

# October 2021

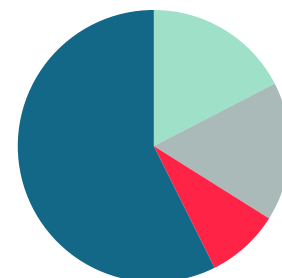
Area Delimited by County Of Washington



## MONTHLY INVENTORY ANALYSIS

Report produced on Nov 11, 2021 for MLS Technology Inc.

Compared Metrics	2020	October 2021	+/-%
Closed Listings	106	98	-7.55%
Pending Listings	95	93	-2.11%
New Listings	121	152	25.62%
Average List Price	128,004	176,130	37.60%
Average Sale Price	124,526	171,093	37.40%
Average Percent of Selling Price to List Price	95.49%	97.61%	2.23%
Average Days on Market to Sale	30.88	18.61	-39.72%
End of Month Inventory	421	323	-23.28%
Months Supply of Inventory	4.89	3.23	-33.84%



■ Closed (17.41%)  
■ Pending (16.52%)  
■ Other OffMarket (8.70%)  
■ Active (57.37%)

**Absorption:** Last 12 months, an Average of **100** Sales/Month  
**Active Inventory** as of October 31, 2021 = **323**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2021 decreased **23.28%** to 323 existing homes available for sale. Over the last 12 months this area has had an average of 100 closed sales per month. This represents an unsold inventory index of **3.23** 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 **37.40%** in October 2021 to \$171,093 versus the previous year at \$124,526.

#### Average Days on Market Shortens

The average number of **18.61** days that homes spent on the market before selling decreased by 12.27 days or **39.72%** in October 2021 compared to last year's same month at **30.88** DOM.

#### Sales Success for October 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 152 New Listings in October 2021, up **25.62%** from last year at 121. Furthermore, there were 98 Closed Listings this month versus last year at 106, a **-7.55%** decrease.

Closed versus Listed trends yielded a **64.5%** ratio, down from previous year's, October 2020, at **87.6%**, a **26.40%** 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

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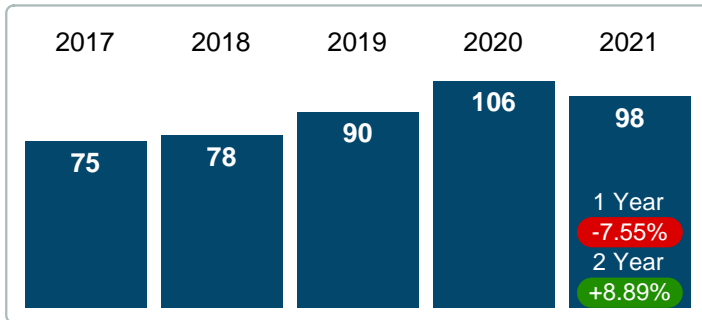
Area Delimited by County Of Washington



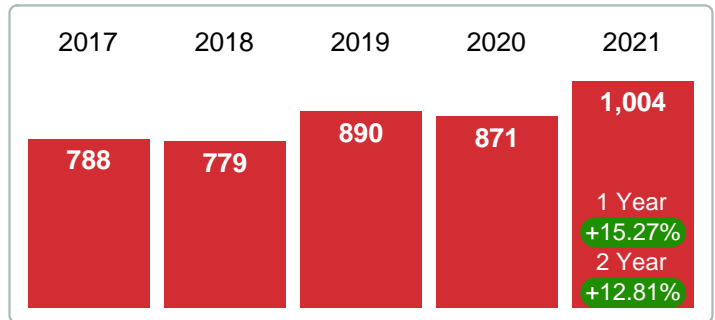
## CLOSED LISTINGS

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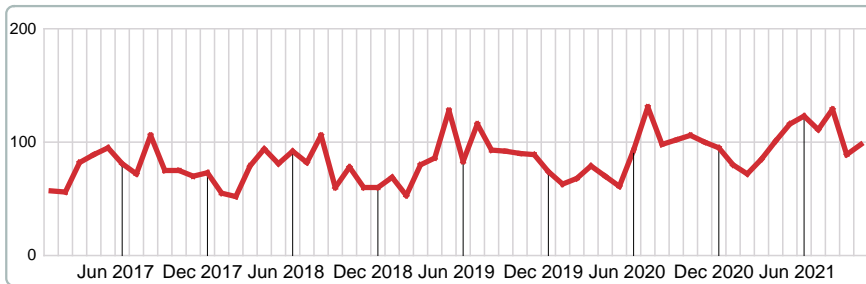
### OCTOBER



