

# November 2022



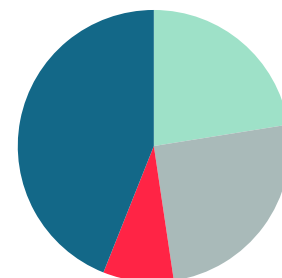
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Dec 12, 2022 for MLS Technology Inc.

Compared Metrics	November		
	2021	2022	+/-%
Closed Listings	83	67	-19.28%
Pending Listings	86	75	-12.79%
New Listings	87	68	-21.84%
Average List Price	194,408	202,887	4.36%
Average Sale Price	193,344	197,705	2.26%
Average Percent of Selling Price to List Price	99.22%	97.72%	-1.52%
Average Days on Market to Sale	21.12	26.49	25.44%
End of Month Inventory	226	131	-42.04%
Months Supply of Inventory	2.66	1.63	-38.86%



■ Closed (22.48%)  
■ Pending (25.17%)  
■ Other OffMarket (8.39%)  
■ Active (43.96%)

**Absorption:** Last 12 months, an Average of **81** Sales/Month  
**Active Inventory** as of November 30, 2022 = **131**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2022 decreased **42.04%** to 131 existing homes available for sale. Over the last 12 months this area has had an average of 81 closed sales per month. This represents an unsold inventory index of **1.63** 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 **2.26%** in November 2022 to \$197,705 versus the previous year at \$193,344.

#### Average Days on Market Lengthens

The average number of **26.49** days that homes spent on the market before selling increased by 5.37 days or **25.44%** in November 2022 compared to last year's same month at **21.12** DOM.

#### Sales Success for November 2022 is Positive

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

There were 68 New Listings in November 2022, down **21.84%** from last year at 87. Furthermore, there were 67 Closed Listings this month versus last year at 83, a **-19.28%** decrease.

Closed versus Listed trends yielded a **98.5%** ratio, up from previous year's, November 2021, at **95.4%**, a **3.28%** 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

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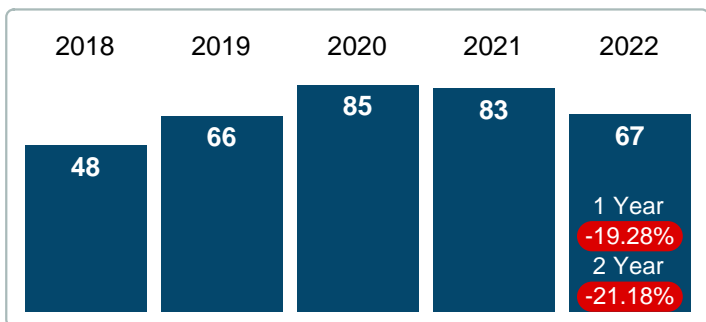
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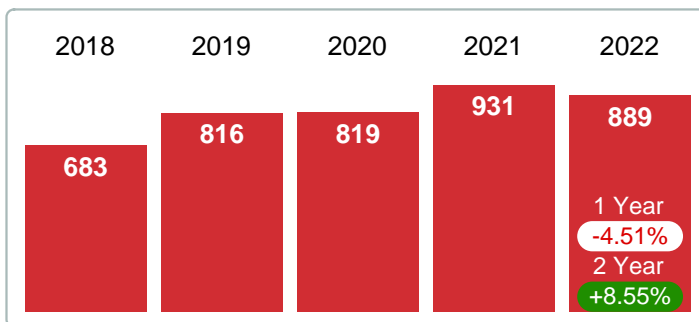
## CLOSED LISTINGS

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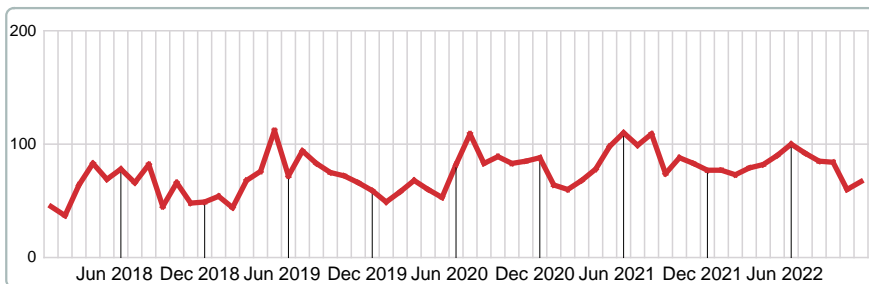
### NOVEMBER



