

# December 2021



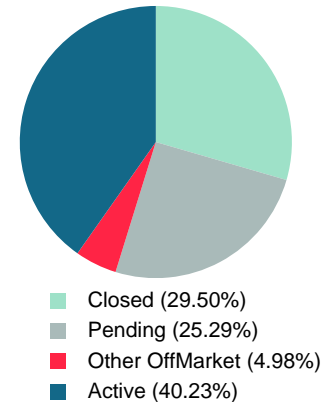
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	88	77	-12.50%
Pending Listings	76	66	-13.16%
New Listings	61	62	1.64%
Average List Price	162,552	197,696	21.62%
Average Sale Price	159,073	193,191	21.45%
Average Percent of Selling Price to List Price	98.24%	98.93%	0.70%
Average Days on Market to Sale	26.76	29.22	9.19%
End of Month Inventory	68	105	54.41%
Months Supply of Inventory	0.90	1.25	39.09%



**Absorption:** Last 12 months, an Average of **84** Sales/Month  
**Active Inventory** as of December 31, 2021 = **105**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2021 rose **54.41%** to 105 existing homes available for sale. Over the last 12 months this area has had an average of 84 closed sales per month. This represents an unsold inventory index of **1.25** 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 **21.45%** in December 2021 to \$193,191 versus the previous year at \$159,073.

#### Average Days on Market Lengthens

The average number of **29.22** days that homes spent on the market before selling increased by 2.46 days or **9.19%** in December 2021 compared to last year's same month at **26.76** DOM.

#### Sales Success for December 2021 is Positive

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

There were 62 New Listings in December 2021, up **1.64%** from last year at 61. Furthermore, there were 77 Closed Listings this month versus last year at 88, a **-12.50%** decrease.

Closed versus Listed trends yielded a **124.2%** ratio, down from previous year's, December 2020, at **144.3%**, a **13.91%** downswing. This will certainly create pressure on an increasing 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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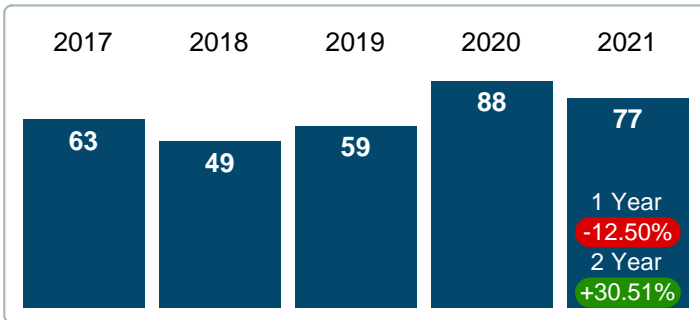
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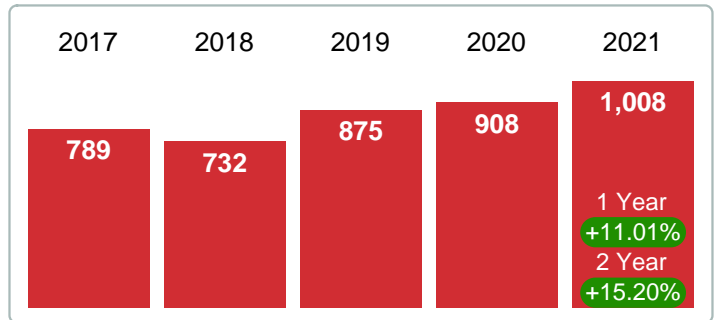
## CLOSED LISTINGS

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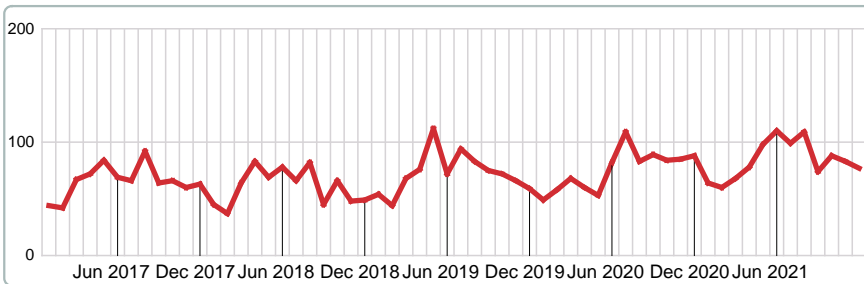
### DECEMBER