### YEAR TO DATE (YTD)

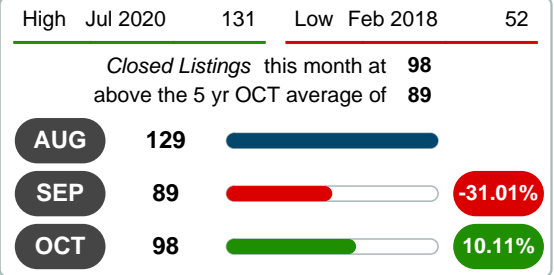


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 89



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	7.14%	26.6	5	2	0	0
\$25,001 - \$75,000	9	9.18%	37.3	6	3	0	0
\$75,001 - \$100,000	15	15.31%	20.3	5	9	1	0
\$100,001 - \$175,000	30	30.61%	19.6	2	24	4	0
\$175,001 - \$225,000	12	12.24%	5.1	0	4	8	0
\$225,001 - \$300,000	15	15.31%	7.5	1	5	9	0
\$300,001 and up	10	10.20%	23.7	1	2	5	2
<b>Total Closed Units</b>	<b>98</b>			<b>20</b>	<b>49</b>	<b>27</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>16,767,137</b>	<b>100%</b>	<b>18.6</b>	<b>2.08M</b>	<b>7.57M</b>	<b>6.38M</b>	<b>743.75K</b>
<b>Average Closed Price</b>	<b>\$171,093</b>			<b>\$103,784</b>	<b>\$154,394</b>	<b>\$236,385</b>	<b>\$371,875</b>

# October 2021



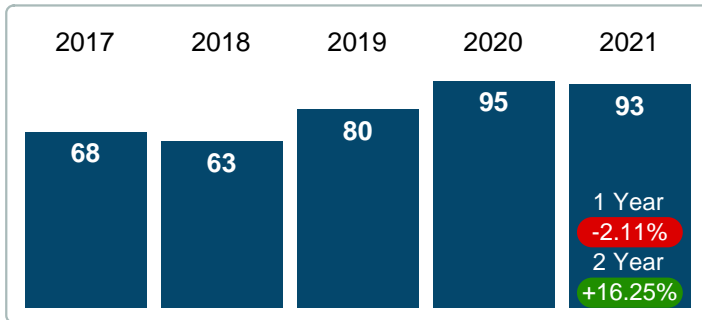
Area Delimited by County Of Washington



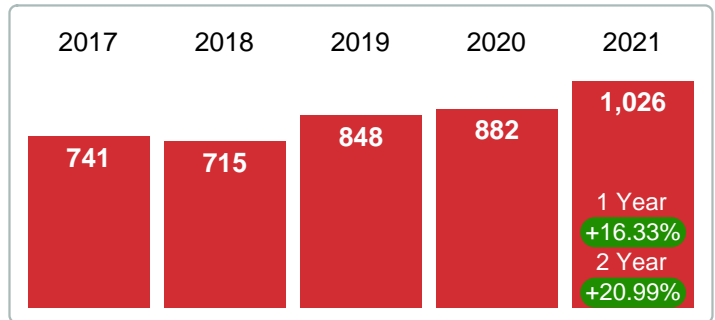
## PENDING LISTINGS

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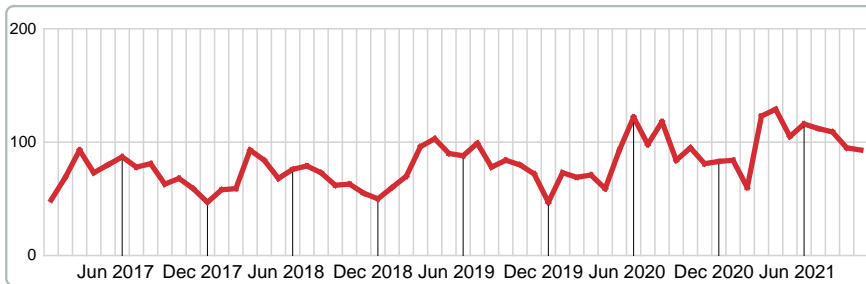
### OCTOBER



### YEAR TO DATE (YTD)

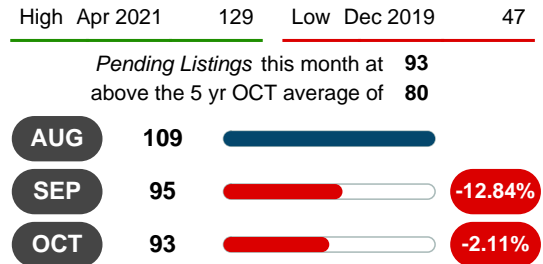


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 80



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	4.30%	37.3	4	0	0	0
\$25,001 - \$75,000	12	12.90%	40.9	9	3	0	0
\$75,001 - \$125,000	16	17.20%	35.4	4	9	3	0
\$125,001 - \$200,000	26	27.96%	16.5	3	19	4	0
\$200,001 - \$250,000	13	13.98%	16.3	0	10	2	1
\$250,001 - \$350,000	12	12.90%	31.6	1	4	7	0
\$350,001 and up	10	10.75%	52.3	2	2	6	0
<b>Total Pending Units</b>	<b>93</b>			<b>23</b>	<b>47</b>	<b>22</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>18,803,330</b>	<b>100%</b>	<b>12.2</b>	<b>3.05M</b>	<b>8.80M</b>	<b>6.71M</b>	<b>240.00K</b>
<b>Average Listing Price</b>	<b>\$151,700</b>			<b>\$132,795</b>	<b>\$187,259</b>	<b>\$304,903</b>	<b>\$240,000</b>