### YEAR TO DATE (YTD)

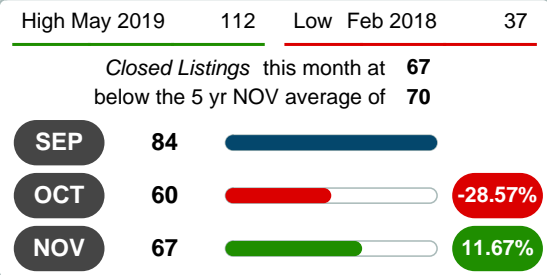


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 70



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	7.46%	12.8	5	0	0	0
\$75,001 - \$100,000	8	11.94%	9.6	4	3	1	0
\$100,001 - \$150,000	12	17.91%	14.0	4	8	0	0
\$150,001 - \$200,000	17	25.37%	27.9	2	7	6	2
\$200,001 - \$250,000	7	10.45%	54.9	0	5	2	0
\$250,001 - \$300,000	11	16.42%	39.6	0	6	5	0
\$300,001 and up	7	10.45%	24.4	1	2	2	2
<b>Total Closed Units</b>	<b>67</b>			<b>16</b>	<b>31</b>	<b>16</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>13,246,250</b>	<b>100%</b>	<b>26.5</b>	<b>2.13M</b>	<b>6.38M</b>	<b>3.61M</b>	<b>1.13M</b>
<b>Average Closed Price</b>	<b>\$197,705</b>			<b>\$132,884</b>	<b>\$205,748</b>	<b>\$225,438</b>	<b>\$283,725</b>

# November 2022



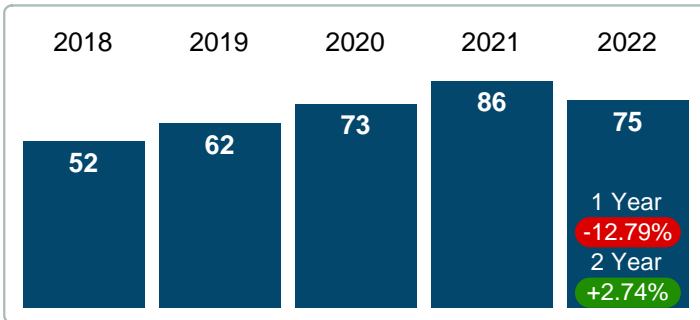
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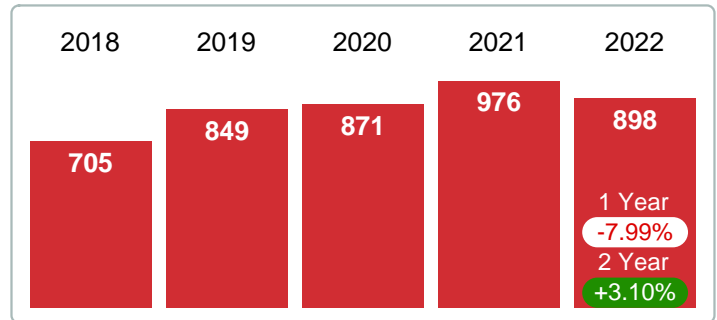
## PENDING LISTINGS

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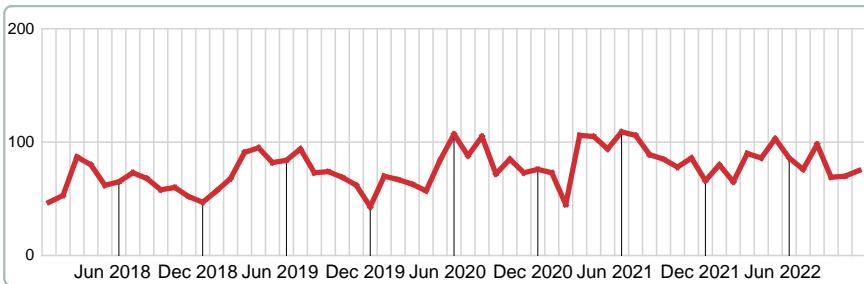
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 70

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at **75**  
above the 5 yr NOV average of **70**



### 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	4.00%	53.0	2	1	0	0
\$50,001 - \$100,000	10	13.33%	30.2	4	5	1	0
\$100,001 - \$125,000	8	10.67%	23.4	2	5	1	0
\$125,001 - \$200,000	24	32.00%	16.6	3	20	0	1
\$200,001 - \$275,000	13	17.33%	48.1	0	4	7	2
\$275,001 - \$350,000	9	12.00%	13.3	0	2	7	0
\$350,001 and up	8	10.67%	17.4	0	2	4	2
<b>Total Pending Units</b>	<b>75</b>			<b>11</b>	<b>39</b>	<b>20</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>15,742,380</b>	<b>100%</b>	<b>33.2</b>	<b>1.02M</b>	<b>7.22M</b>	<b>5.91M</b>	<b>1.59M</b>
<b>Average Listing Price</b>	<b>\$197,873</b>			<b>\$92,618</b>	<b>\$185,067</b>	<b>\$295,734</b>	<b>\$318,260</b>