### YEAR TO DATE (YTD)

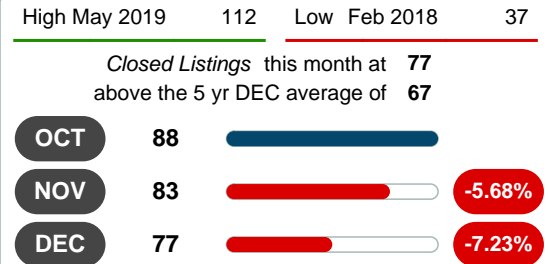


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 67



### 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	8	10.39%	57.8	4	4	0	0
\$75,001 - \$100,000	8	10.39%	10.0	1	6	1	0
\$100,001 - \$125,000	10	12.99%	24.5	1	8	1	0
\$125,001 - \$175,000	20	25.97%	12.5	1	17	2	0
\$175,001 - \$225,000	12	15.58%	16.4	0	9	3	0
\$225,001 - \$300,000	10	12.99%	39.0	0	4	5	1
\$300,001 and up	9	11.69%	69.6	0	4	5	0
<b>Total Closed Units</b>	<b>77</b>			<b>7</b>	<b>52</b>	<b>17</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>14,875,716</b>	<b>100%</b>	<b>29.2</b>	<b>607.00K</b>	<b>9.32M</b>	<b>4.70M</b>	<b>248.50K</b>
<b>Average Closed Price</b>	<b>\$193,191</b>			<b>\$86,714</b>	<b>\$179,292</b>	<b>\$276,295</b>	<b>\$248,500</b>

# December 2021



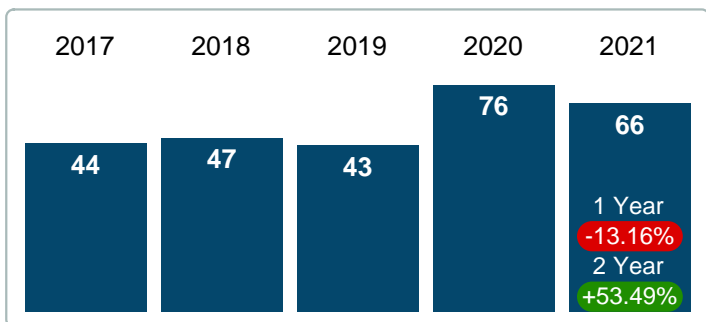
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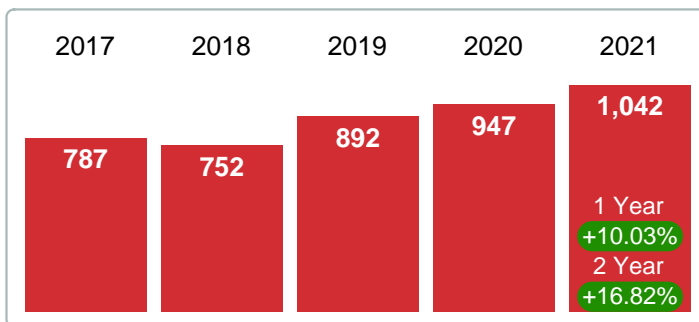
## PENDING LISTINGS

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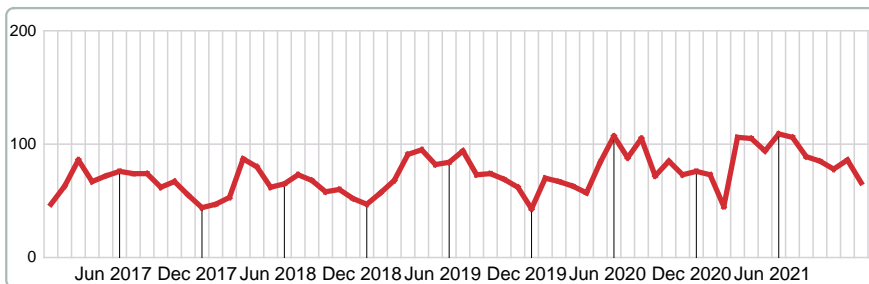
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

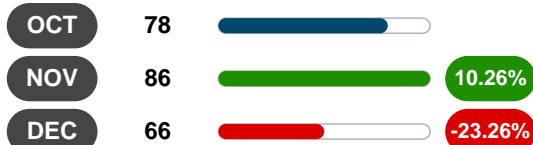


### 3 MONTHS

5 year DEC AVG = 55

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at 66  
above the 5 yr DEC average of 55



### 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	6	9.09%	36.0	4	2	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	16	24.24%	27.2	5	10	1	0
\$100,001 - \$175,000	17	25.76%	26.2	1	12	4	0
\$175,001 - \$225,000	10	15.15%	20.4	0	7	3	0
\$225,001 - \$275,000	8	12.12%	57.9	0	5	3	0
\$275,001 and up	9	13.64%	63.9	0	5	3	1
<b>Total Pending Units</b>	<b>66</b>			<b>10</b>	<b>41</b>	<b>14</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>11,266,870</b>	<b>100%</b>	<b>35.8</b>	<b>667.30K</b>	<b>6.94M</b>	<b>3.36M</b>	<b>299.50K</b>
<b>Average Listing Price</b>	<b>\$171,336</b>			<b>\$66,730</b>	<b>\$169,263</b>	<b>\$240,020</b>	<b>\$299,500</b>

# December 2021



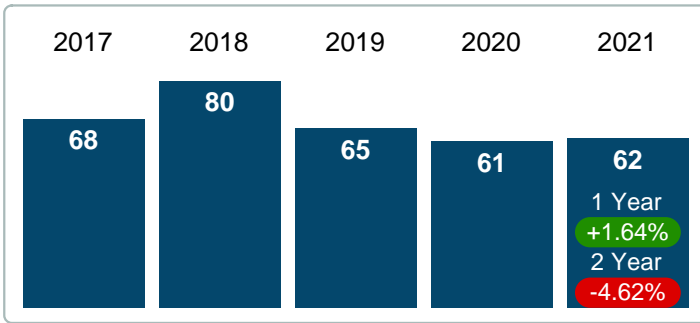
Area Delimited by County Of Washington - Residential Property Type



