Pending Units	115			20	57	30	8
Total Pending Volume	24,666,957	100%	7.0	2.48M	9.94M	9.76M	2.48M
Median Listing Price	\$159,900			\$118,250	\$150,000	\$250,000	\$262,450

July 2021



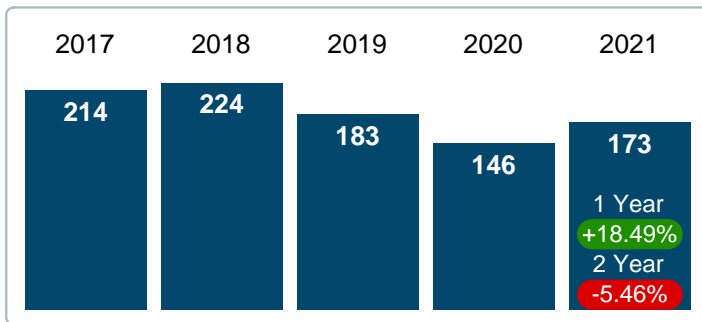
Area Delimited by County Of Washington



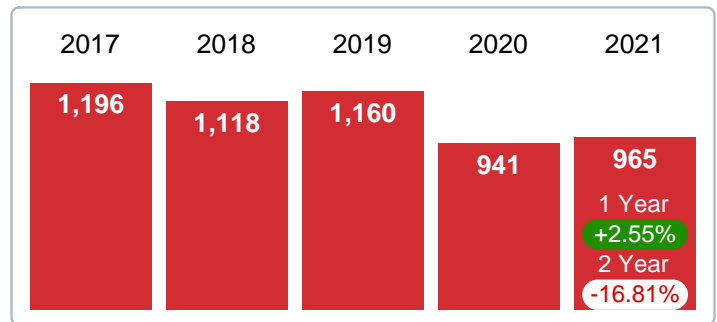
NEW LISTINGS

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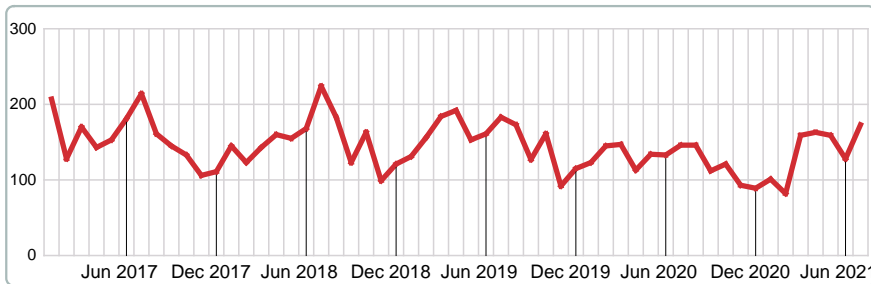
JULY



YEAR TO DATE (YTD)

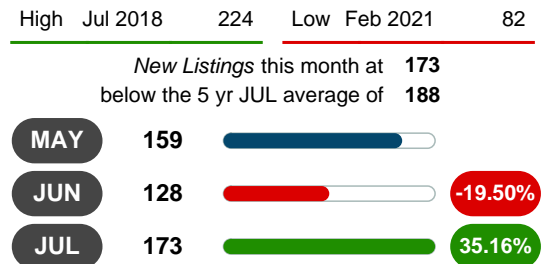


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 188



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	16	9.25%	9	6	1	0
\$40,001 - \$70,000	19	10.98%	15	4	0	0
\$70,001 - \$130,000	32	18.50%	10	20	2	0
\$130,001 - \$160,000	36	20.81%	7	20	9	0
\$160,001 - \$230,000	30	17.34%	2	20	6	2
\$230,001 - \$340,000	22	12.72%	3	6	12	1
\$340,001 and up	18	10.40%	5	1	7	5
Total New Listed Units	173		51	77	37	8
Total New Listed Volume	32,622,898	100%	9.01M	11.08M	9.26M	3.27M
Median New Listed Listing Price	\$149,500		\$72,500	\$149,000	\$239,000	\$363,500