# October 2021



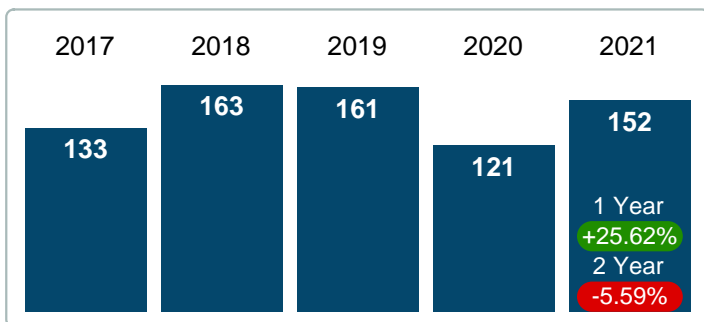
Area Delimited by County Of Washington



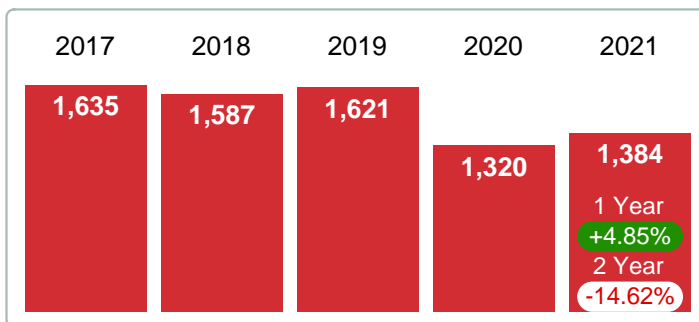
## NEW LISTINGS

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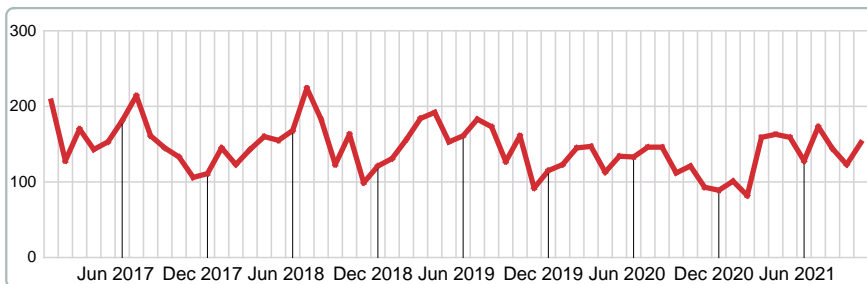
### OCTOBER



### YEAR TO DATE (YTD)

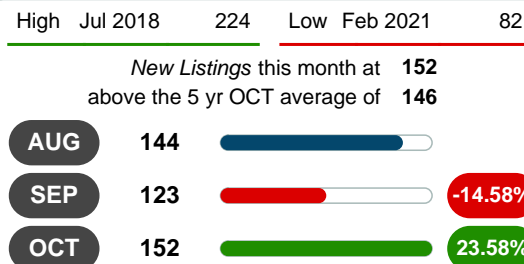


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 146



### 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	13	8.55%	10	3	0	0
\$50,001 - \$70,000	8	5.26%	6	2	0	0
\$70,001 - \$120,000	36	23.68%	22	10	4	0
\$120,001 - \$180,000	38	25.00%	12	23	3	0
\$180,001 - \$240,000	24	15.79%	2	16	6	0
\$240,001 - \$340,000	17	11.18%	2	4	11	0
\$340,001 and up	16	10.53%	8	2	5	1
<b>Total New Listed Units</b>	<b>152</b>		<b>62</b>	<b>60</b>	<b>29</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>27,016,579</b>	<b>100%</b>	<b>9.00M</b>	<b>10.15M</b>	<b>7.50M</b>	<b>365.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$90,000</b>		<b>\$145,178</b>	<b>\$169,171</b>	<b>\$258,630</b>	<b>\$365,000</b>

# October 2021



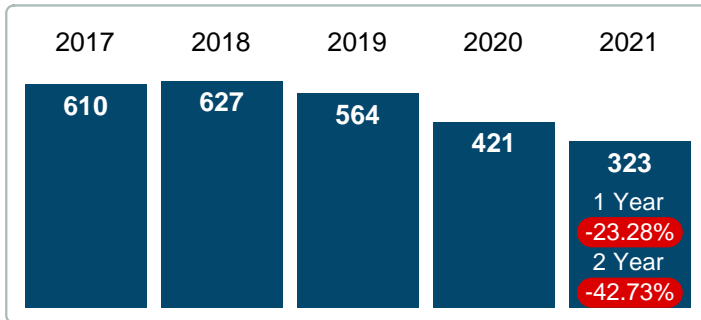
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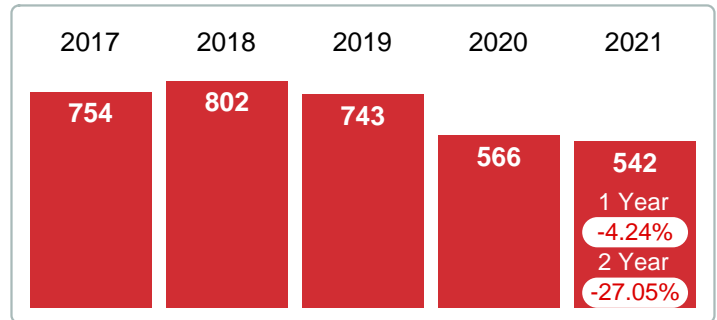
## ACTIVE INVENTORY