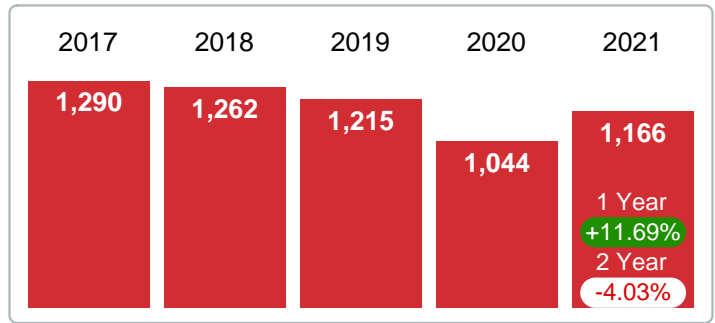
## NEW LISTINGS

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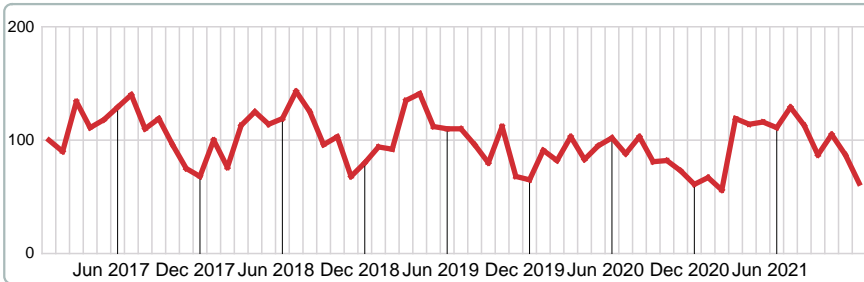
### DECEMBER



### YEAR TO DATE (YTD)

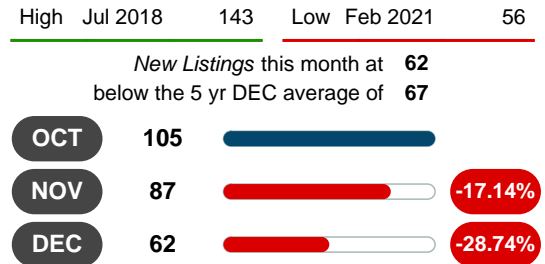


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 67



### 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	8.06%	3	2	0	0
\$50,001 - \$75,000	6	9.68%	2	4	0	0
\$75,001 - \$100,000	10	16.13%	2	6	2	0
\$100,001 - \$175,000	18	29.03%	1	15	2	0
\$175,001 - \$200,000	8	12.90%	0	6	2	0
\$200,001 - \$275,000	6	9.68%	0	4	1	1
\$275,001 and up	9	14.52%	0	1	6	2
<b>Total New Listed Units</b>	<b>62</b>		<b>8</b>	<b>38</b>	<b>13</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>10,592,000</b>	<b>100%</b>	<b>576.90K</b>	<b>5.34M</b>	<b>3.49M</b>	<b>1.18M</b>
<b>Average New Listed Listing Price</b>	<b>\$164,379</b>		<b>\$72,113</b>	<b>\$140,584</b>	<b>\$268,723</b>	<b>\$393,167</b>

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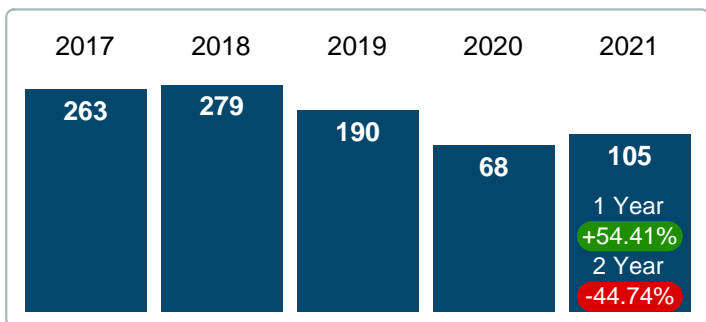
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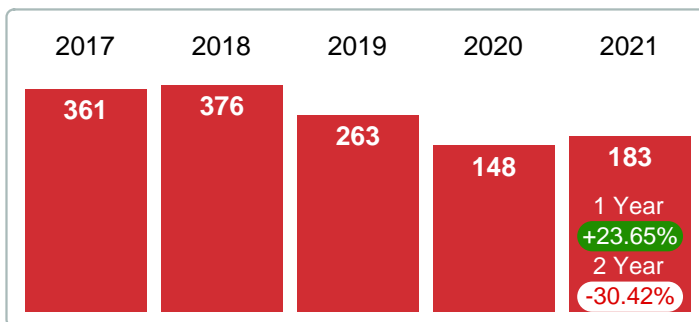
## ACTIVE INVENTORY

