

# December 2021



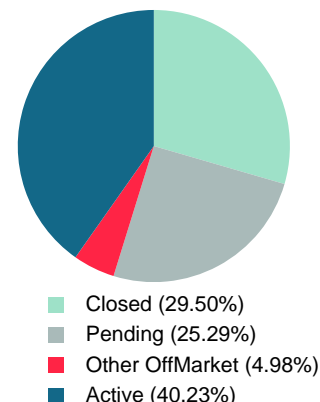
Area Delimited by County Of Washington - Residential Property Type



## 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%
Median List Price	123,000	159,900	30.00%
Median Sale Price	122,500	161,000	31.43%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	6.50	10.00	53.85%
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.

#### 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 **31.43%** in December 2021 to \$161,000 versus the previous year at \$122,500.

#### Median Days on Market Lengthens

The median number of **10.00** days that homes spent on the market before selling increased by 3.50 days or **53.85%** in December 2021 compared to last year's same month at **6.50** DOM.

#### Sales Success for December 2021 is Positive

Overall, with Median 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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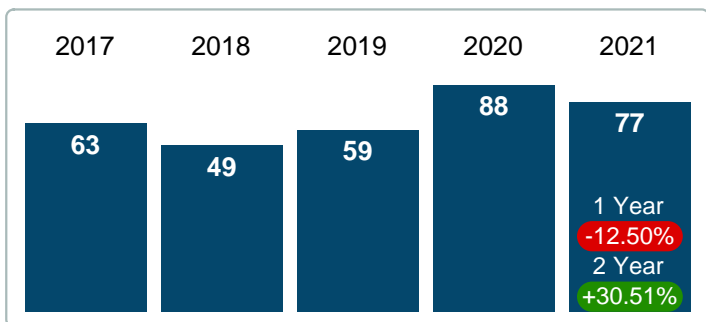
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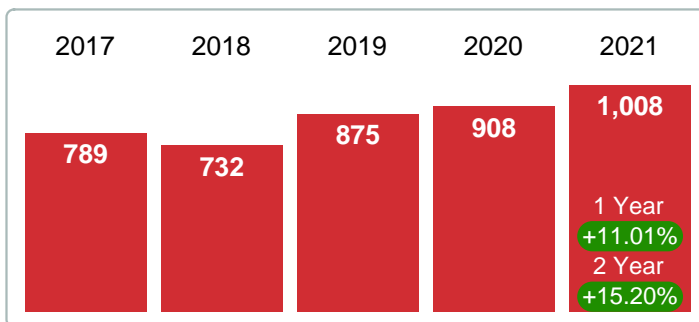
## CLOSED LISTINGS

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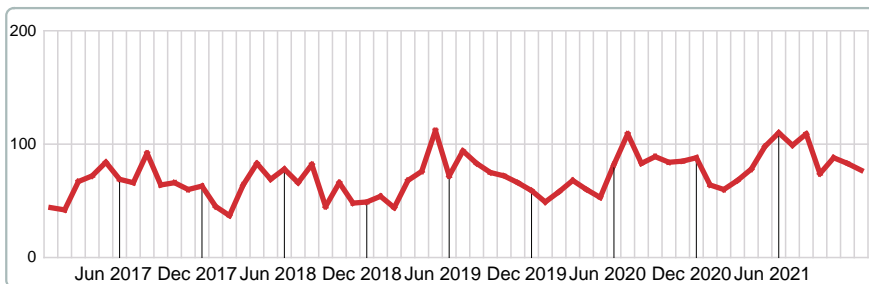
### DECEMBER



### YEAR TO DATE (YTD)

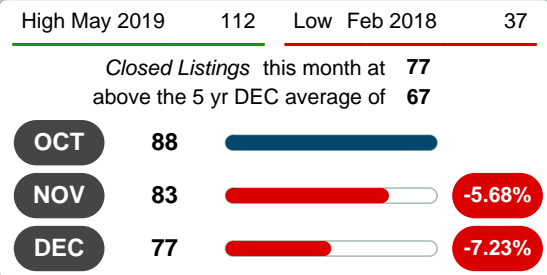


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 67



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	10.39%	25.5	4	4	0	0
\$75,001 - \$100,000	8	10.39%	3.0	1	6	1	0
\$100,001 - \$125,000	10	12.99%	9.5	1	8	1	0
\$125,001 - \$175,000	20	25.97%	6.0	1	17	2	0
\$175,001 - \$225,000	12	15.58%	13.0	0	9	3	0
\$225,001 - \$300,000	10	12.99%	46.5	0	4	5	1
\$300,001 and up	9	11.69%	50.0	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>10.0</b>	<b>607.00K</b>	<b>9.32M</b>	<b>4.70M</b>	<b>248.50K</b>
<b>Median Closed Price</b>	<b>\$161,000</b>			<b>\$67,500</b>	<b>\$141,000</b>	<b>\$260,000</b>	<b>\$248,500</b>