July 2021



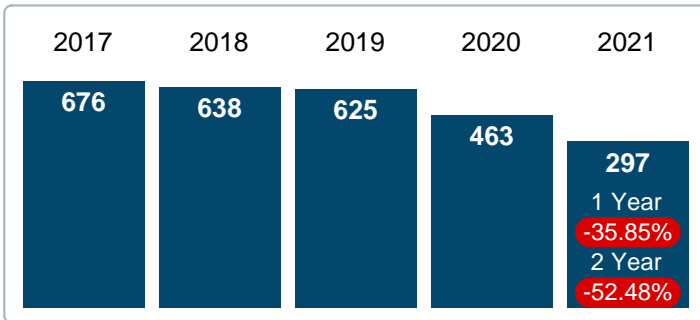
Area Delimited by County Of Washington



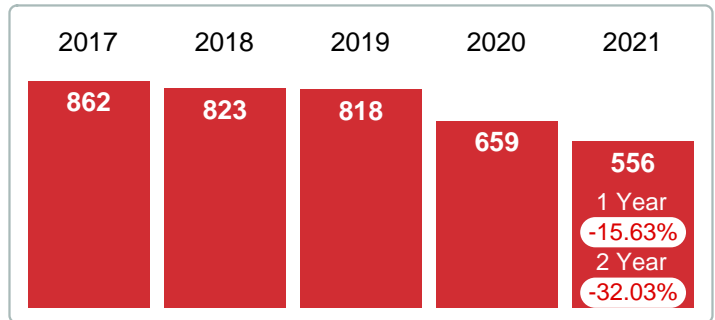
ACTIVE INVENTORY

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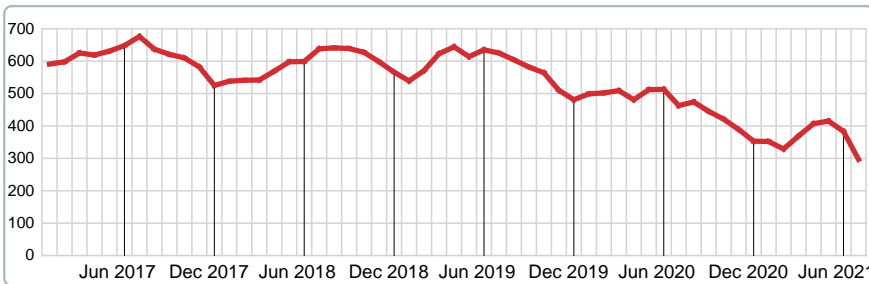
END OF JULY



ACTIVE DURING JULY

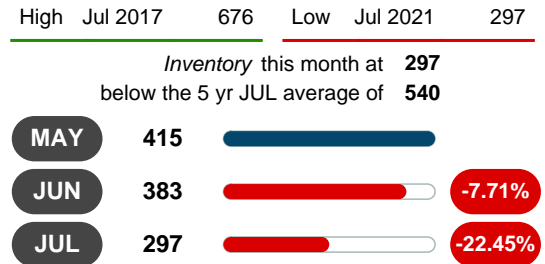


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 540



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$20,000 and less	24	8.08%	232.0	21	3	0	0	
\$20,001 - \$40,000	28	9.43%	57.5	22	4	2	0	
\$40,001 - \$70,000	51	17.17%	83.0	45	5	1	0	
\$70,001 - \$150,000	84	28.28%	79.0	54	25	5	0	
\$150,001 - \$230,000	41	13.80%	38.0	14	15	12	0	
\$230,001 - \$420,000	39	13.13%	44.0	19	6	9	5	
\$420,001 and up	30	10.10%	87.5	18	1	7	4	
Total Active Inventory by Units		297		193	59	36	9	
Total Active Inventory by Volume		55,032,589	100%	72.0	32.40M	8.45M	9.65M	4.53M
Median Active Inventory Listing Price		\$109,000			\$72,500	\$129,000	\$219,250	\$415,000