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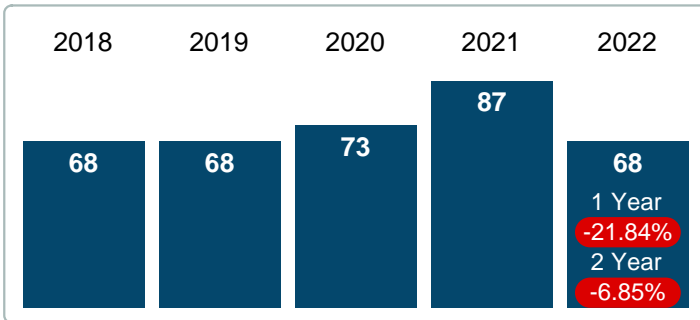
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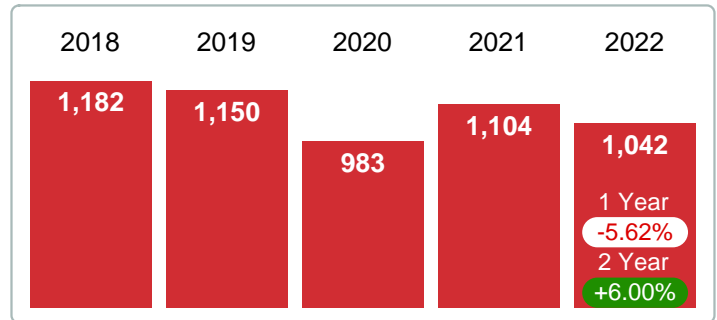
## NEW LISTINGS

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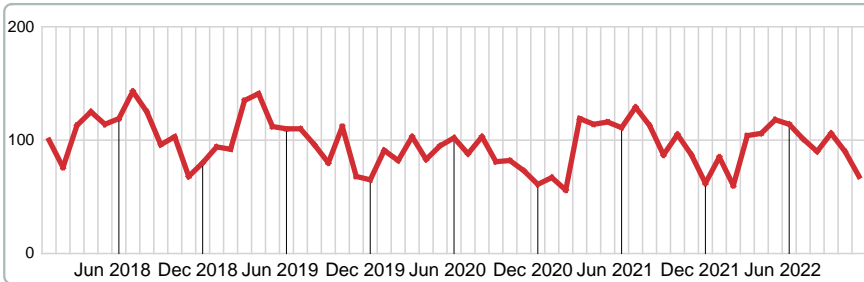
### NOVEMBER



### YEAR TO DATE (YTD)

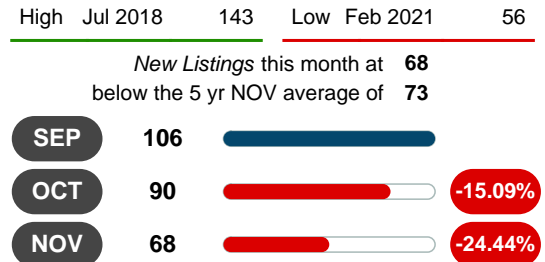


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 73



### 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	5	7.35%	4	0	1	0
\$50,001 - \$125,000	11	16.18%	3	7	1	0
\$125,001 - \$125,000	0	0.00%	0	0	0	0
\$125,001 - \$200,000	27	39.71%	1	24	2	0
\$200,001 - \$275,000	6	8.82%	0	2	4	0
\$275,001 - \$425,000	13	19.12%	0	3	9	1
\$425,001 and up	6	8.82%	0	1	3	2
<b>Total New Listed Units</b>	<b>68</b>		<b>8</b>	<b>37</b>	<b>20</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>15,208,960</b>	<b>100%</b>	<b>613.30K</b>	<b>7.19M</b>	<b>6.07M</b>	<b>1.33M</b>
<b>Average New Listed Listing Price</b>	<b>\$210,680</b>		<b>\$76,663</b>	<b>\$194,370</b>	<b>\$303,523</b>	<b>\$444,500</b>

# November 2022



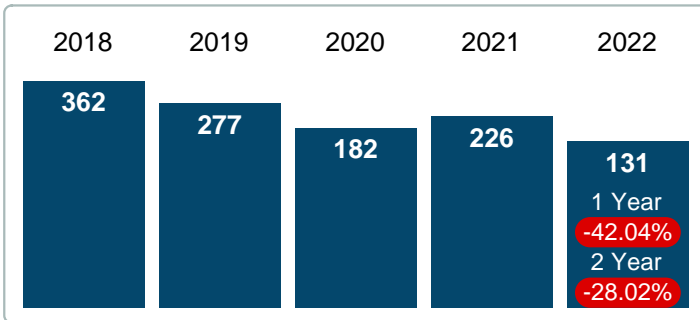
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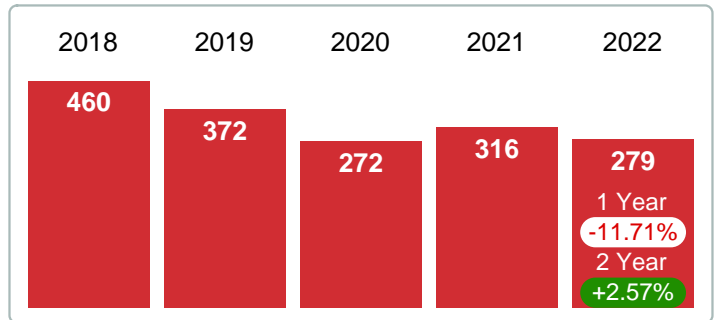
## ACTIVE INVENTORY

