



September 2021

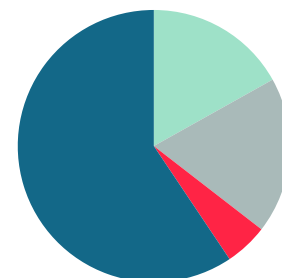
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2021 for MLS Technology Inc.

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	102	89	-12.75%
Pending Listings	84	98	16.67%
New Listings	112	123	9.82%
Average List Price	138,851	190,266	37.03%
Average Sale Price	135,473	184,087	35.89%
Average Percent of Selling Price to List Price	97.61%	98.54%	0.95%
Average Days on Market to Sale	34.91	26.55	-23.95%
End of Month Inventory	445	313	-29.66%
Months Supply of Inventory	5.25	3.11	-40.68%



■ Closed (16.89%)
■ Pending (18.60%)
■ Other OffMarket (5.12%)
■ Active (59.39%)

Absorption: Last 12 months, an Average of **101** Sales/Month
Active Inventory as of September 30, 2021 = **313**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2021 decreased **29.66%** to 313 existing homes available for sale. Over the last 12 months this area has had an average of 101 closed sales per month. This represents an unsold inventory index of **3.11** 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 **35.89%** in September 2021 to \$184,087 versus the previous year at \$135,473.

Average Days on Market Shortens

The average number of **26.55** days that homes spent on the market before selling decreased by 8.36 days or **23.95%** in September 2021 compared to last year's same month at **34.91** DOM.

Sales Success for September 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 123 New Listings in September 2021, up **9.82%** from last year at 112. Furthermore, there were 89 Closed Listings this month versus last year at 102, a **-12.75%** decrease.

Closed versus Listed trends yielded a **72.4%** ratio, down from previous year's, September 2020, at **91.1%**, a **20.55%** downswing. This will certainly create pressure on a decreasing

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Real Estate is Local

Month's Supply of Inventory (MSI) in the months to come.

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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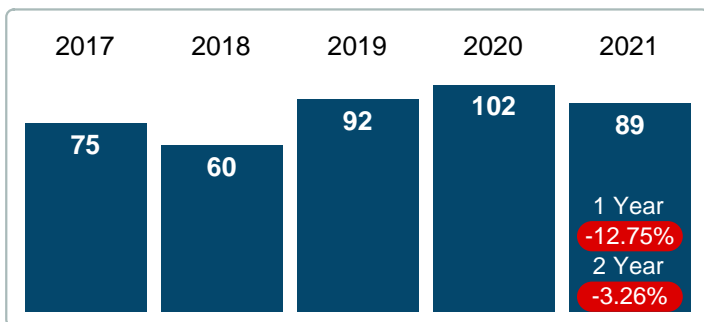
Area Delimited by County Of Washington



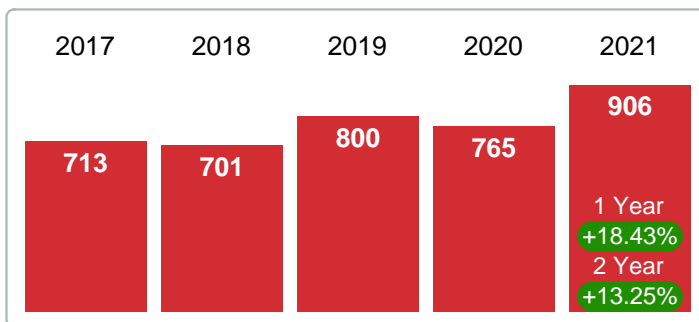
CLOSED LISTINGS

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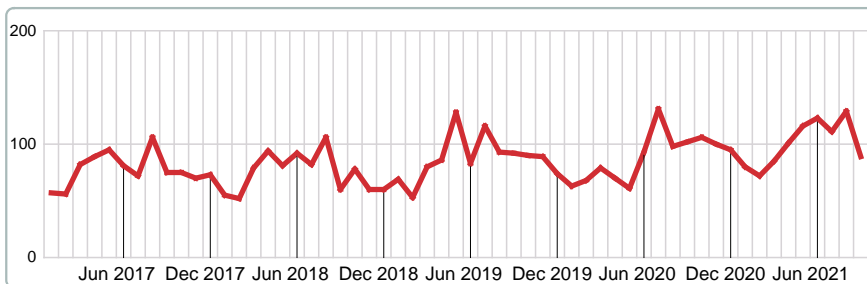
SEPTEMBER



YEAR TO DATE (YTD)