July 2021



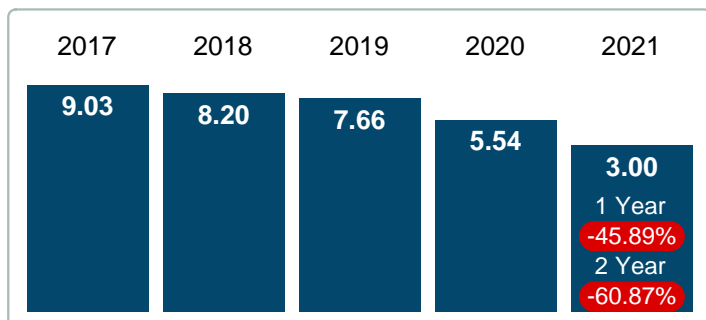
Area Delimited by County Of Washington



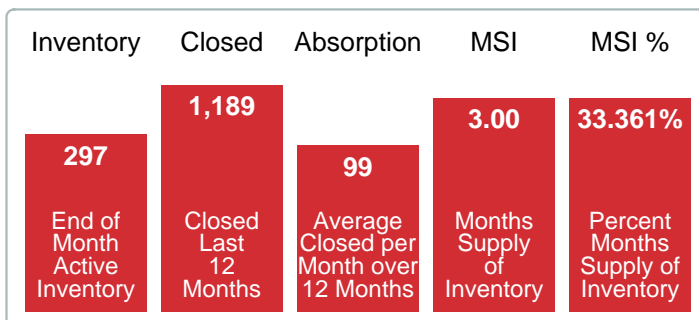
MONTHS SUPPLY of INVENTORY (MSI)

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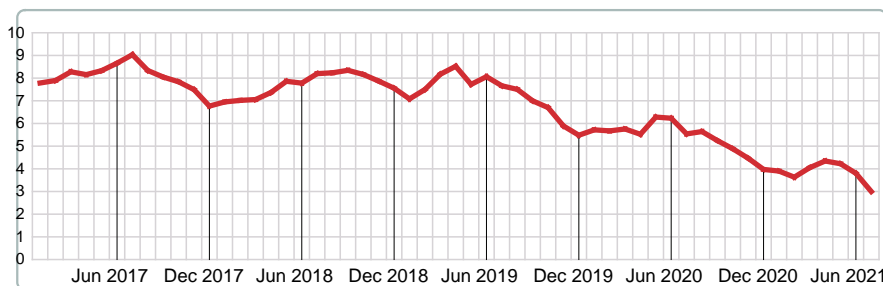
MSI FOR JULY



INDICATORS FOR JULY 2021

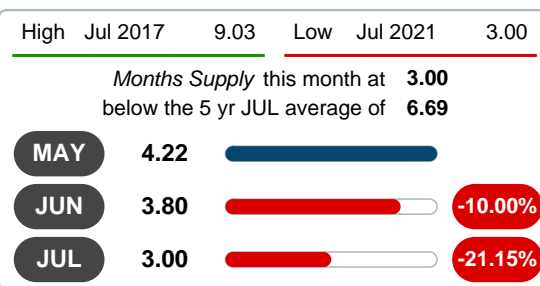


5 YEAR MARKET ACTIVITY TRENDS



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

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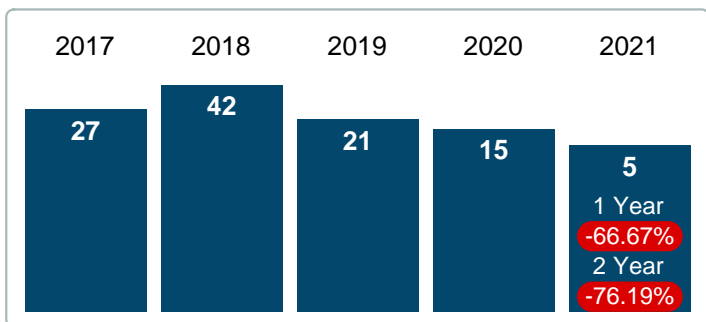
Area Delimited by County Of Washington