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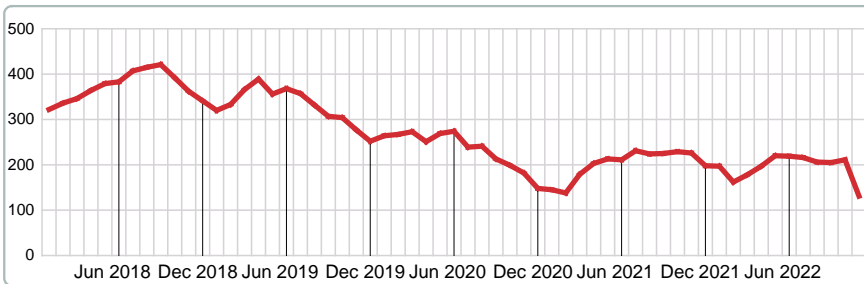
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

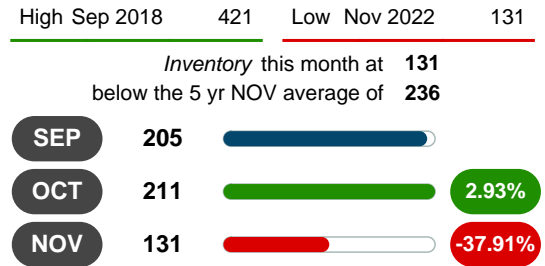


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 236



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	5.34%	69.6	2	4	1	0
\$50,001 - \$100,000	18	13.74%	99.7	2	13	3	0
\$100,001 - \$125,000	14	10.69%	83.0	5	6	3	0
\$125,001 - \$200,000	36	27.48%	68.4	7	25	4	0
\$200,001 - \$300,000	24	18.32%	62.5	0	12	11	1
\$300,001 - \$425,000	19	14.50%	64.0	1	3	12	3
\$425,001 and up	13	9.92%	80.3	0	3	6	4
<b>Total Active Inventory by Units</b>	<b>131</b>			<b>17</b>	<b>66</b>	<b>40</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>29,747,148</b>	<b>100%</b>	<b>73.8</b>	<b>2.17M</b>	<b>11.92M</b>	<b>11.56M</b>	<b>4.10M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$227,077</b>			<b>\$127,597</b>	<b>\$180,628</b>	<b>\$288,928</b>	<b>\$512,425</b>

# November 2022



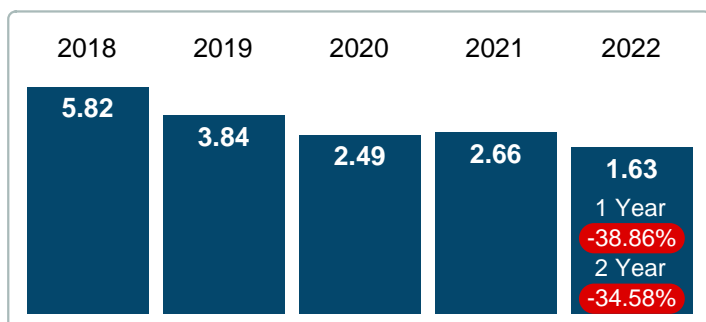
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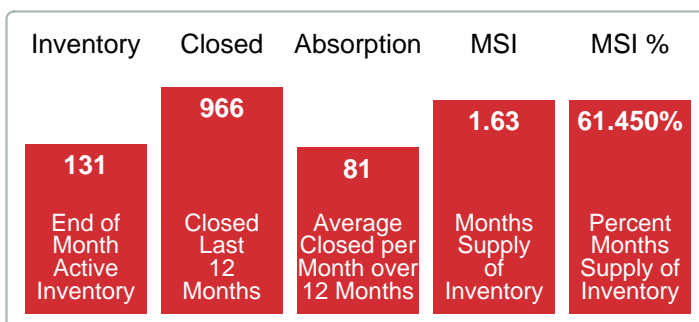
## MONTHS SUPPLY of INVENTORY (MSI)

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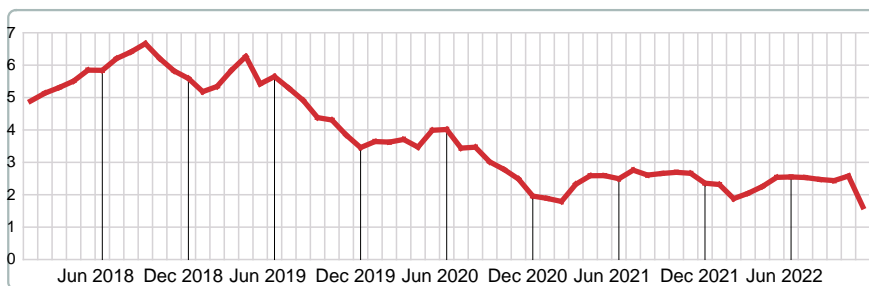
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2022