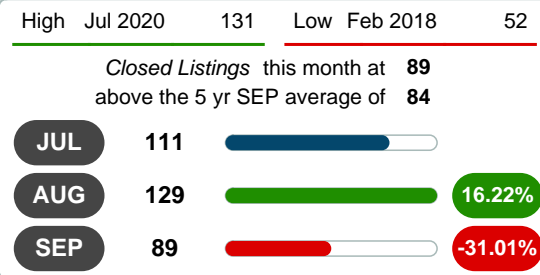


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 84



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	7.87%	20.6	6	1	0	0
\$25,001 - \$50,000	6	6.74%	58.0	4	2	0	0
\$50,001 - \$100,000	19	21.35%	51.5	9	8	2	0
\$100,001 - \$150,000	16	17.98%	13.1	3	10	3	0
\$150,001 - \$225,000	20	22.47%	8.5	1	14	5	0
\$225,001 - \$375,000	12	13.48%	10.7	0	3	7	2
\$375,001 and up	9	10.11%	42.7	0	3	3	3
Total Closed Units	89			23	41	20	5
Total Closed Volume	16,383,781	100%	26.6	1.33M	7.13M	5.55M	2.38M
Average Closed Price	\$184,087			\$57,800	\$173,878	\$277,370	\$475,600



September 2021

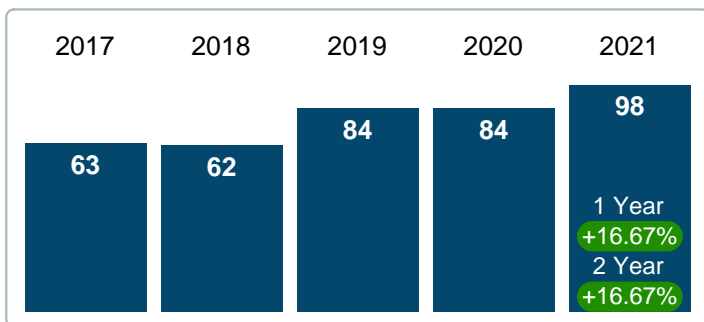
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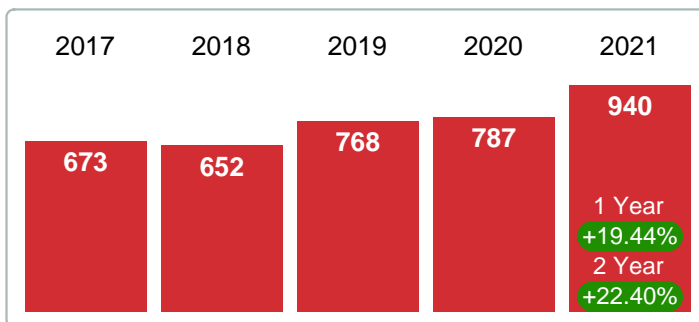
PENDING LISTINGS

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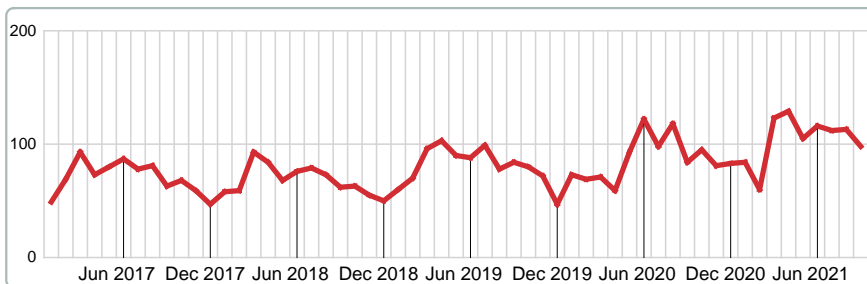
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

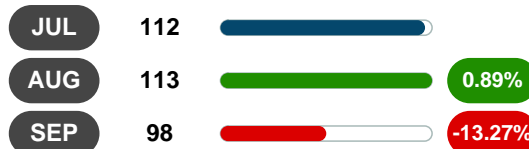


3 MONTHS

5 year SEP AVG = 78

High Apr 2021 129 Low Dec 2019 47

Pending Listings this month at **98**
above the 5 yr SEP average of **78**



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	8	8.16%	57.4	7	1	0	0
\$50,001 - \$90,000	15	15.31%	36.9	6	9	0	0
\$90,001 - \$120,000	12	12.24%	25.6	3	7	2	0
\$120,001 - \$180,000	26	26.53%	18.4	2	21	3	0
\$180,001 - \$230,000	14	14.29%	20.1	0	6	8	0
\$230,001 - \$300,000	14	14.29%	31.3	2	4	6	2
\$300,001 and up	9	9.18%	67.0	2	2	3	2
Total Pending Units	98			22	50	22	4
Total Pending Volume	17,001,066	100%	35.4	2.58M	8.03M	5.13M	1.27M
Average Listing Price	\$107,986			\$117,105	\$160,549	\$232,995	\$317,850