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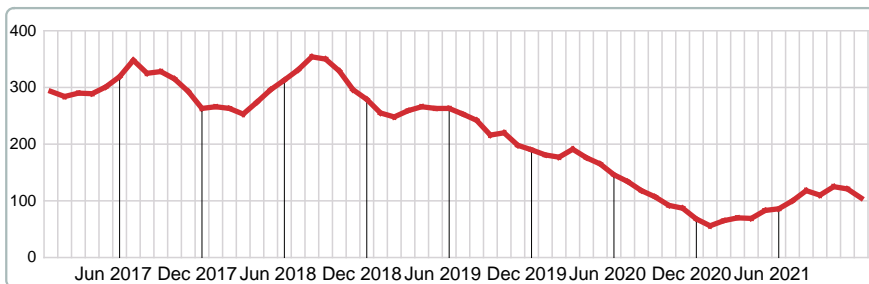
### END OF DECEMBER



### ACTIVE DURING DECEMBER

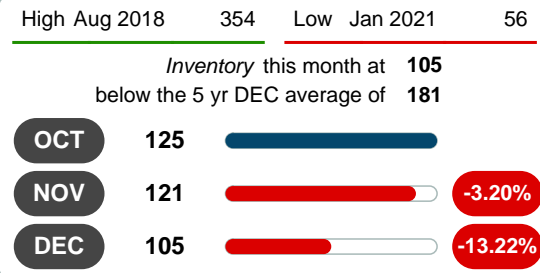


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 181



### 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	10	9.52%	86.3	6	4	0	0
\$50,001 - \$75,000	6	5.71%	85.2	3	3	0	0
\$75,001 - \$150,000	22	20.95%	46.8	2	17	2	1
\$150,001 - \$225,000	21	20.00%	40.0	0	12	8	1
\$225,001 - \$375,000	18	17.14%	57.6	0	5	11	2
\$375,001 - \$875,000	17	16.19%	71.5	0	4	12	1
\$875,001 and up	11	10.48%	95.5	4	4	1	2
<b>Total Active Inventory by Units</b>	<b>105</b>			<b>15</b>	<b>49</b>	<b>34</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>36,805,620</b>	<b>100%</b>	<b>62.3</b>	<b>6.99M</b>	<b>14.41M</b>	<b>11.53M</b>	<b>3.88M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$350,530</b>			<b>\$465,893</b>	<b>\$294,101</b>	<b>\$339,055</b>	<b>\$554,057</b>

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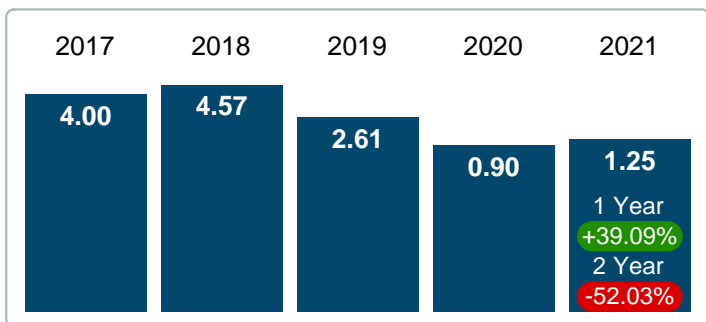
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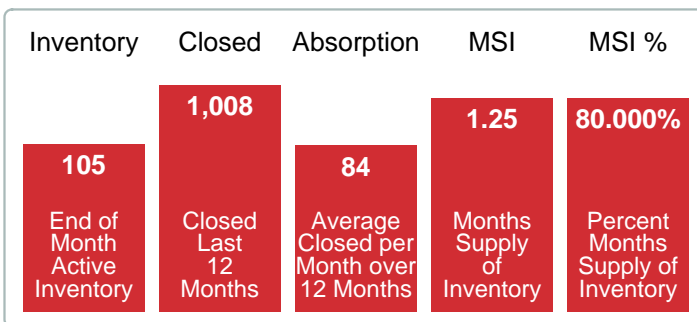
## MONTHS SUPPLY of INVENTORY (MSI)

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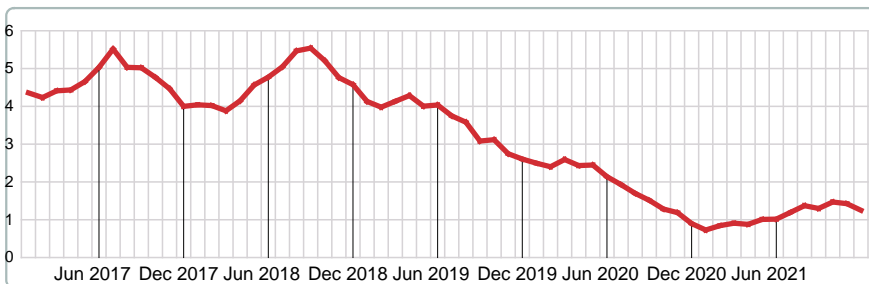
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 2.67