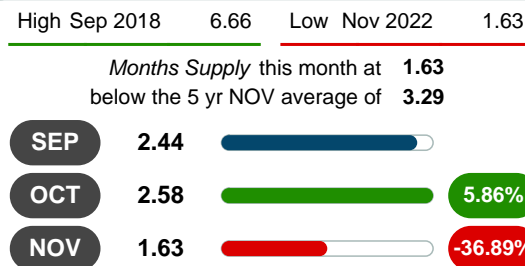


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 3.29



### 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
\$50,000 and less	7	5.34%	1.68	1.14	1.92	3.00	0.00
\$50,001 - \$100,000	18	13.74%	1.43	0.40	1.84	7.20	0.00
\$100,001 - \$125,000	14	10.69%	1.91	2.86	1.20	5.14	0.00
\$125,001 - \$200,000	36	27.48%	1.52	3.50	1.49	0.84	0.00
\$200,001 - \$300,000	24	18.32%	1.11	0.00	1.29	0.99	1.33
\$300,001 - \$425,000	19	14.50%	2.53	12.00	1.80	2.29	6.00
\$425,001 and up	13	9.92%	3.63	0.00	2.57	3.27	8.00
Market Supply of Inventory (MSI)			1.63	1.55	1.53	1.64	3.84
Total Active Inventory by Units		100%	1.63	17	66	40	8

# November 2022



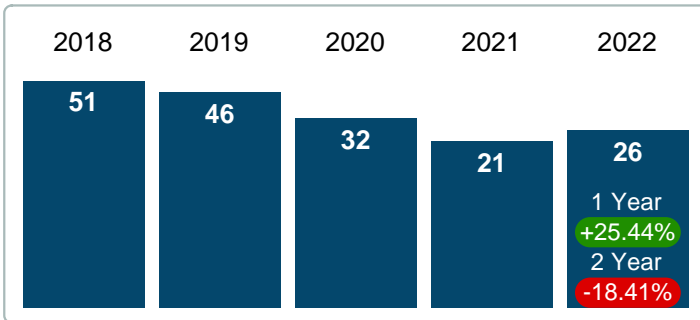
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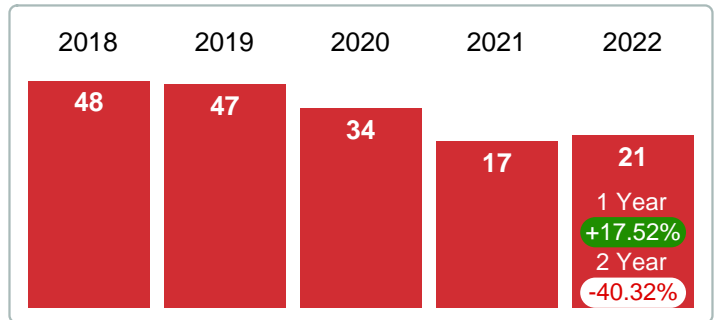
## AVERAGE DAYS ON MARKET TO SALE

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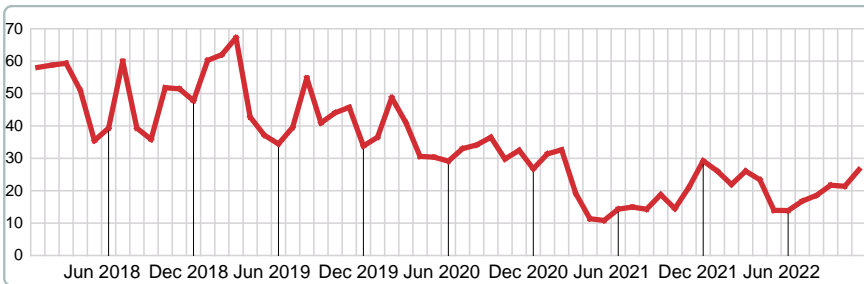
### NOVEMBER



### YEAR TO DATE (YTD)

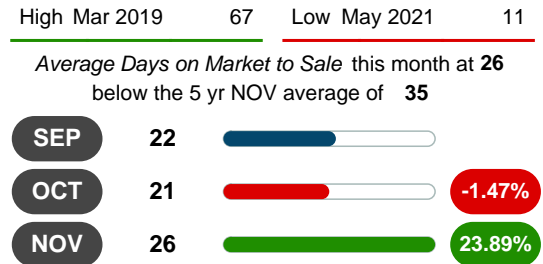


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 35



### 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
\$75,000 and less	7.46%	13	13	0	0	0
\$75,001 - \$100,000	11.94%	10	13	7	3	0
\$100,001 - \$150,000	17.91%	14	22	10	0	0
\$150,001 - \$200,000	25.37%	28	15	18	51	8
\$200,001 - \$250,000	10.45%	55	0	56	51	0
\$250,001 - \$300,000	16.42%	40	0	33	48	0
\$300,001 and up	10.45%	24	76	8	16	24
Average Closed DOM		26	19	23	43	16
Total Closed Units	100%	67	16	31	16	4
Total Closed Volume		13,246,250	2.13M	6.38M	3.61M	1.13M