# December 2021



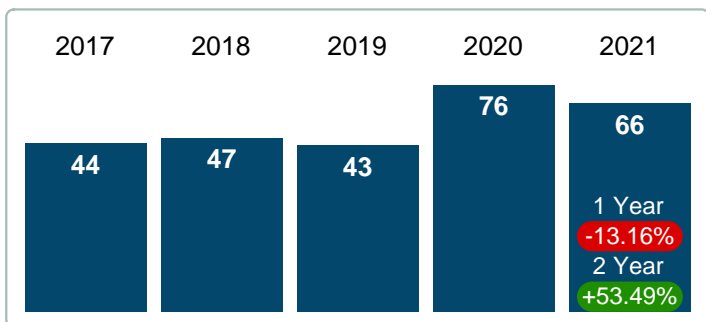
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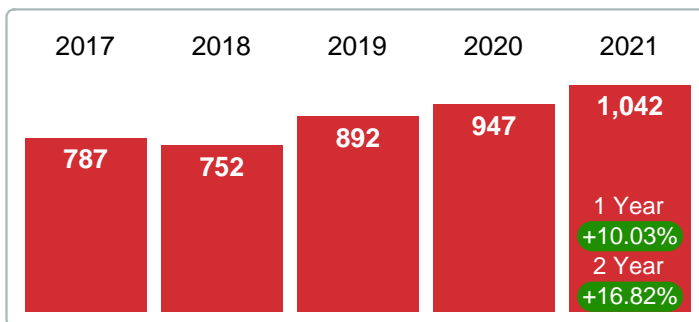
## PENDING LISTINGS

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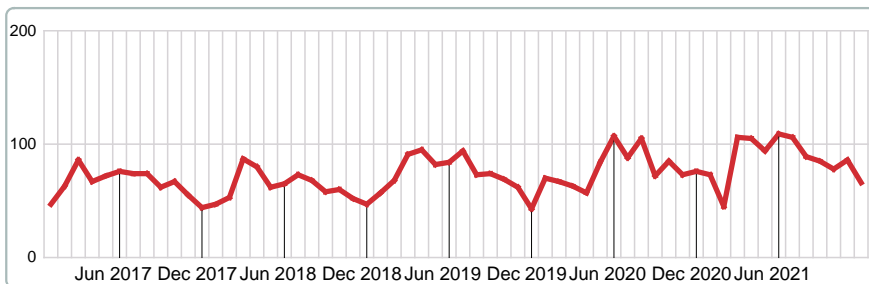
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

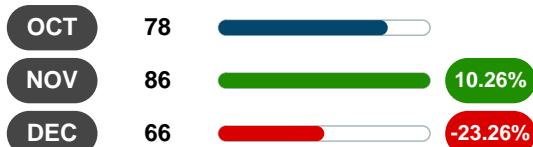


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	9.09%	7.5	4	2	0	0
\$50,001 - \$50,000	0	0.00%	7.5	0	0	0	0
\$50,001 - \$100,000	16	24.24%	11.0	5	10	1	0
\$100,001 - \$175,000	17	25.76%	34.0	1	12	4	0
\$175,001 - \$225,000	10	15.15%	13.5	0	7	3	0
\$225,001 - \$275,000	8	12.12%	48.5	0	5	3	0
\$275,001 and up	9	13.64%	49.0	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>18.5</b>	<b>667.30K</b>	<b>6.94M</b>	<b>3.36M</b>	<b>299.50K</b>
<b>Median Listing Price</b>	<b>\$152,200</b>			<b>\$57,500</b>	<b>\$154,500</b>	<b>\$224,700</b>	<b>\$299,500</b>