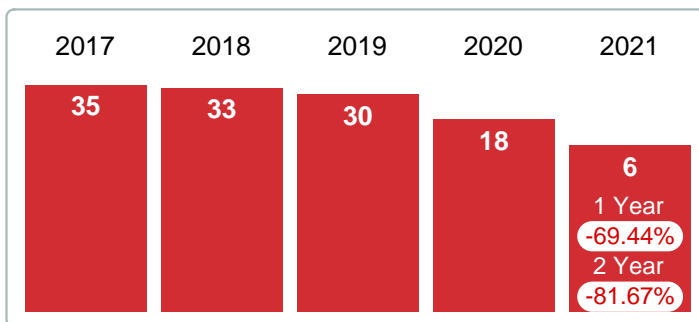
MEDIAN DAYS ON MARKET TO SALE

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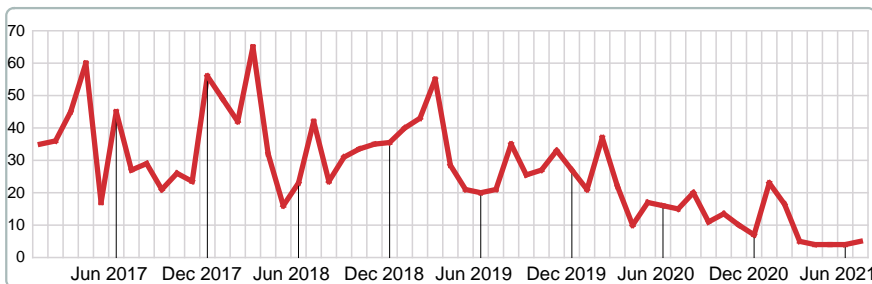
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 22

High Mar 2018 65 Low Jun 2021 4

Median Days on Market to Sale this month at 5 below the 5 yr JUL average of 22



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	9.91%	15	4	17	0	0
\$50,001 - \$75,000	10.81%	30	72	3	0	0
\$75,001 - \$125,000	15.32%	2	0	3	1	0
\$125,001 - \$175,000	19.82%	2	2	2	2	0
\$175,001 - \$250,000	19.82%	6	37	5	7	1
\$250,001 - \$300,000	10.81%	5	118	5	3	9
\$300,001 and up	13.51%	16	9	1	19	28
Median Closed DOM		5	41	3	6	9
Total Closed Units	100%	5.0	23	60	24	4
Total Closed Volume		19,573,795	2.67M	8.80M	6.94M	1.16M

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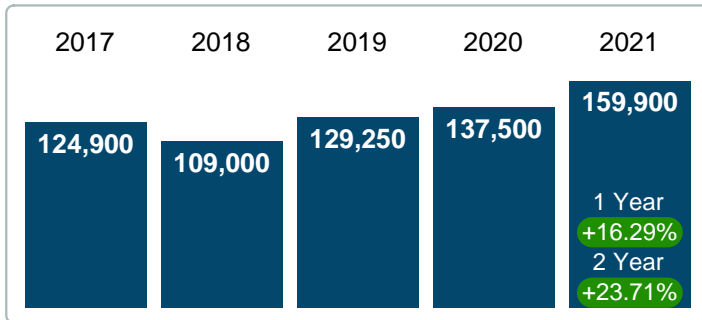
Area Delimited by County Of Washington