September 2021

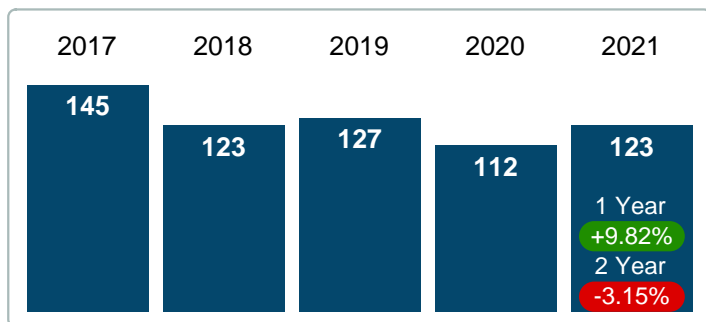
Area Delimited by County Of Washington



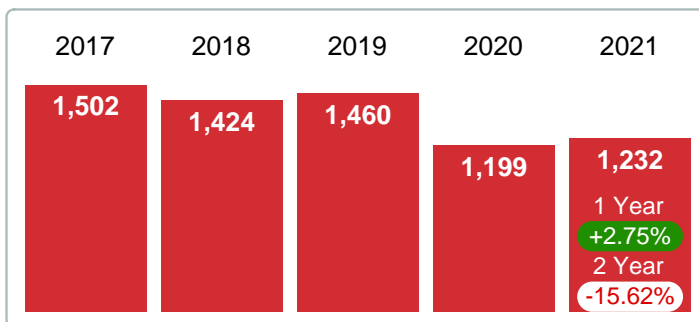
NEW LISTINGS

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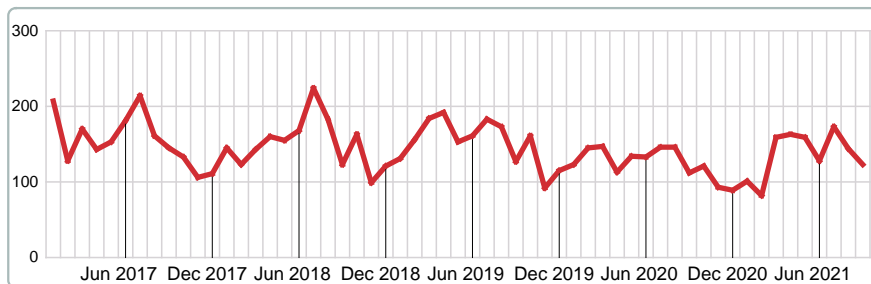
SEPTEMBER



YEAR TO DATE (YTD)

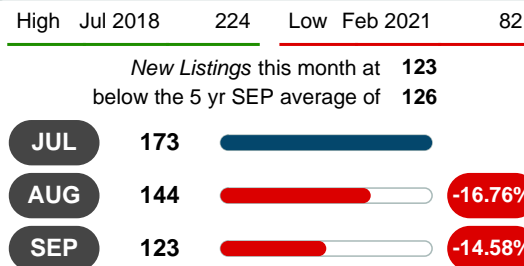


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 126



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	10.57%	11	2	0	0
\$30,001 - \$70,000	12	9.76%	8	4	0	0
\$70,001 - \$130,000	22	17.89%	8	11	2	1
\$130,001 - \$200,000	28	22.76%	4	19	5	0
\$200,001 - \$280,000	20	16.26%	2	9	9	0
\$280,001 - \$390,000	16	13.01%	3	3	9	1
\$390,001 and up	12	9.76%	5	3	4	0
Total New Listed Units	123		41	51	29	2
Total New Listed Volume	25,120,925	100%	6.85M	8.95M	8.88M	445.00K
Average New Listed Listing Price	\$91,098		\$166,957	\$175,455	\$306,293	\$222,500