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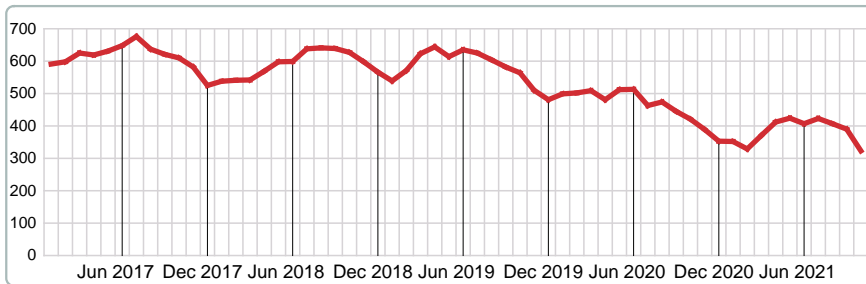
### END OF OCTOBER



### ACTIVE DURING OCTOBER

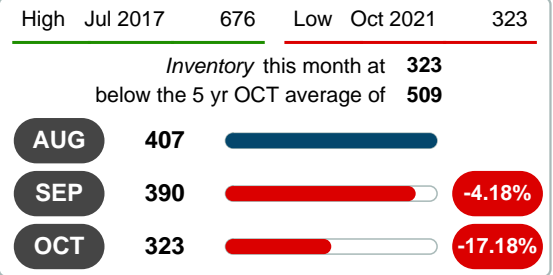


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 509



### 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	30	9.29%	194.6	28	2	0	0
\$25,001 - \$50,000	37	11.46%	125.2	33	4	0	0
\$50,001 - \$75,000	49	15.17%	72.1	41	6	2	0
\$75,001 - \$150,000	79	24.46%	68.7	42	29	7	1
\$150,001 - \$250,000	49	15.17%	59.6	16	22	11	0
\$250,001 - \$450,000	48	14.86%	71.0	20	7	19	2
\$450,001 and up	31	9.60%	87.6	18	3	7	3
<b>Total Active Inventory by Units</b>	<b>323</b>			<b>198</b>	<b>73</b>	<b>46</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>66,004,487</b>	<b>100%</b>	<b>88.1</b>	<b>35.83M</b>	<b>12.22M</b>	<b>14.26M</b>	<b>3.70M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$204,348</b>			<b>\$180,937</b>	<b>\$167,380</b>	<b>\$310,031</b>	<b>\$616,483</b>

# October 2021



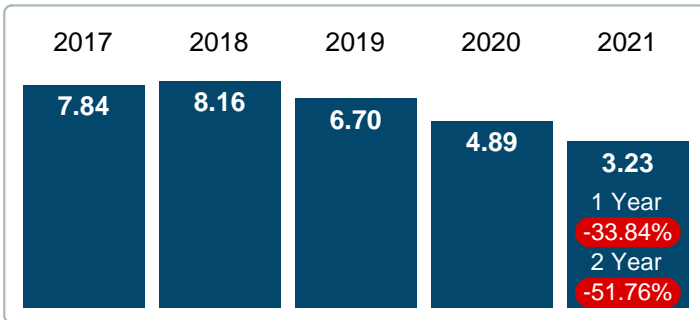
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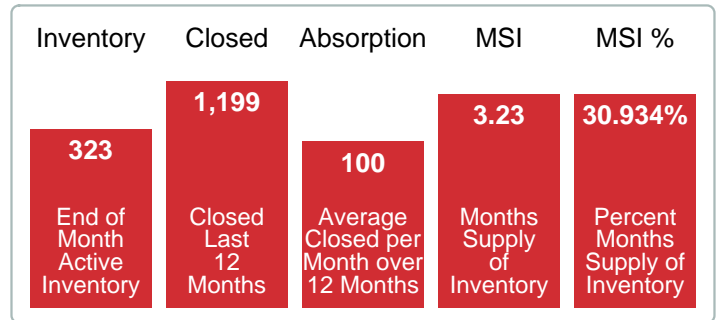
## MONTHS SUPPLY of INVENTORY (MSI)

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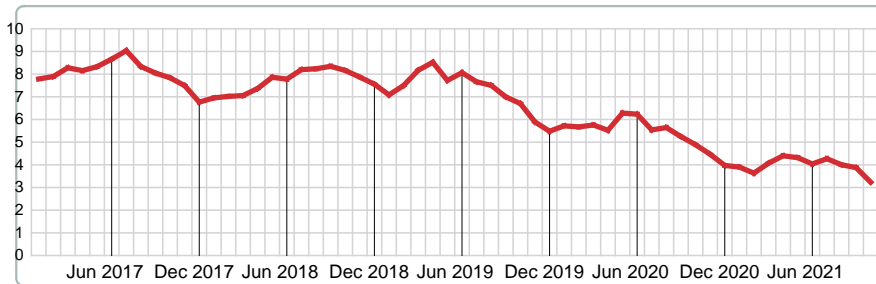
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2021