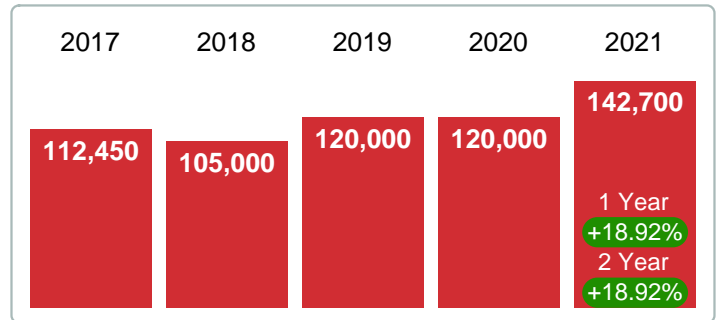
MEDIAN LIST PRICE AT CLOSING

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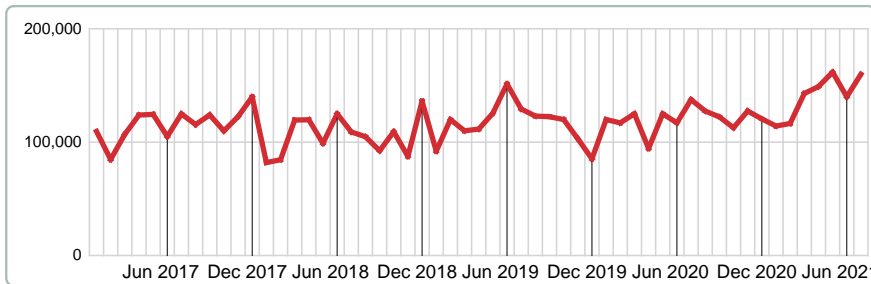
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 132,110

High May 2021 161,700 Low Jan 2018 82,000

Median List Price at Closing this month at **159,900**
above the 5 yr JUL average of **132,110**



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	11	9.91%	30,000	22,500	35,000	0	0
\$50,001 - \$75,000	13	11.71%	65,000	65,200	65,000	0	0
\$75,001 - \$125,000	16	14.41%	97,250	114,500	93,500	99,900	0
\$125,001 - \$175,000	23	20.72%	150,000	155,000	149,950	154,900	0
\$175,001 - \$250,000	22	19.82%	222,500	215,000	225,000	224,500	220,000
\$250,001 - \$300,000	8	7.21%	282,000	299,900	275,000	0	281,950
\$300,001 and up	18	16.22%	342,450	545,000	337,450	328,000	372,500
Median List Price			159,900	67,500	143,500	307,000	281,950
Total Closed Units		100%	159,900	23	60	24	4
Total Closed Volume			20,107,725	3.25M	8.83M	6.87M	1.16M

July 2021



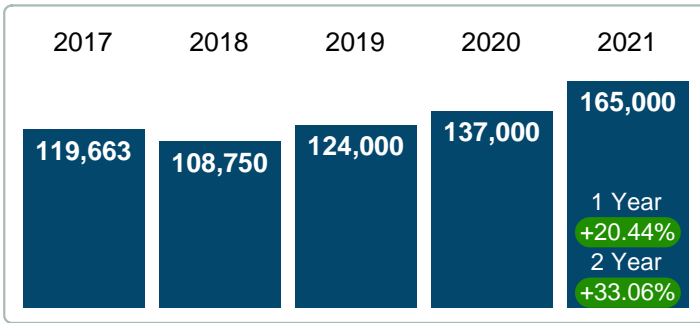
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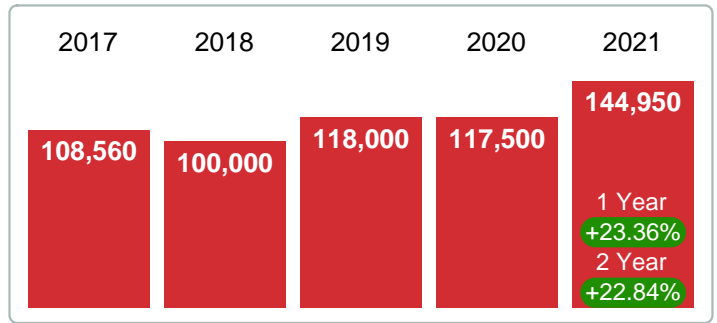
MEDIAN SOLD PRICE AT CLOSING