September 2021

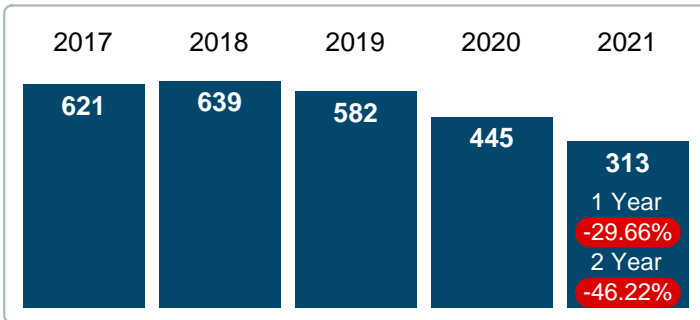
Area Delimited by County Of Washington



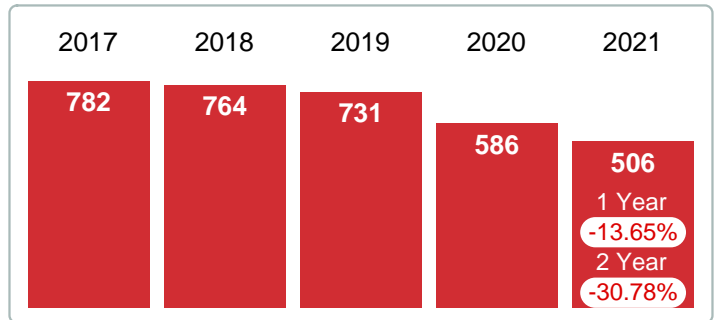
ACTIVE INVENTORY

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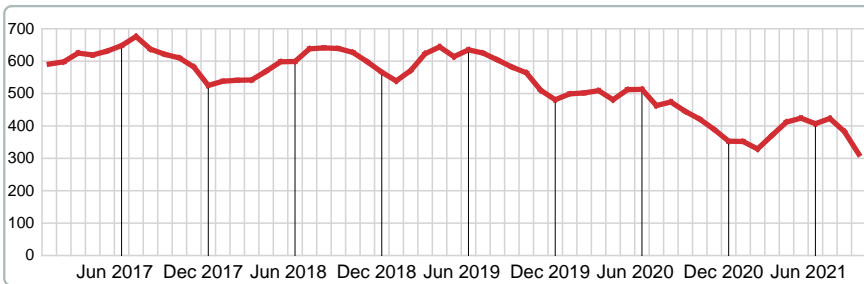
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

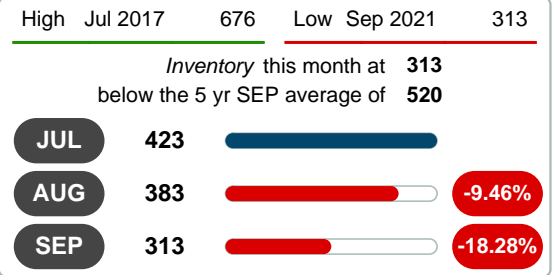


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 520



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	32	10.22%	166.8	29	3	0	0
\$25,001-\$50,000	43	13.74%	102.9	39	4	0	0
\$50,001-\$150,000	121	38.66%	104.6	84	28	8	1
\$150,001-\$250,000	41	13.10%	63.9	16	17	8	0
\$250,001-\$475,000	46	14.70%	71.8	18	8	17	3
\$475,001 and up	30	9.58%	85.0	16	3	8	3
Total Active Inventory by Units	313			202	63	41	7
Total Active Inventory by Volume	63,188,940	100%	98.7	35.10M	11.13M	13.41M	3.55M
Average Active Inventory Listing Price	\$201,882			\$173,747	\$176,728	\$326,993	\$507,357



September 2021

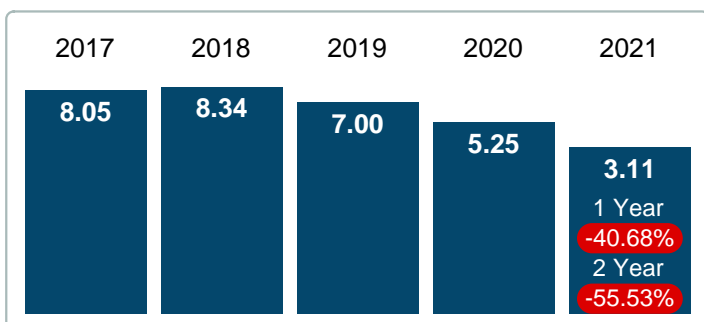
Area Delimited by County Of Washington



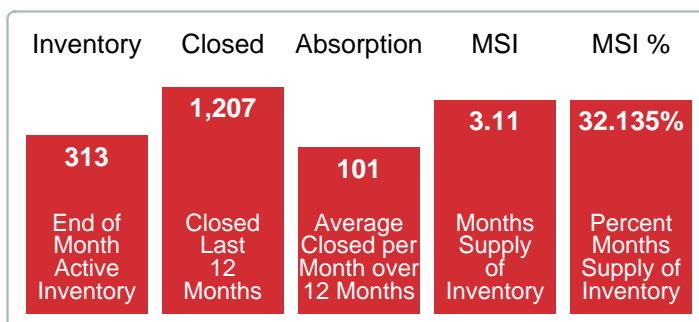
MONTHS SUPPLY of INVENTORY (MSI)

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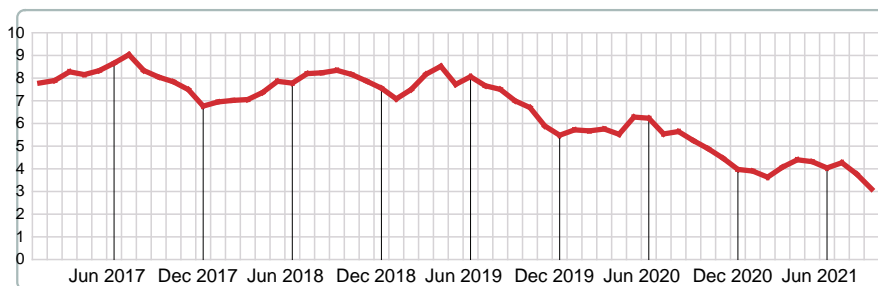
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021