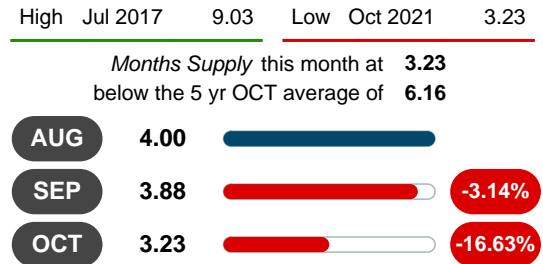


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 6.16



### 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	8.36%	4.21	6.64	0.44	0.00	0.00
\$20,001 \$50,000	40	12.38%	5.11	7.00	1.94	0.00	0.00
\$50,001 \$80,000	53	16.41%	4.45	8.66	1.15	2.67	0.00
\$80,001 \$160,000	84	26.01%	2.70	7.54	1.36	3.20	12.00
\$160,001 \$260,000	47	14.55%	1.83	6.86	1.66	1.45	0.00
\$260,001 \$450,000	41	12.69%	3.00	16.29	1.88	1.89	1.04
\$450,001 and up	31	9.60%	9.54	27.00	4.50	5.60	4.50
Market Supply of Inventory (MSI)			3.23	8.46	1.47	2.04	1.41
Total Active Inventory by Units		100%	3.23	198	73	46	6

# October 2021



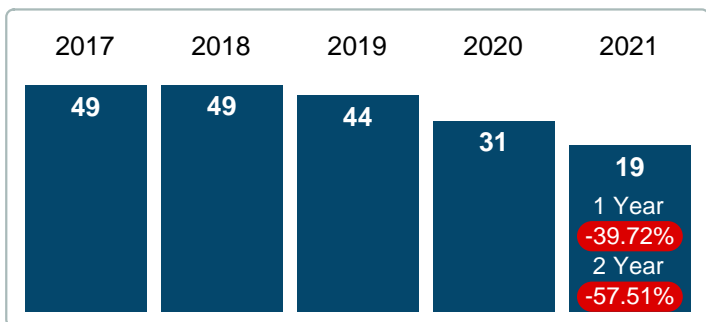
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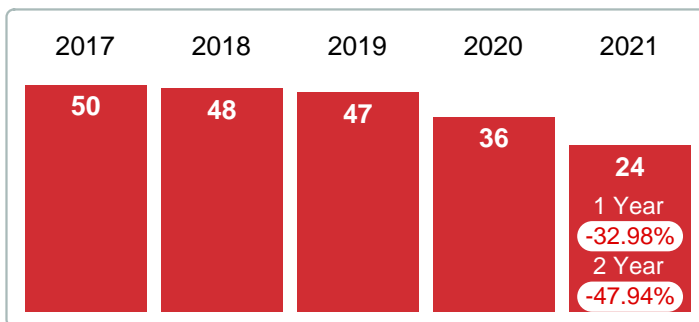
## AVERAGE DAYS ON MARKET TO SALE

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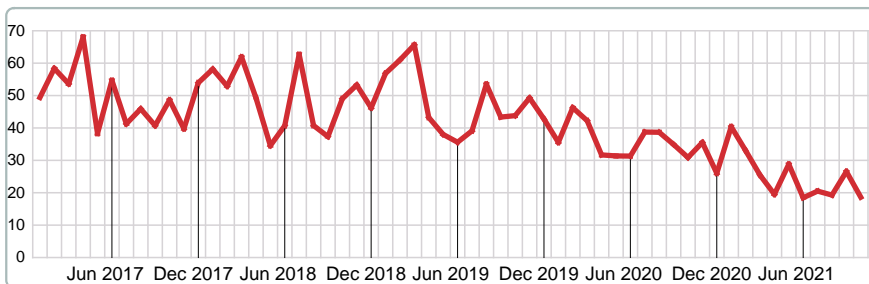
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

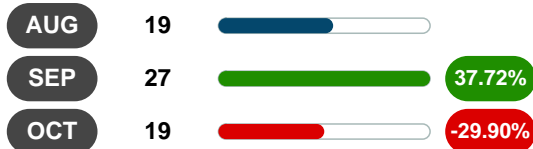


### 3 MONTHS

5 year OCT AVG = 38

High Apr 2017 68 Low Jun 2021 18

Average Days on Market to Sale this month at 19 below the 5 yr OCT average of 38



### 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
\$25,000 and less	7.14%	27	28	22	0	0
\$25,001 - \$75,000	9.18%	37	41	30	0	0
\$75,001 - \$100,000	15.31%	20	46	8	5	0
\$100,001 - \$175,000	30.61%	20	34	19	17	0
\$175,001 - \$225,000	12.24%	5	0	4	6	0
\$225,001 - \$300,000	15.31%	8	3	7	9	0
\$300,001 and up	10.20%	24	16	23	19	41
<b>Average Closed DOM</b>		<b>19</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>98</b>	<b>20</b>	<b>49</b>	<b>27</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>16,767,137</b>	<b>2.08M</b>	<b>7.57M</b>	<b>6.38M</b>	<b>743.75K</b>