# December 2021



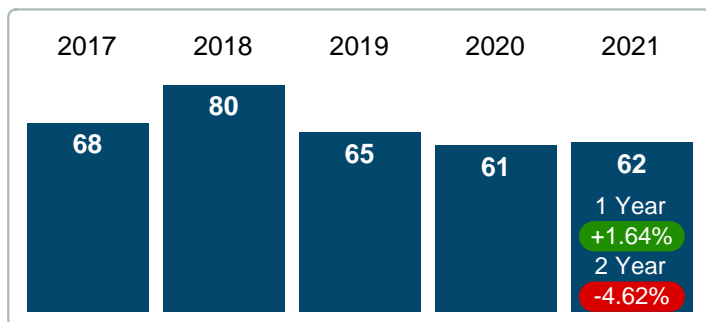
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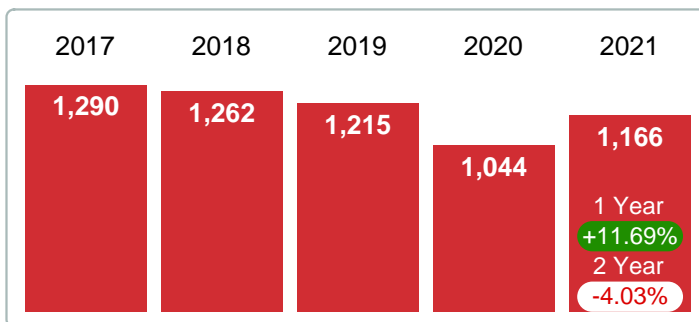
## NEW LISTINGS

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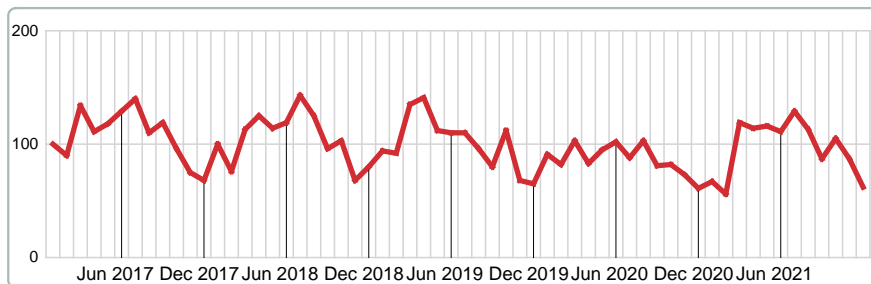
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 67

High Jul 2018 143 Low Feb 2021 56

New Listings this month at **62**  
below the 5 yr DEC average of **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>Median New Listed Listing Price</b>	<b>\$152,450</b>		<b>\$63,750</b>	<b>\$139,950</b>	<b>\$224,500</b>	<b>\$299,500</b>

# December 2021



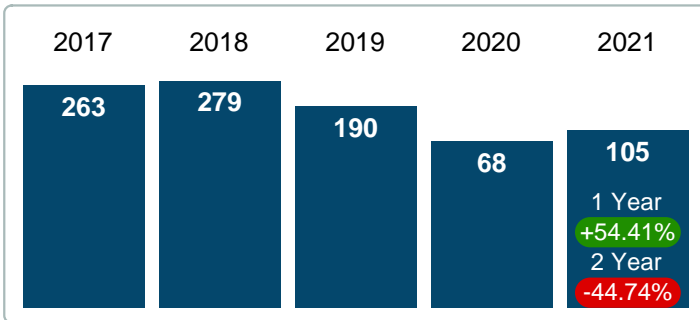
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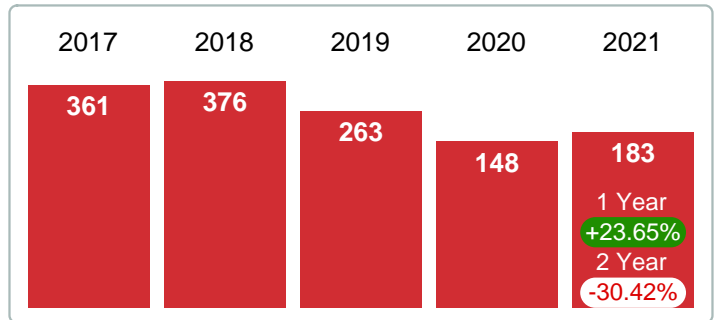
## ACTIVE INVENTORY