# November 2022



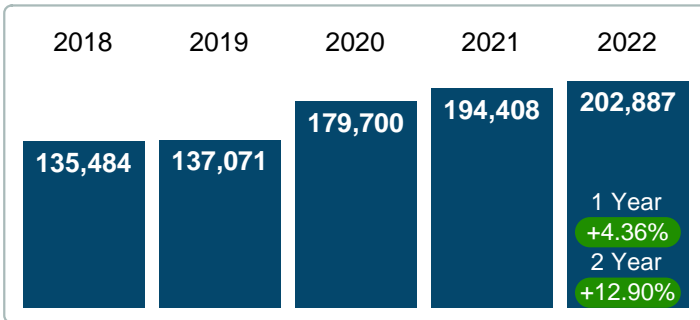
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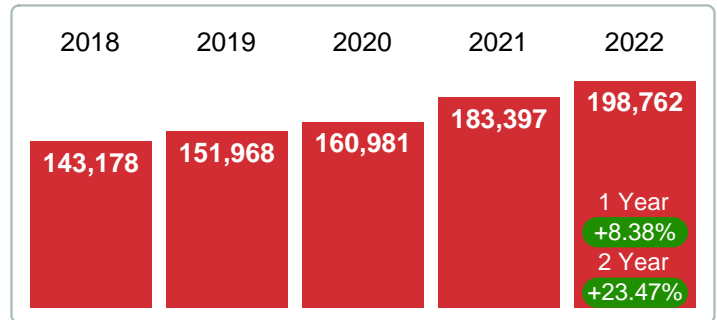
## AVERAGE LIST PRICE AT CLOSING

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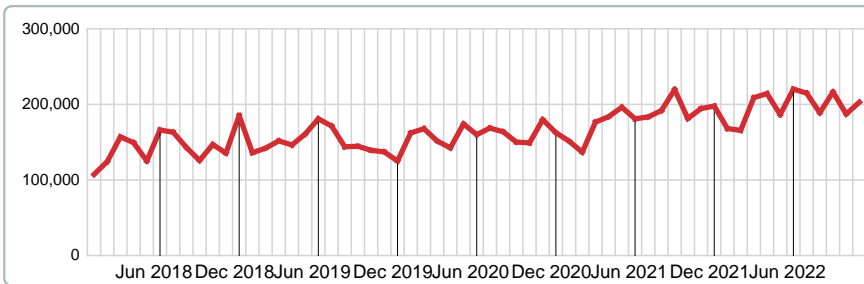
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

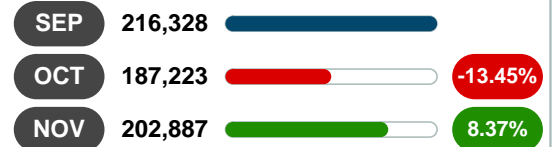


### 3 MONTHS

5 year NOV AVG = 169,910

High Jun 2022 220,136 Low Jan 2018 107,218

Average List Price at Closing this month at **202,887**  
above the 5 yr NOV average of **169,910**



### 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
\$75,000 and less	7.46%	53,000	53,000	0	0	0
\$75,001 - \$100,000	10.45%	83,700	94,375	85,633	76,500	0
\$100,001 - \$150,000	20.90%	128,864	117,475	132,400	0	0
\$150,001 - \$200,000	23.88%	182,538	190,000	177,271	175,800	197,450
\$200,001 - \$250,000	10.45%	233,657	0	246,140	227,450	0
\$250,001 - \$300,000	14.93%	279,620	0	274,967	281,280	0
\$300,001 and up	11.94%	448,250	780,000	532,500	338,000	377,500
<b>Average List Price</b>		<b>202,887</b>	<b>142,025</b>	<b>209,758</b>	<b>229,288</b>	<b>287,475</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>202,887</b>	<b>16</b>	<b>31</b>	<b>16</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>13,593,400</b>	<b>2.27M</b>	<b>6.50M</b>	<b>3.67M</b>	<b>1.15M</b>



# November 2022



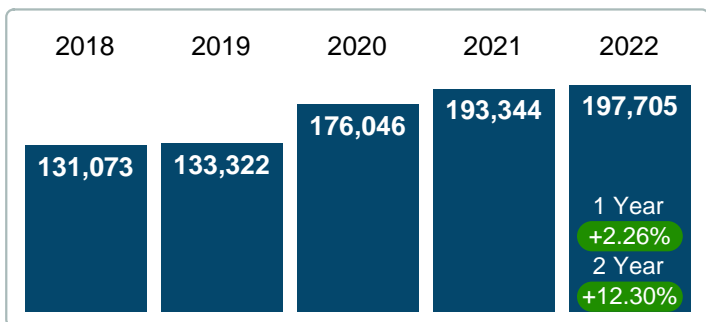
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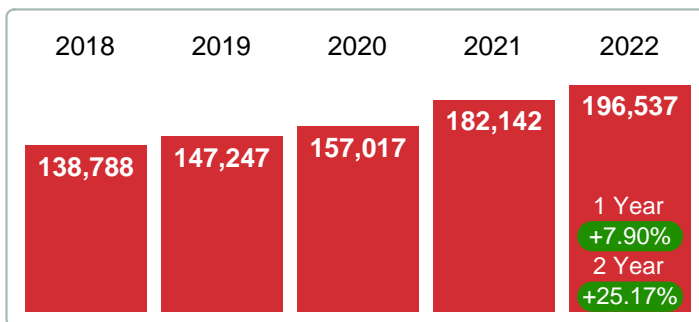
## AVERAGE SOLD PRICE AT CLOSING