High Sep 2018 5.54 Low Jan 2021 0.73

Months Supply this month at 1.25  
below the 5 yr DEC average of 2.67



### 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	10	9.52%	1.88	2.48	1.50	0.00	0.00
\$50,001 - \$75,000	6	5.71%	0.84	0.97	0.88	0.00	0.00
\$75,001 - \$150,000	22	20.95%	0.82	0.56	0.80	1.00	12.00
\$150,001 - \$225,000	21	20.00%	0.94	0.00	0.84	1.22	1.09
\$225,001 - \$375,000	18	17.14%	1.01	0.00	0.95	1.06	1.14
\$375,001 - \$875,000	17	16.19%	4.16	0.00	4.00	6.26	0.92
\$875,001 and up	11	10.48%	33.00	0.00	24.00	6.00	0.00
Market Supply of Inventory (MSI)			1.25	1.46	1.02	1.55	1.83
Total Active Inventory by Units		100%	1.25	15	49	34	7

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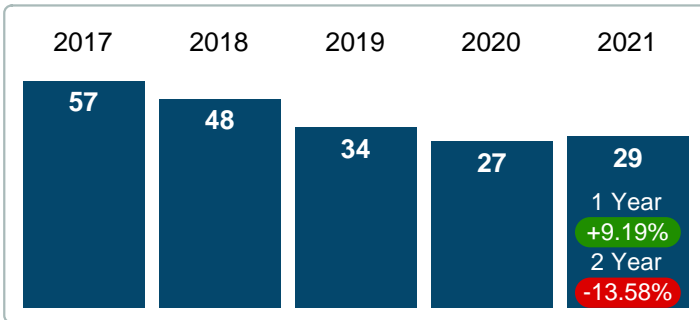
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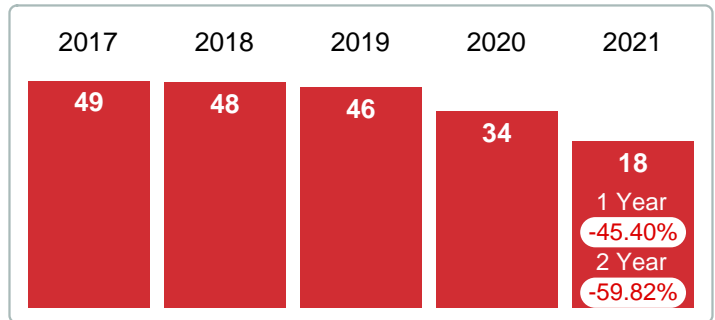
## AVERAGE DAYS ON MARKET TO SALE

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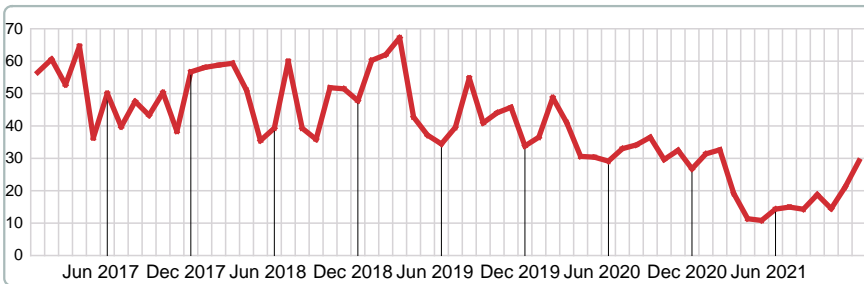
### DECEMBER



### YEAR TO DATE (YTD)

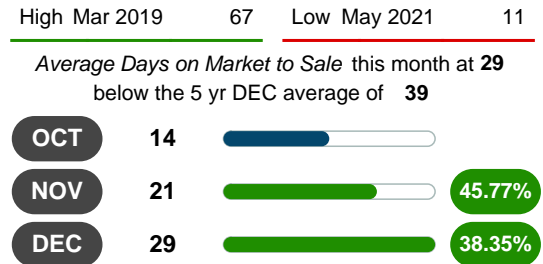


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 39



### 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	10.39%	58	63	52	0	0
\$75,001 - \$100,000	10.39%	10	2	13	3	0
\$100,001 - \$125,000	12.99%	25	91	15	31	0
\$125,001 - \$175,000	25.97%	13	1	14	2	0
\$175,001 - \$225,000	15.58%	16	0	19	8	0
\$225,001 - \$300,000	12.99%	39	0	35	36	68
\$300,001 and up	11.69%	70	0	92	52	0
<b>Average Closed DOM</b>		<b>29</b>	<b>50</b>	<b>26</b>	<b>30</b>	<b>68</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>29</b>	<b>7</b>	<b>52</b>	<b>17</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>14,875,716</b>	<b>607.00K</b>	<b>9.32M</b>	<b>4.70M</b>	<b>248.50K</b>