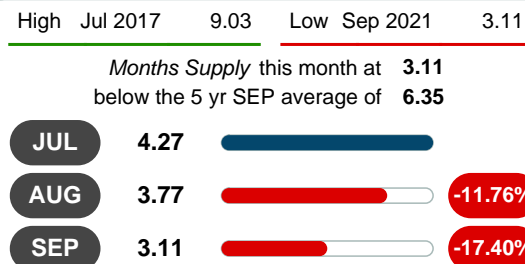


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 6.35



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	28	8.95%	3.82	6.00	0.73	0.00	0.00
\$20,001 - \$40,000	26	8.31%	6.00	7.54	3.00	0.00	0.00
\$40,001 - \$70,000	54	17.25%	4.44	8.00	0.59	1.20	0.00
\$70,001 - \$150,000	88	28.12%	2.82	8.20	1.16	3.36	12.00
\$150,001 - \$260,000	44	14.06%	1.52	8.50	1.21	0.86	0.00
\$260,001 - \$470,000	41	13.10%	3.02	10.59	2.33	2.18	1.64
\$470,001 and up	32	10.22%	10.67	30.86	6.00	6.40	4.50
Market Supply of Inventory (MSI)	3.11	100%	3.11	8.39	1.26	1.84	1.62
Total Active Inventory by Units	313			202	63	41	7

September 2021



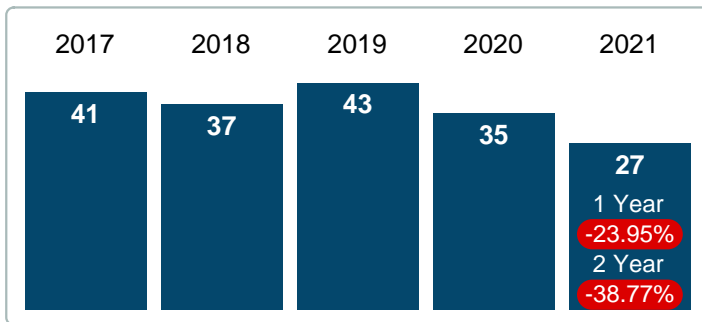
Area Delimited by County Of Washington



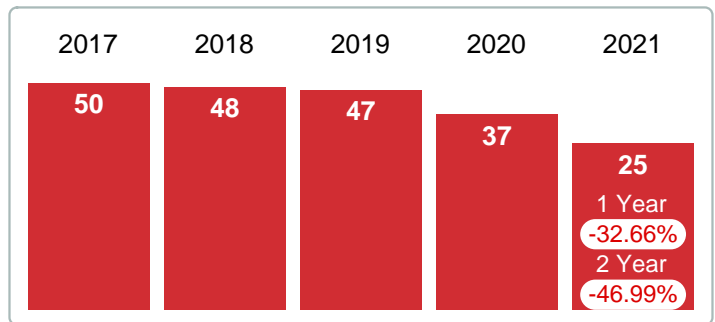
AVERAGE DAYS ON MARKET TO SALE

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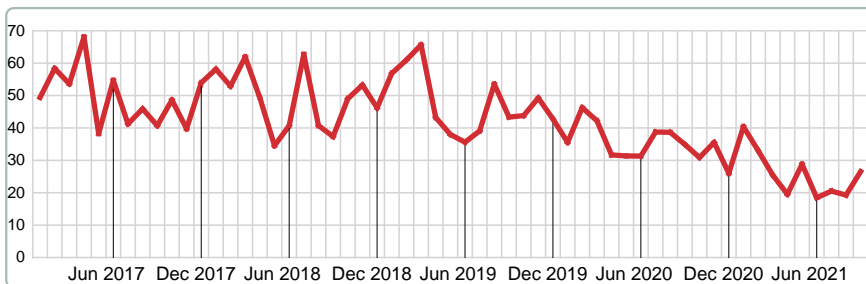
SEPTEMBER



YEAR TO DATE (YTD)

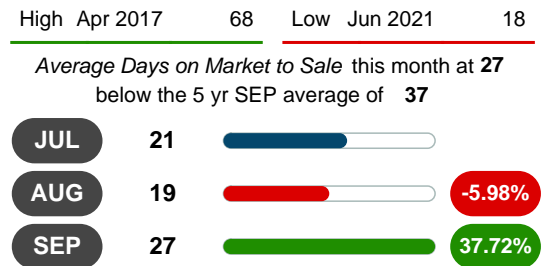


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 37



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	7.87%	21	19	29	0	0
\$25,001 - \$50,000	6.74%	58	39	97	0	0
\$50,001 - \$100,000	21.35%	52	89	20	9	0
\$100,001 - \$150,000	17.98%	13	8	7	38	0
\$150,001 - \$225,000	22.47%	9	40	6	9	0
\$225,001 - \$375,000	13.48%	11	0	9	6	31
\$375,001 and up	10.11%	43	0	33	39	56
Average Closed DOM		27	49	16	17	46
Total Closed Units	100%	27	23	41	20	5
Total Closed Volume		16,383,781	1.33M	7.13M	5.55M	2.38M