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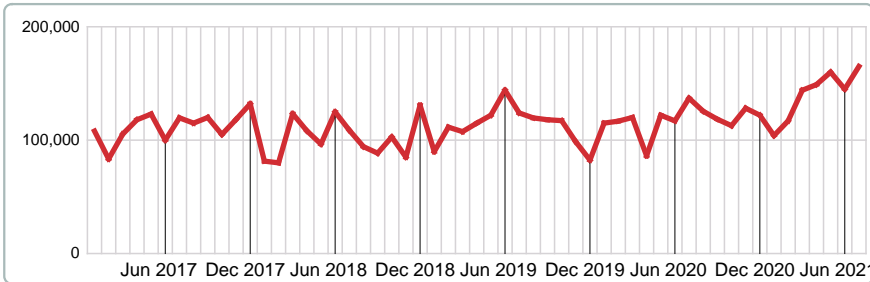
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

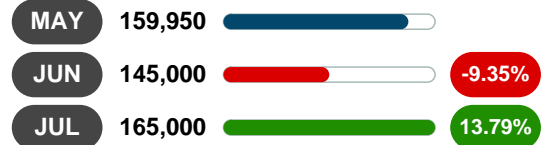


3 MONTHS

5 year JUL AVG = 130,883

High Jul 2021 165,000 Low Feb 2018 80,000

Median Sold Price at Closing this month at **165,000** above the 5 yr JUL average of **130,883**



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	9.91%	30,000	10,000	36,000	0	0
\$50,001 - \$75,000	10.81%	65,000	65,000	65,000	0	0
\$75,001 - \$125,000	15.32%	96,270	0	93,635	105,000	0
\$125,001 - \$175,000	19.82%	155,000	142,500	155,800	160,500	0
\$175,001 - \$250,000	19.82%	208,500	204,750	212,000	205,000	220,000
\$250,001 - \$300,000	10.81%	275,000	282,500	275,000	275,000	281,950
\$300,001 and up	13.51%	345,000	397,500	345,000	332,950	380,000
Median Sold Price		165,000	70,000	145,250	304,000	281,950
Total Closed Units	100%	165,000	23	60	24	4
Total Closed Volume		19,573,795	2.67M	8.80M	6.94M	1.16M

July 2021



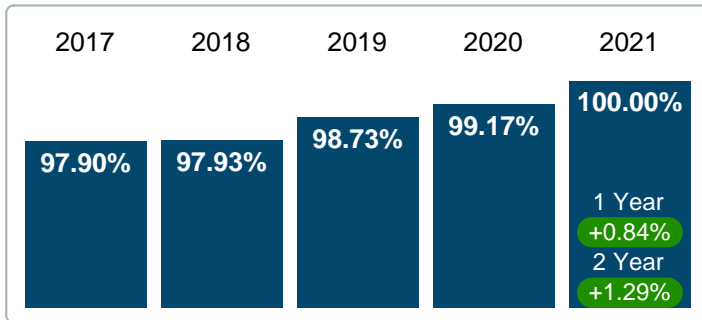
Area Delimited by County Of Washington



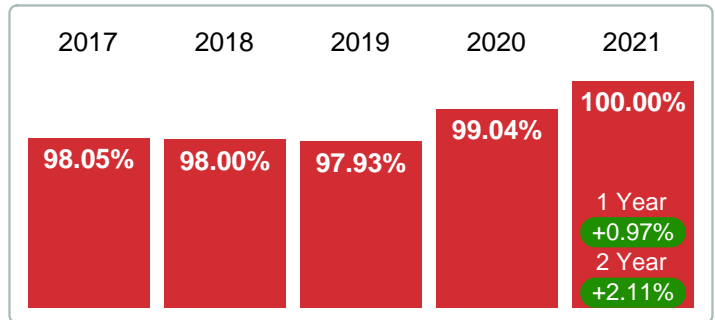
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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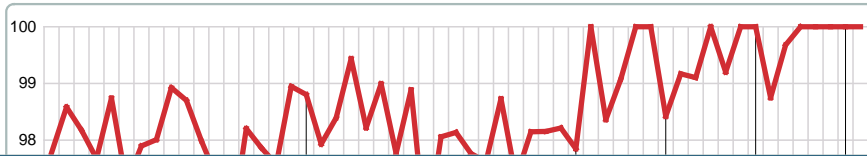
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 98.75%