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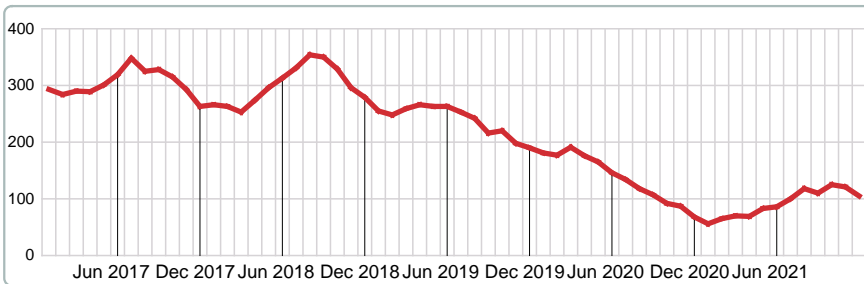
### END OF DECEMBER



### ACTIVE DURING DECEMBER

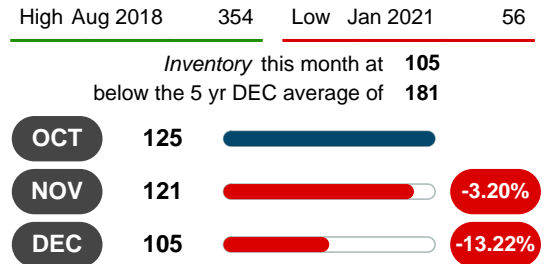


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 181



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	9.52%	83.5	6	4	0	0
\$50,001 - \$75,000	6	5.71%	71.5	3	3	0	0
\$75,001 - \$150,000	22	20.95%	28.5	2	17	2	1
\$150,001 - \$225,000	21	20.00%	32.0	0	12	8	1
\$225,001 - \$375,000	18	17.14%	46.5	0	5	11	2
\$375,001 - \$875,000	17	16.19%	51.0	0	4	12	1
\$875,001 and up	11	10.48%	83.0	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>50.0</b>	<b>6.99M</b>	<b>14.41M</b>	<b>11.53M</b>	<b>3.88M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$199,000</b>			<b>\$56,000</b>	<b>\$155,000</b>	<b>\$257,315</b>	<b>\$349,000</b>

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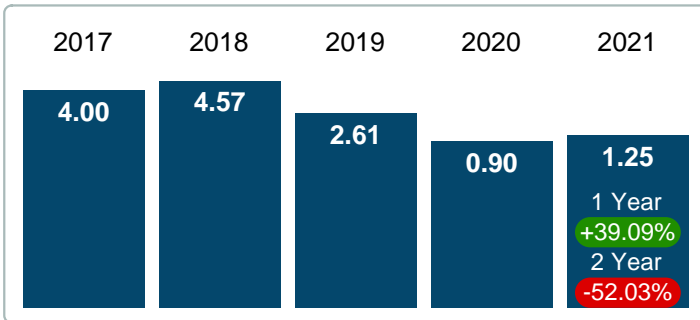
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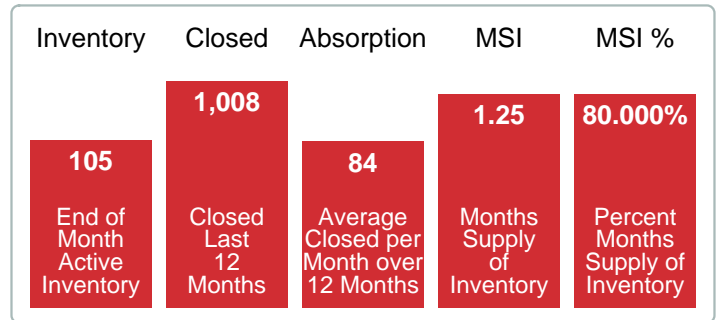
## MONTHS SUPPLY of INVENTORY (MSI)