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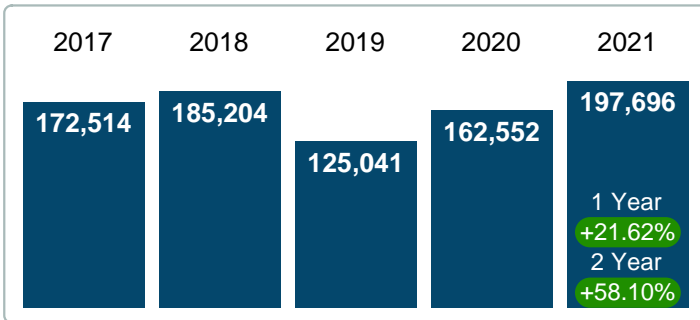
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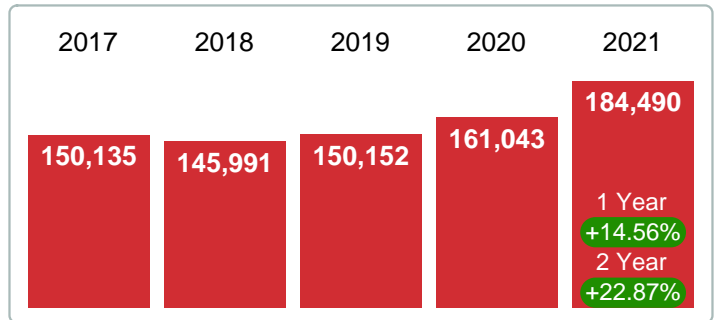
## AVERAGE LIST PRICE AT CLOSING

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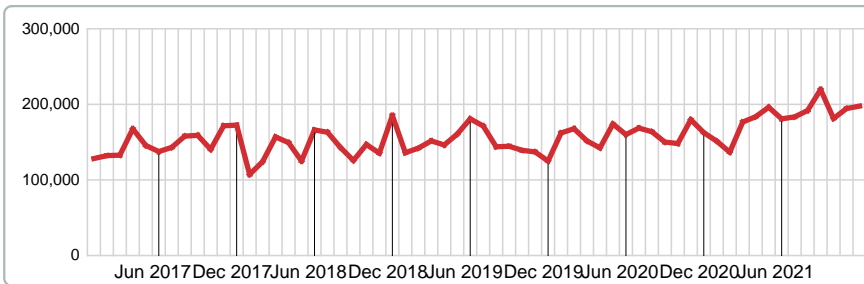
### DECEMBER



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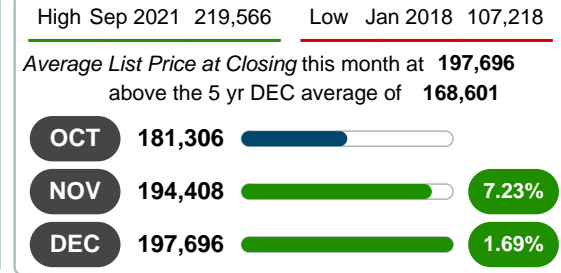


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 168,601



### 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	10.39%	65,838	64,300	69,000	0	0
\$75,001 - \$100,000	10.39%	91,025	82,500	94,283	73,500	0
\$100,001 - \$125,000	12.99%	118,150	125,000	117,938	119,000	0
\$125,001 - \$175,000	27.27%	151,848	170,000	149,112	154,000	0
\$175,001 - \$225,000	12.99%	200,300	0	202,567	198,267	0
\$225,001 - \$300,000	15.58%	267,417	0	269,200	271,040	240,000
\$300,001 and up	10.39%	548,175	0	596,100	458,600	0
Average List Price		197,696	90,671	184,700	279,029	240,000
Total Closed Units	100%	197,696	7	52	17	1
Total Closed Volume		15,222,599	634.70K	9.60M	4.74M	240.00K



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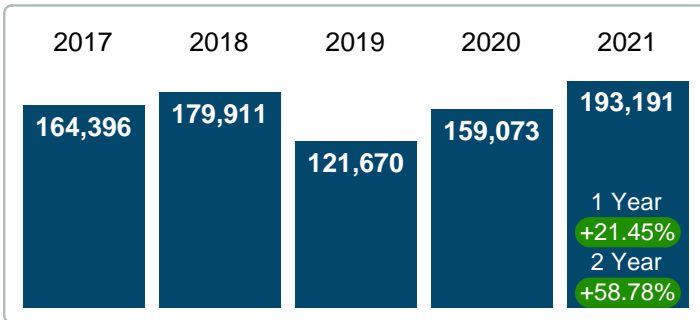
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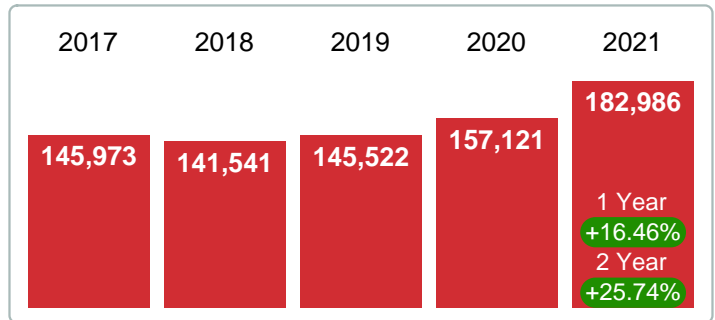
## AVERAGE SOLD PRICE AT CLOSING