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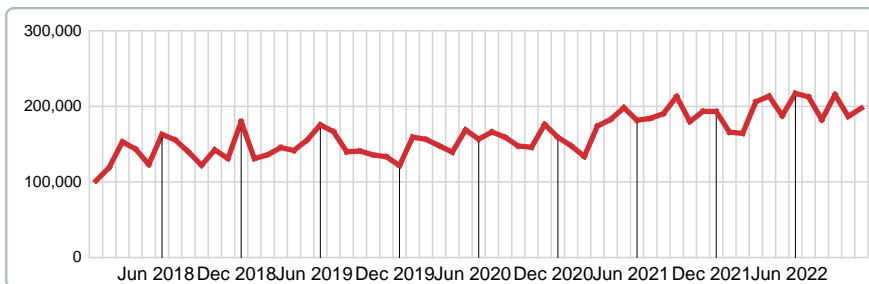
### NOVEMBER



### YEAR TO DATE (YTD)

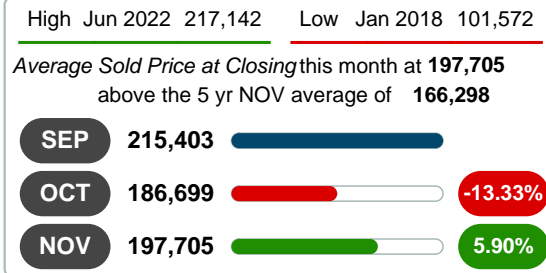


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 166,298



### 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
\$75,000 and less	7.46%	48,100	48,100	0	0	0
\$75,001 - \$100,000	11.94%	84,781	85,438	85,833	79,000	0
\$100,001 - \$150,000	17.91%	127,400	115,225	133,488	0	0
\$150,001 - \$200,000	25.37%	177,906	191,500	177,214	167,667	197,450
\$200,001 - \$250,000	10.45%	224,486	0	224,880	223,500	0
\$250,001 - \$300,000	16.42%	273,900	0	270,483	278,000	0
\$300,001 and up	10.45%	455,714	700,000	532,500	342,500	370,000
<b>Average Sold Price</b>		<b>197,705</b>	<b>132,884</b>	<b>205,748</b>	<b>225,438</b>	<b>283,725</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>197,705</b>	<b>16</b>	<b>31</b>	<b>16</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>13,246,250</b>	<b>2.13M</b>	<b>6.38M</b>	<b>3.61M</b>	<b>1.13M</b>

# November 2022



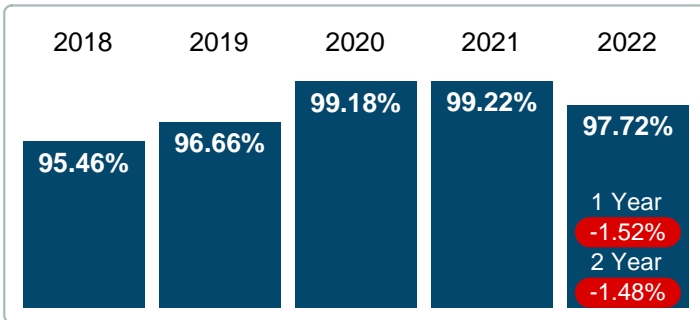
Area Delimited by County Of Washington - Residential Property Type



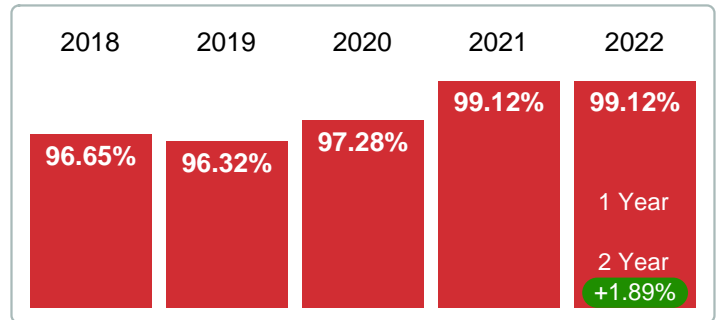
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Dec 12, 2022 for MLS Technology Inc.

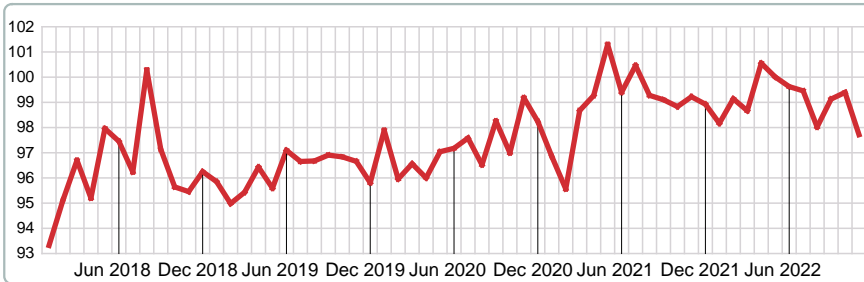
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