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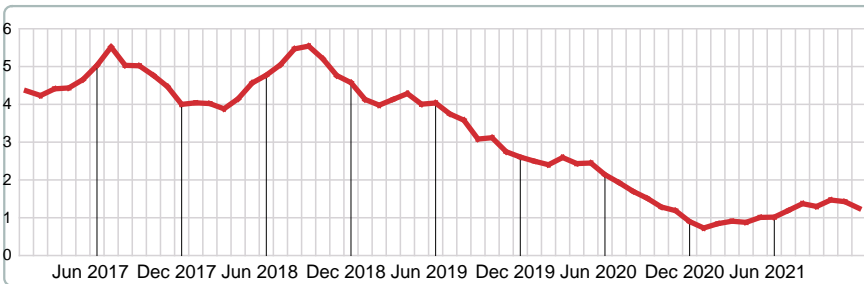
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2021

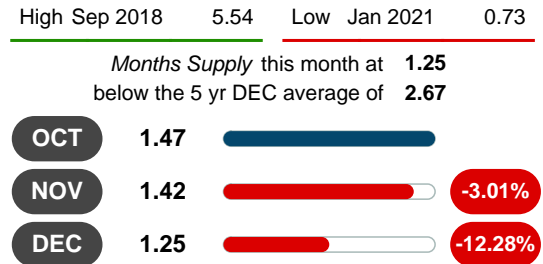


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 2.67



### 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%	105	15	49	34	7

# December 2021



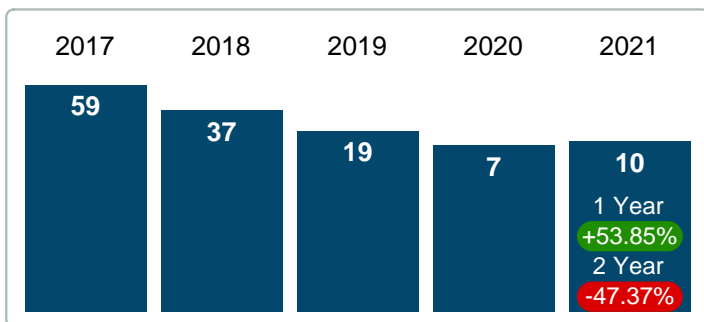
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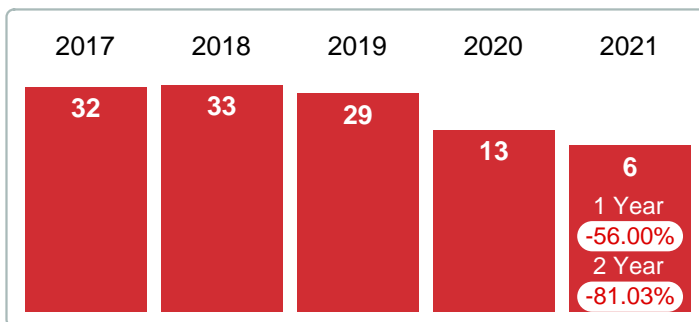
## MEDIAN DAYS ON MARKET TO SALE

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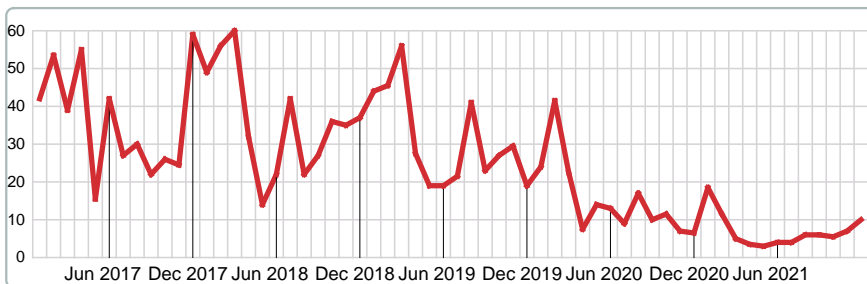
### DECEMBER