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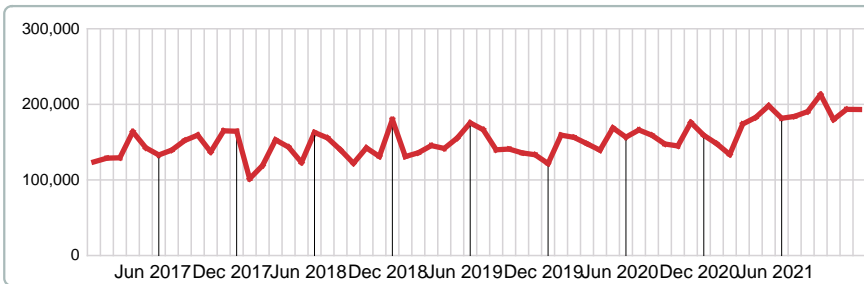
### DECEMBER



### YEAR TO DATE (YTD)

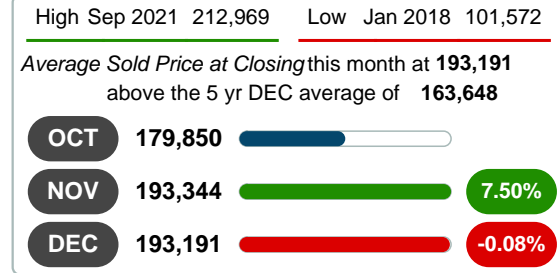


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 163,648



## 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	10.39%	61,563	57,375	65,750	0	0
\$75,001 - \$100,000	10.39%	92,250	82,500	95,000	85,500	0
\$100,001 - \$125,000	12.99%	116,870	125,000	116,963	108,000	0
\$125,001 - \$175,000	25.97%	152,105	170,000	150,829	154,000	0
\$175,001 - \$225,000	15.58%	200,442	0	199,700	202,667	0
\$225,001 - \$300,000	12.99%	266,010	0	265,900	269,600	248,500
\$300,001 and up	11.69%	485,446	0	532,375	447,903	0
<b>Average Sold Price</b>		<b>193,191</b>	<b>86,714</b>	<b>179,292</b>	<b>276,295</b>	<b>248,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>193,191</b>	<b>7</b>	<b>52</b>	<b>17</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>14,875,716</b>	<b>607.00K</b>	<b>9.32M</b>	<b>4.70M</b>	<b>248.50K</b>

# December 2021



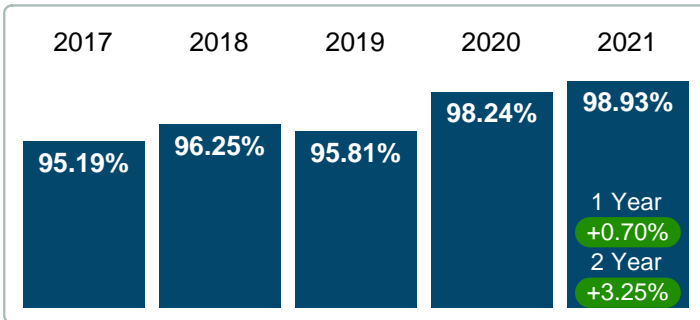
Area Delimited by County Of Washington - Residential Property Type



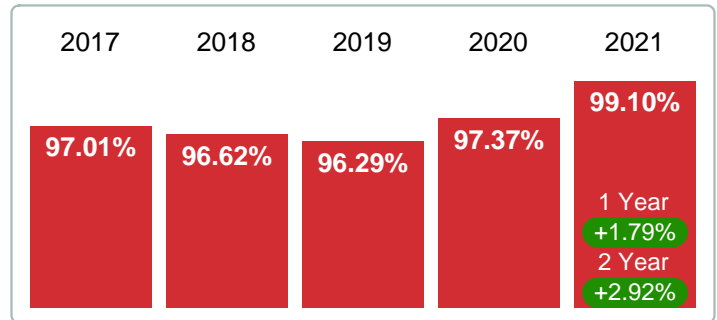
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2023 for MLS Technology Inc.

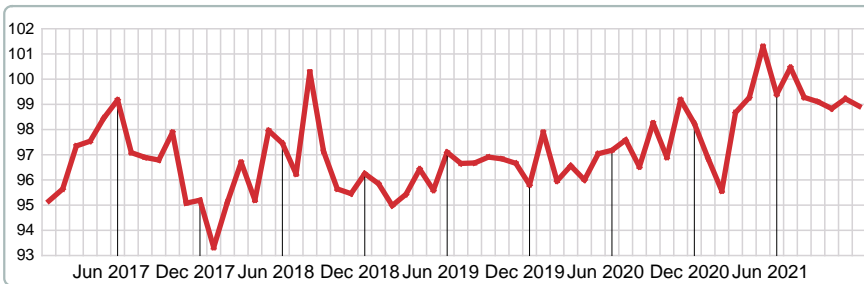
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