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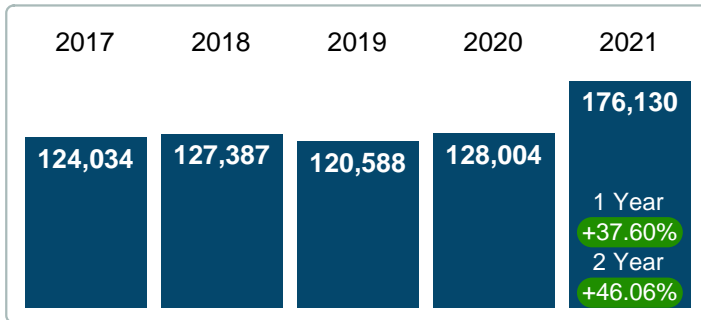
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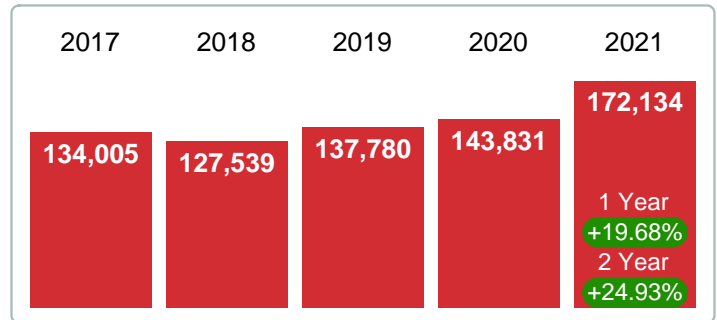
## AVERAGE LIST PRICE AT CLOSING

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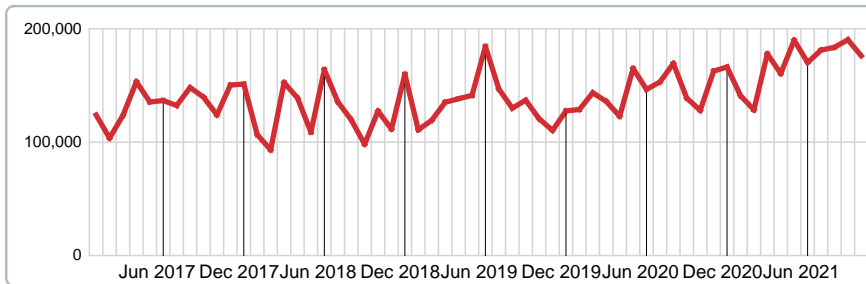
### OCTOBER



### YEAR TO DATE (YTD)

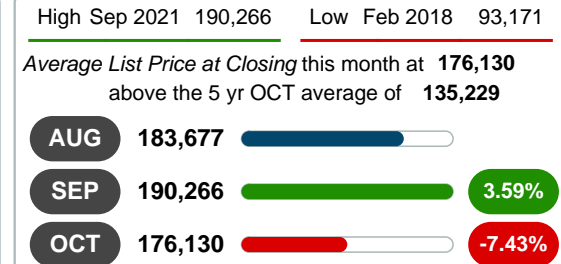


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 135,229



### 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
\$25,000 and less	6.12%	6,995	13,955	1,048	0	0
\$25,001 - \$75,000	10.20%	52,560	53,483	58,267	0	0
\$75,001 - \$100,000	13.27%	88,677	99,700	85,478	104,000	0
\$100,001 - \$175,000	29.59%	136,752	264,750	142,313	138,450	0
\$175,001 - \$225,000	15.31%	201,013	0	195,475	206,413	0
\$225,001 - \$300,000	15.31%	252,967	249,900	233,980	255,533	0
\$300,001 and up	10.20%	476,490	799,900	616,000	346,280	453,250
<b>Average List Price</b>		<b>176,130</b>	<b>123,424</b>	<b>153,990</b>	<b>234,826</b>	<b>453,250</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>176,130</b>	<b>20</b>	<b>49</b>	<b>27</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>17,260,769</b>	<b>2.47M</b>	<b>7.55M</b>	<b>6.34M</b>	<b>906.50K</b>



# October 2021



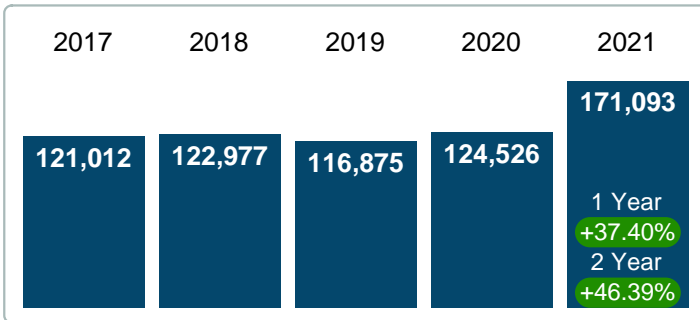
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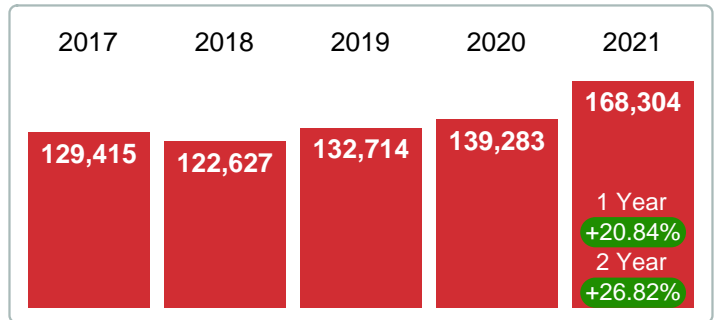
## AVERAGE SOLD PRICE AT CLOSING