High Jul 2021 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JUL average of **98.75%**

MAY 100.00%
JUN 100.00%
JUL 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	11	9.91%	95.24%	100.00%	93.33%	0.00%	0.00%
\$50,001 - \$75,000	12	10.81%	101.50%	103.00%	100.00%	0.00%	0.00%
\$75,001 - \$125,000	17	15.32%	101.44%	0.00%	100.72%	105.11%	0.00%
\$125,001 - \$175,000	22	19.82%	101.05%	106.77%	100.36%	103.61%	0.00%
\$175,001 - \$250,000	22	19.82%	100.00%	78.01%	100.00%	101.39%	100.00%
\$250,001 - \$300,000	12	10.81%	100.00%	99.07%	100.00%	108.04%	100.00%
\$300,001 and up	15	13.51%	100.00%	99.38%	100.00%	100.00%	102.01%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units	111	100%	100.00%	23	60	24	4
Total Closed Volume	19,573,795			2.67M	8.80M	6.94M	1.16M

July 2021

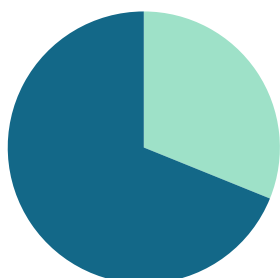
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MARKET SUMMARY

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

INVENTORY

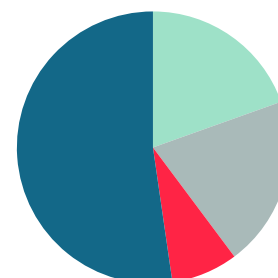


Inventory
 New Listings
173 = 31.12%
 Start Inventory
383
 Total Inventory Units
556
 Volume
\$107,600,121

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%
Median List Price	137,500	159,900	16.29%	120,000	142,700	18.92%
Median Sale Price	137,000	165,000	20.44%	117,500	144,950	23.36%
Median Percent of Selling Price to List Price	99.17%	100.00%	0.84%	99.04%	100.00%	0.97%
Median Days on Market to Sale	15.00	5.00	-66.67%	18.00	5.50	-69.44%
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

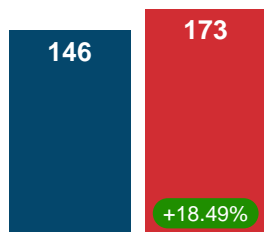
Inventory on July 31, 2021 = **297**

2020 **2021**

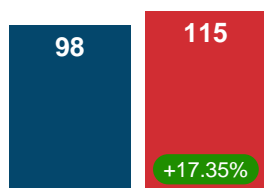
JULY MARKET

MEDIAN PRICES

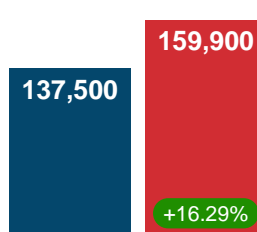
New Listings



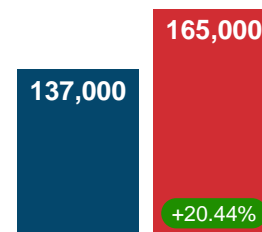
Pending Listings



List Price



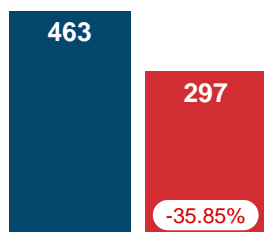
Sale Price



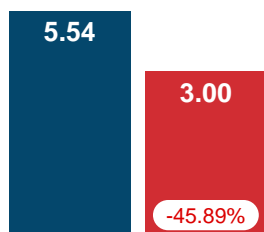
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

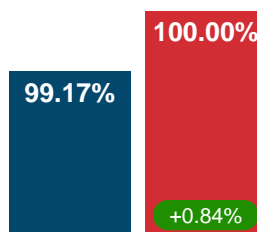
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