September 2021

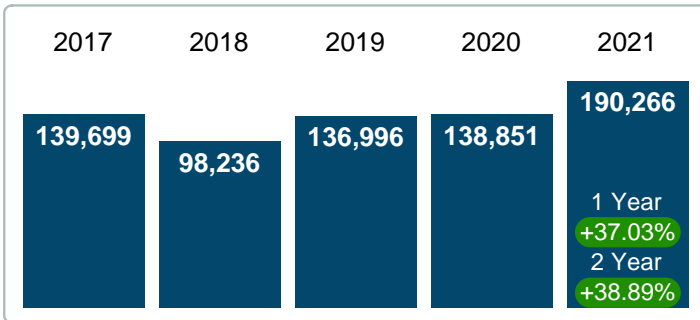
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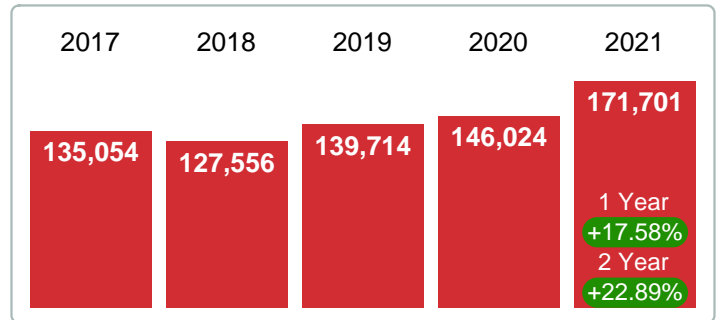
AVERAGE LIST PRICE AT CLOSING

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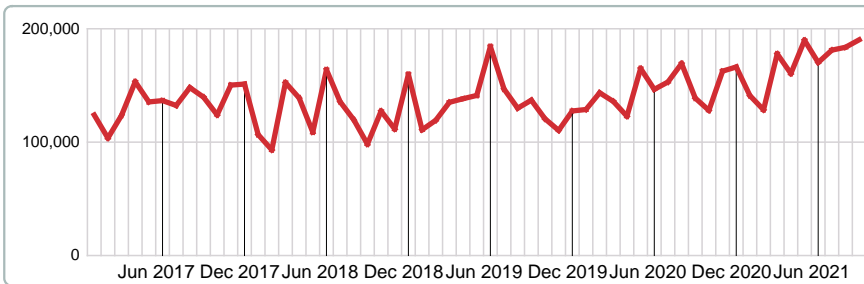
SEPTEMBER



YEAR TO DATE (YTD)

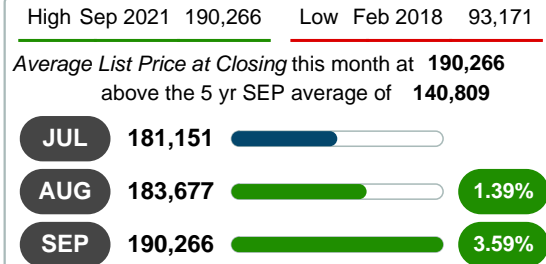


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 140,809



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	7.87%	823	702	1,550	0	0
\$25,001 - \$50,000	6.74%	40,083	38,925	43,950	0	0
\$50,001 - \$100,000	21.35%	73,805	74,844	70,763	79,750	0
\$100,001 - \$150,000	21.35%	131,847	128,633	126,430	142,100	0
\$150,001 - \$225,000	17.98%	178,381	189,900	172,771	180,400	0
\$225,001 - \$375,000	15.73%	289,057	0	271,633	288,429	304,950
\$375,001 and up	8.99%	734,894	0	716,083	785,333	583,300
Average List Price		190,266	61,274	178,093	293,140	471,960
Total Closed Units	100%	190,266	23	41	20	5
Total Closed Volume		16,933,710	1.41M	7.30M	5.86M	2.36M