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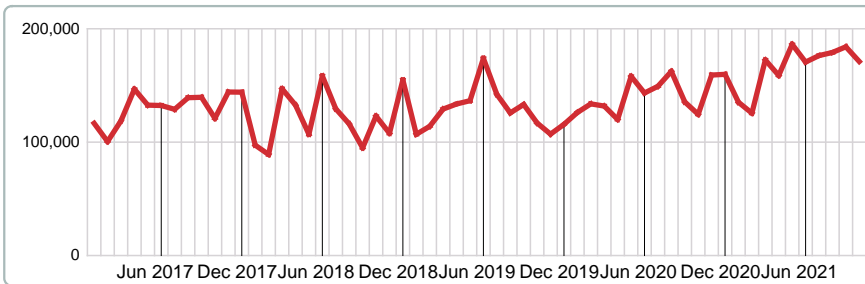
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

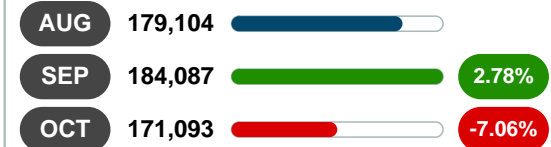


### 3 MONTHS

5 year OCT AVG = 131,297

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

Average Sold Price at Closing this month at **171,093** above the 5 yr OCT average of **131,297**



### 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
\$25,000 and less	7.14%	8,638	11,675	1,048	0	0
\$25,001 - \$75,000	9.18%	51,311	50,150	53,633	0	0
\$75,001 - \$100,000	15.31%	87,922	88,180	86,437	100,000	0
\$100,001 - \$175,000	30.61%	141,142	140,250	141,740	138,000	0
\$175,001 - \$225,000	12.24%	202,958	0	194,500	207,188	0
\$225,001 - \$300,000	15.31%	252,902	260,000	236,925	260,989	0
\$300,001 and up	10.20%	446,275	735,000	630,000	344,800	371,875
<b>Average Sold Price</b>		<b>171,093</b>	<b>103,784</b>	<b>154,394</b>	<b>236,385</b>	<b>371,875</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>171,093</b>	<b>20</b>	<b>49</b>	<b>27</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>16,767,137</b>	<b>2.08M</b>	<b>7.57M</b>	<b>6.38M</b>	<b>743.75K</b>

# October 2021



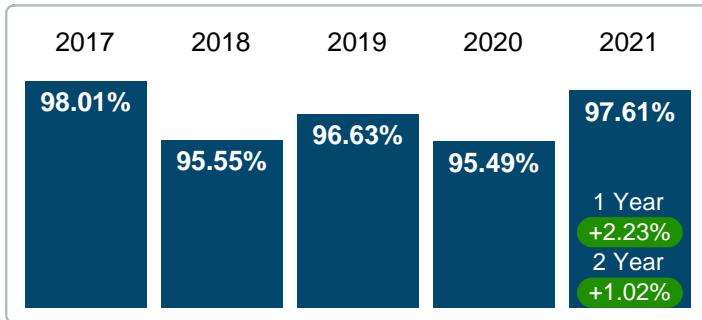
Area Delimited by County Of Washington



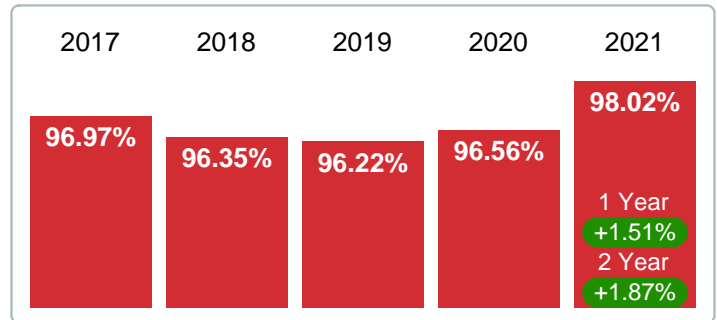
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Nov 11, 2021 for MLS Technology Inc.

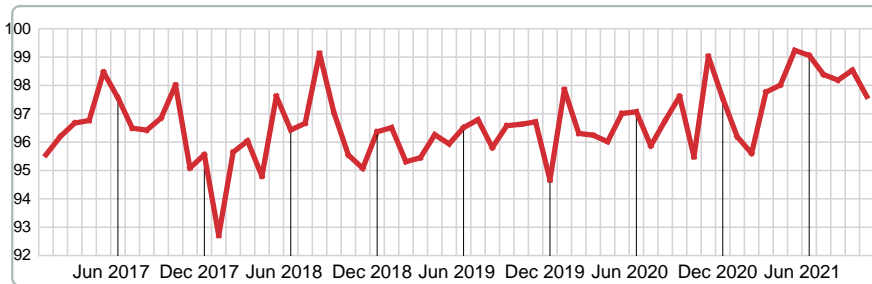
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