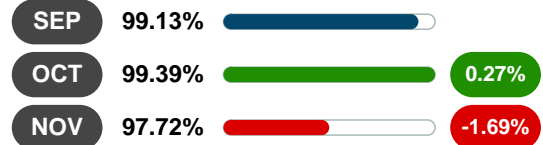


### 3 MONTHS

5 year NOV AVG = 97.65%

High May 2021 101.30% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **97.72%**  
equal to 5 yr NOV average of **97.65%**



## 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
\$75,000 and less	5	7.46%	91.93%	91.93%	0.00%	0.00%	0.00%
\$75,001 - \$100,000	8	11.94%	96.83%	92.62%	100.30%	103.27%	0.00%
\$100,001 - \$150,000	12	17.91%	100.07%	98.42%	100.89%	0.00%	0.00%
\$150,001 - \$200,000	17	25.37%	98.74%	100.91%	100.26%	95.82%	100.00%
\$200,001 - \$250,000	7	10.45%	94.18%	0.00%	92.49%	98.41%	0.00%
\$250,001 - \$300,000	11	16.42%	98.76%	0.00%	98.49%	99.08%	0.00%
\$300,001 and up	7	10.45%	98.25%	89.74%	100.06%	101.16%	97.76%
Average Sold/List Ratio		97.70%		94.71%	98.82%	98.30%	98.88%
Total Closed Units		67	100%	16	31	16	4
Total Closed Volume		13,246,250		2.13M	6.38M	3.61M	1.13M

# November 2022



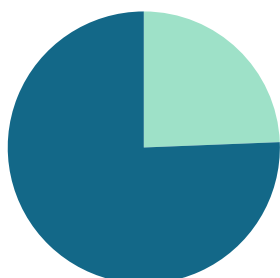
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

Report produced on Dec 12, 2022 for MLS Technology Inc.

### INVENTORY

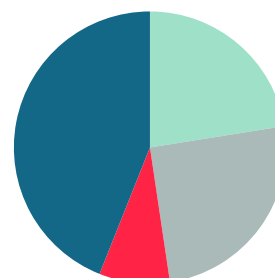


**Inventory**  
 New Listings  
**68 = 24.37%**  
 Start Inventory  
**211**  
 Total Inventory Units  
**279**  
 Volume  
**\$61,425,327**

### Market Activity

Closed Sales  
**67 = 22.48%**  
 Pending Sales  
**75 = 25.17%**  
 Other Off Market  
**25 = 8.39%**  
 Active Inventory  
**131 = 43.96%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	83	67	-19.28%	931	889	-4.51%
Pending Sales	86	75	-12.79%	976	898	-7.99%
New Listings	87	68	-21.84%	1,104	1,042	-5.62%
Average List Price	194,408	202,887	+4.36%	183,397	198,762	+8.38%
Average Sale Price	193,344	197,705	+2.26%	182,142	196,537	+7.90%
Average Percent of Selling Price to List Price	99.22%	97.72%	-1.52%	99.12%	99.12%	0.00%
Average Days on Market to Sale	21.12	26.49	+25.44%	17.45	20.51	+17.52%
Monthly Inventory	226	131	-42.04%	226	131	-42.04%
Months Supply of Inventory	2.66	1.63	-38.86%	2.66	1.63	-38.86%

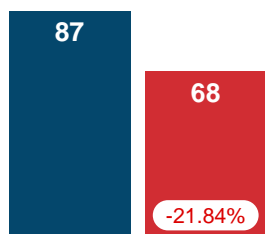
**Absorption:** Last 12 months, an Average of **81** Sales/Month

**Inventory** on November 30, 2022 = **131** 2021 2022

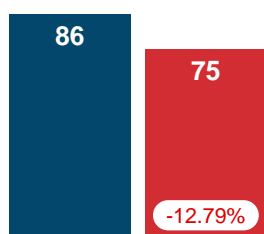
### NOVEMBER MARKET

### AVERAGE PRICES

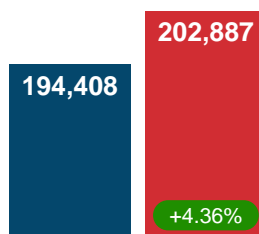
#### New Listings



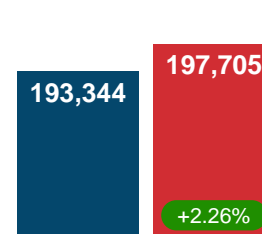
#### Pending Listings



#### List Price



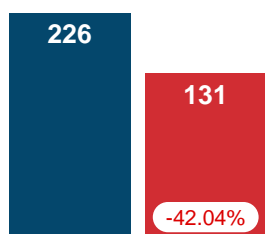
#### Sale Price



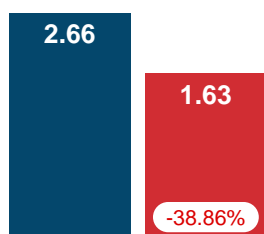
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

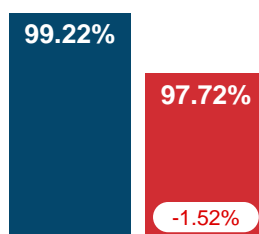
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