September 2021

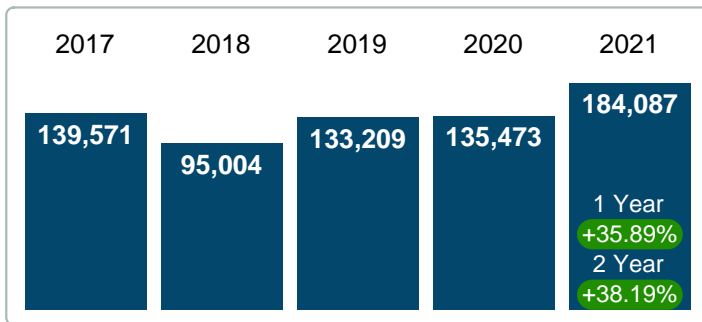
Area Delimited by County Of Washington



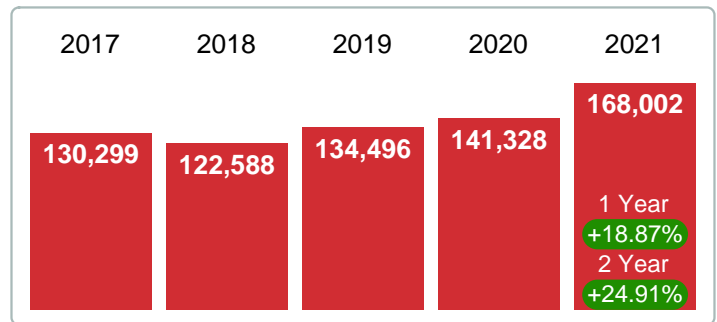
AVERAGE SOLD PRICE AT CLOSING

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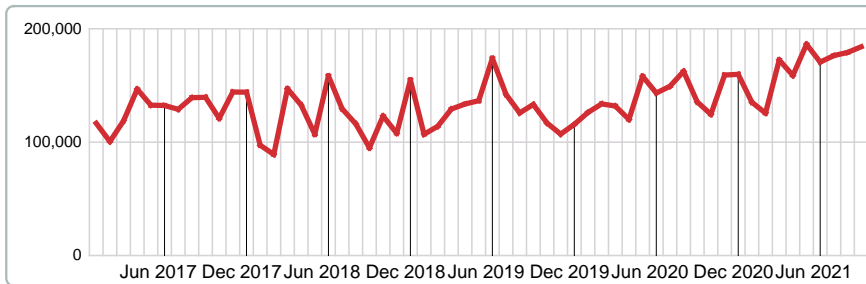
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

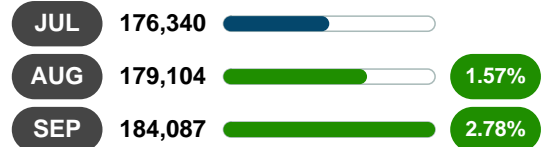


3 MONTHS

5 year SEP AVG = 137,469

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

Average Sold Price at Closing this month at **184,087** above the 5 yr SEP average of **137,469**



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	7.87%	823	702	1,550	0	0
\$25,001 - \$50,000	6.74%	37,417	36,250	39,750	0	0
\$50,001 - \$100,000	21.35%	69,933	68,798	70,569	72,500	0
\$100,001 - \$150,000	17.98%	129,673	128,667	130,190	128,958	0
\$150,001 - \$225,000	22.47%	178,012	175,000	174,357	188,846	0
\$225,001 - \$375,000	13.48%	286,358	0	260,000	290,186	312,500
\$375,001 and up	10.11%	639,276	0	653,493	680,000	584,333
Average Sold Price		184,087	57,800	173,878	277,370	475,600
Total Closed Units	100%	184,087	23	41	20	5
Total Closed Volume		16,383,781	1.33M	7.13M	5.55M	2.38M

September 2021



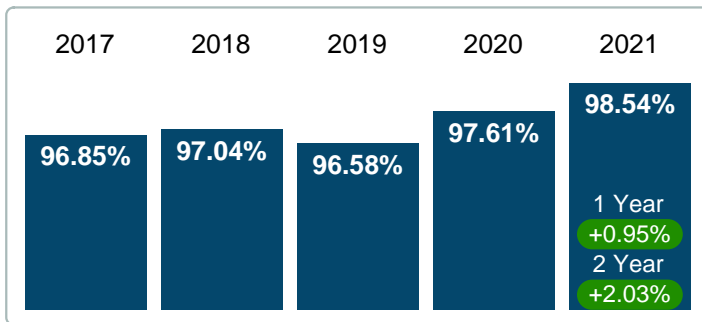
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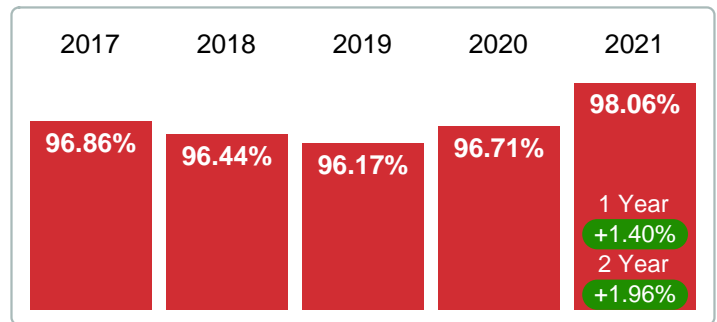
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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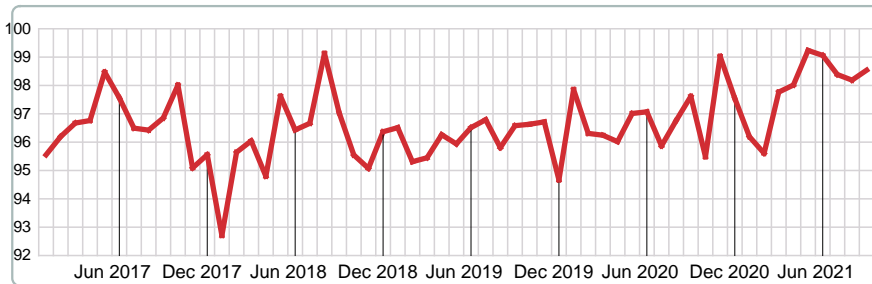
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