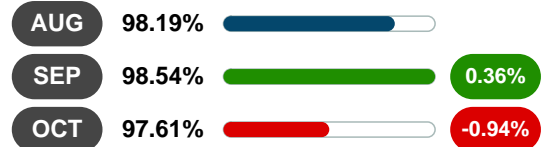


### 3 MONTHS

5 year OCT AVG = 96.66%

High May 2021 99.24% Low Jan 2018 92.71%

Average Sold/List Ratio this month at **97.61%**  
above the 5 yr OCT average of **96.66%**



### 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
\$25,000 and less	<b>7</b>	7.14%	93.53%	90.94%	100.00%	0.00%	0.00%
\$25,001 - \$75,000	<b>9</b>	9.18%	92.66%	93.98%	90.00%	0.00%	0.00%
\$75,001 - \$100,000	<b>15</b>	15.31%	96.98%	89.13%	101.43%	96.15%	0.00%
\$100,001 - \$175,000	<b>30</b>	30.61%	97.71%	67.50%	99.86%	99.89%	0.00%
\$175,001 - \$225,000	<b>12</b>	12.24%	100.05%	0.00%	99.46%	100.35%	0.00%
\$225,001 - \$300,000	<b>15</b>	15.31%	101.98%	104.04%	101.30%	102.12%	0.00%
\$300,001 and up	<b>10</b>	10.20%	96.12%	91.89%	101.84%	99.80%	83.34%
Average Sold/List Ratio		97.60%		89.76%	99.75%	100.62%	83.34%
Total Closed Units		98	100%	20	49	27	2
Total Closed Volume		16,767,137		2.08M	7.57M	6.38M	743.75K

# October 2021



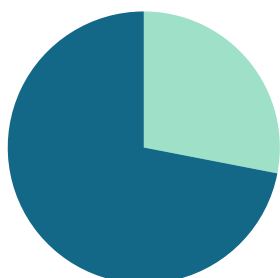
Area Delimited by County Of Washington



## MARKET SUMMARY

Report produced on Nov 11, 2021 for MLS Technology Inc.

### INVENTORY

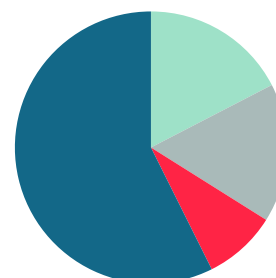


**Inventory**  
 New Listings  
**152 = 28.04%**  
 Start Inventory  
**390**  
 Total Inventory Units  
**542**  
 Volume  
**\$105,387,343**

### Market Activity

Closed Sales  
**98 = 17.41%**  
 Pending Sales  
**93 = 16.52%**  
 Other Off Market  
**49 = 8.70%**  
 Active Inventory  
**323 = 57.37%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	106	98	-7.55%	871	1,004	15.27%
Pending Sales	95	93	-2.11%	882	1,026	16.33%
New Listings	121	152	25.62%	1,320	1,384	4.85%
Average List Price	128,004	176,130	37.60%	143,831	172,134	19.68%
Average Sale Price	124,526	171,093	37.40%	139,283	168,304	20.84%
Average Percent of Selling Price to List Price	95.49%	97.61%	2.23%	96.56%	98.02%	1.51%
Average Days on Market to Sale	30.88	18.61	-39.72%	36.12	24.21	-32.98%
Monthly Inventory	421	323	-23.28%	421	323	-23.28%
Months Supply of Inventory	4.89	3.23	-33.84%	4.89	3.23	-33.84%

**Absorption:** Last 12 months, an Average of **100** Sales/Month

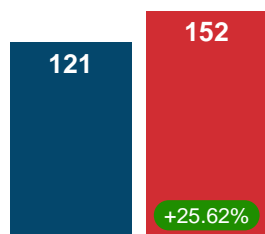
**Inventory** on October 31, 2021 = **323**

**2020** **2021**

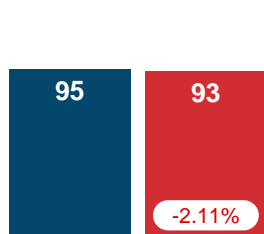
### OCTOBER MARKET

### AVERAGE PRICES

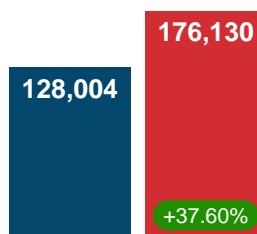
#### New Listings



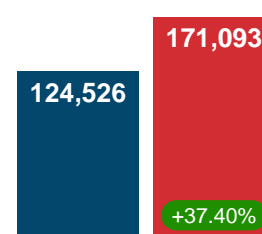
#### Pending Listings



#### List Price



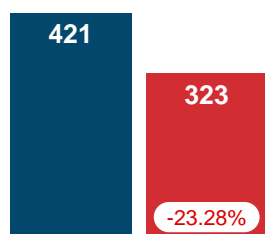
#### Sale Price



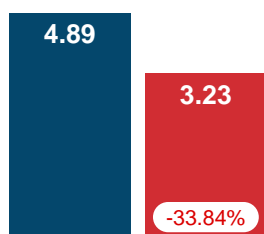
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

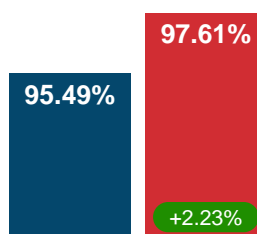
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