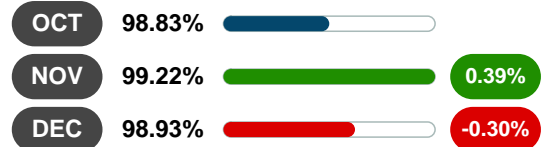


### 3 MONTHS

5 year DEC AVG = 96.88%

High May 2021 101.30% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **98.93%**  
above the 5 yr DEC average of **96.88%**



### 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	8	10.39%	92.14%	89.26%	95.01%	0.00%	0.00%
\$75,001 - \$100,000	8	10.39%	102.72%	100.00%	100.91%	116.33%	0.00%
\$100,001 - \$125,000	10	12.99%	98.44%	100.00%	99.21%	90.76%	0.00%
\$125,001 - \$175,000	20	25.97%	101.05%	100.00%	101.24%	100.00%	0.00%
\$175,001 - \$225,000	12	15.58%	99.74%	0.00%	98.95%	102.11%	0.00%
\$225,001 - \$300,000	10	12.99%	99.59%	0.00%	98.77%	99.45%	103.54%
\$300,001 and up	9	11.69%	95.59%	0.00%	91.11%	99.18%	0.00%
<b>Average Sold/List Ratio</b>		<b>98.90%</b>		<b>93.86%</b>	<b>99.04%</b>	<b>100.38%</b>	<b>103.54%</b>
<b>Total Closed Units</b>		<b>77</b>	<b>100%</b>	<b>7</b>	<b>52</b>	<b>17</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>14,875,716</b>		<b>607.00K</b>	<b>9.32M</b>	<b>4.70M</b>	<b>248.50K</b>

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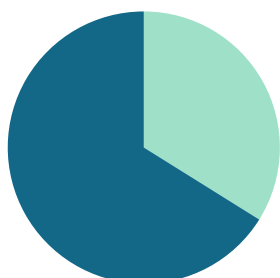
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

### INVENTORY

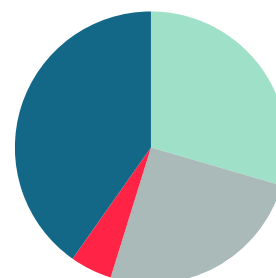


**Inventory**  
 New Listings  
**62 = 33.88%**  
 Start Inventory  
**121**  
 Total Inventory Units  
**183**  
 Volume  
**\$50,807,840**

### Market Activity

Closed Sales  
**77 = 29.50%**  
 Pending Sales  
**66 = 25.29%**  
 Other Off Market  
**13 = 4.98%**  
 Active Inventory  
**105 = 40.23%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	88	77	-12.50%	908	1,008	11.01%
Pending Sales	76	66	-13.16%	947	1,042	10.03%
New Listings	61	62	1.64%	1,044	1,166	11.69%
Average List Price	162,552	197,696	21.62%	161,043	184,490	14.56%
Average Sale Price	159,073	193,191	21.45%	157,121	182,986	16.46%
Average Percent of Selling Price to List Price	98.24%	98.93%	0.70%	97.37%	99.10%	1.79%
Average Days on Market to Sale	26.76	29.22	9.19%	33.61	18.35	-45.40%
Monthly Inventory	68	105	54.41%	68	105	54.41%
Months Supply of Inventory	0.90	1.25	39.09%	0.90	1.25	39.09%

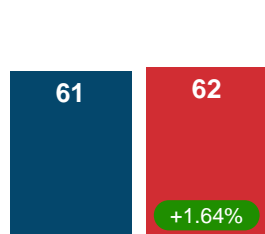
**Absorption:** Last 12 months, an Average of **84** Sales/Month

**Inventory** on December 31, 2021 = **105** 2020 2021

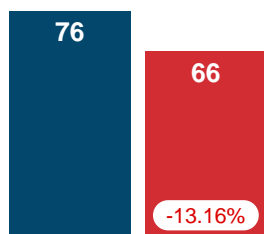
### DECEMBER MARKET

### AVERAGE PRICES

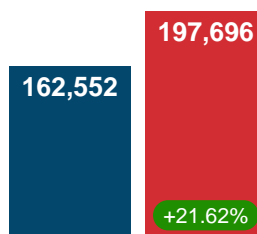
#### New Listings



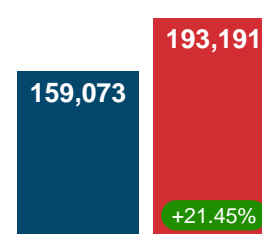
#### Pending Listings



#### List Price



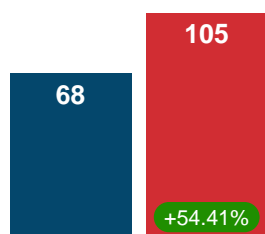
#### Sale Price



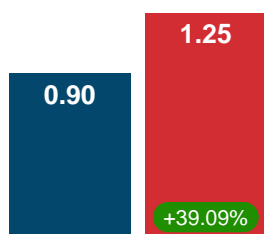
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

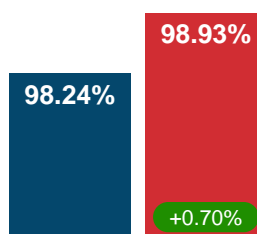
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