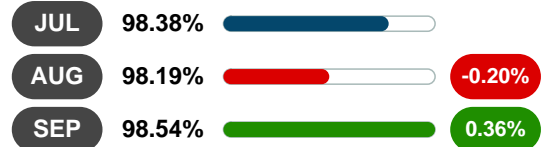


3 MONTHS

5 year SEP AVG = 97.33%

High May 2021 99.24% Low Jan 2018 92.71%

Average Sold/List Ratio this month at **98.54%**
above the 5 yr SEP average of **97.33%**



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	7	7.87%	100.00%	100.00%	100.00%	0.00%	0.00%
\$25,001 - \$50,000	6	6.74%	92.64%	93.14%	91.64%	0.00%	0.00%
\$50,001 - \$100,000	19	21.35%	95.43%	92.48%	99.84%	91.06%	0.00%
\$100,001 - \$150,000	16	17.98%	100.29%	100.02%	103.04%	91.35%	0.00%
\$150,001 - \$225,000	20	22.47%	101.88%	92.15%	101.00%	106.28%	0.00%
\$225,001 - \$375,000	12	13.48%	99.78%	0.00%	96.13%	100.59%	102.43%
\$375,001 and up	9	10.11%	95.72%	0.00%	93.17%	93.54%	100.44%
Average Sold/List Ratio		98.50%		95.53%	99.86%	98.62%	101.24%
Total Closed Units		89	100%	23	41	20	5
Total Closed Volume		16,383,781		1.33M	7.13M	5.55M	2.38M

September 2021



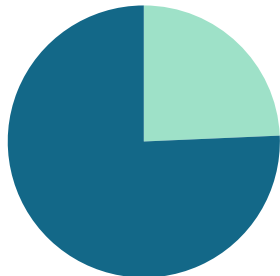
Area Delimited by County Of Washington



MARKET SUMMARY

Report produced on Oct 12, 2021 for MLS Technology Inc.

INVENTORY

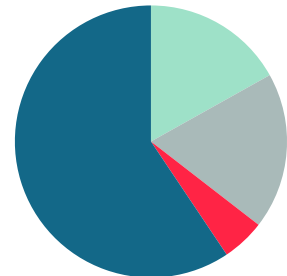


Inventory
 New Listings
123 = 24.31%
 Start Inventory
383
 Total Inventory Units
506
 Volume
\$98,597,916

Market Activity

Closed Sales
89 = 16.89%
 Pending Sales
98 = 18.60%
 Other Off Market
27 = 5.12%
 Active Inventory
313 = 59.39%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	102	89	-12.75%	765	906	18.43%
Pending Sales	84	98	16.67%	787	940	19.44%
New Listings	112	123	9.82%	1,199	1,232	2.75%
Average List Price	138,851	190,266	37.03%	146,024	171,701	17.58%
Average Sale Price	135,473	184,087	35.89%	141,328	168,002	18.87%
Average Percent of Selling Price to List Price	97.61%	98.54%	0.95%	96.71%	98.06%	1.40%
Average Days on Market to Sale	34.91	26.55	-23.95%	36.85	24.81	-32.66%
Monthly Inventory	445	313	-29.66%	445	313	-29.66%
Months Supply of Inventory	5.25	3.11	-40.68%	5.25	3.11	-40.68%

Absorption: Last 12 months, an Average of **101** Sales/Month

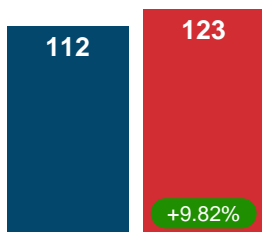
Inventory on September 30, 2021 = **313**

2020 **2021**

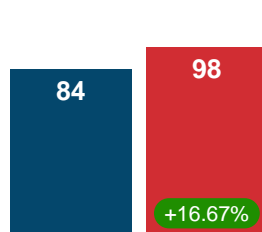
SEPTEMBER MARKET

AVERAGE PRICES

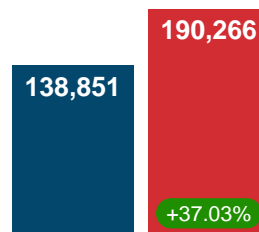
New Listings



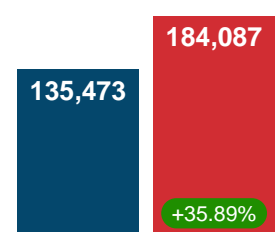
Pending Listings



List Price



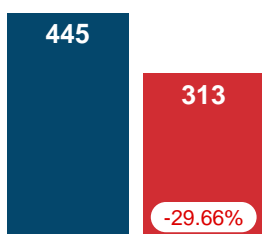
Sale Price



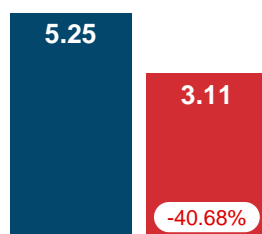
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

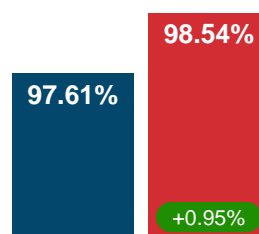
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