### YEAR TO DATE (YTD)

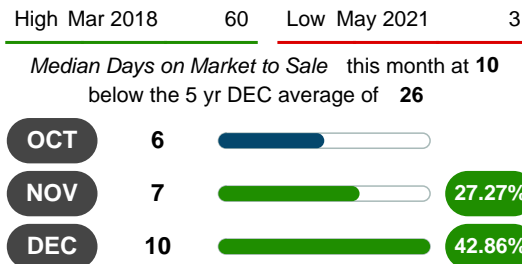


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 26



### 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
\$75,000 and less	10.39%	26	50	24	0	0
\$75,001 - \$100,000	10.39%	3	2	4	3	0
\$100,001 - \$125,000	12.99%	10	91	5	31	0
\$125,001 - \$175,000	25.97%	6	1	8	2	0
\$175,001 - \$225,000	15.58%	13	0	18	6	0
\$225,001 - \$300,000	12.99%	47	0	34	37	68
\$300,001 and up	11.69%	50	0	93	6	0
<b>Median Closed DOM</b>		<b>10</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>10.0</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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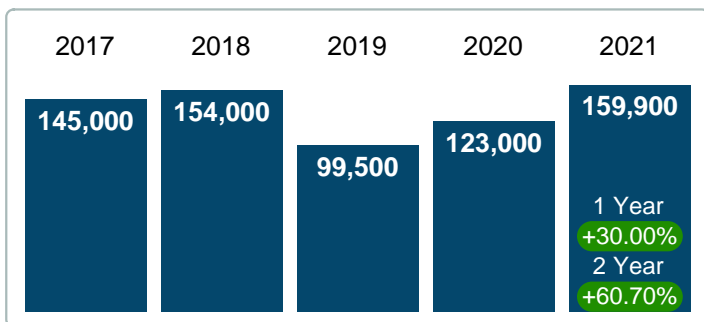
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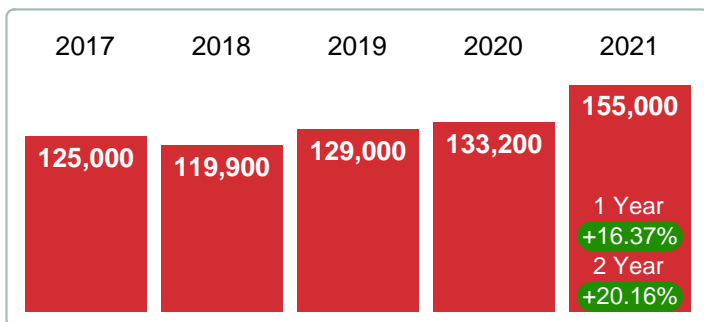
## MEDIAN LIST PRICE AT CLOSING

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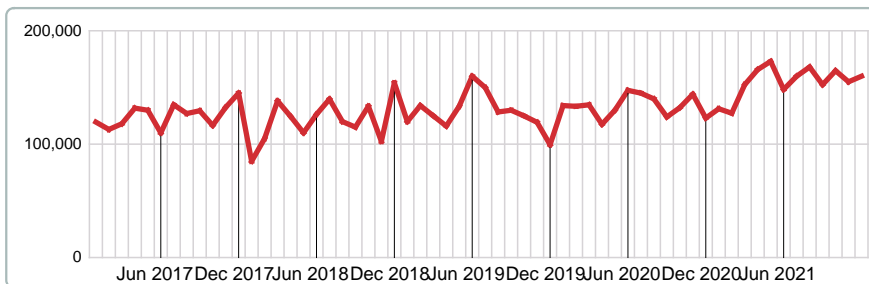
### DECEMBER



### YEAR TO DATE (YTD)

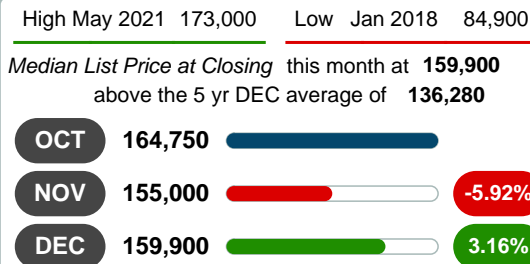


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 136,280



### 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
\$75,000 and less	10.39%	64,600	62,600	64,000	73,500	0
\$75,001 - \$100,000	10.39%	91,450	82,500	93,000	0	0
\$100,001 - \$125,000	12.99%	119,000	125,000	117,000	119,000	0
\$125,001 - \$175,000	27.27%	149,900	170,000	144,950	154,000	0
\$175,001 - \$225,000	12.99%	202,200	0	204,900	189,900	0
\$225,001 - \$300,000	15.58%	269,750	0	259,000	275,450	240,000
\$300,001 and up	10.39%	497,000	0	599,950	497,000	0
Median List Price		159,900	74,500	139,950	264,500	240,000
Total Closed Units	100%	159,900	7	52	17	1
Total Closed Volume		15,222,599	634.70K	9.60M	4.74M	240.00K



# December 2021



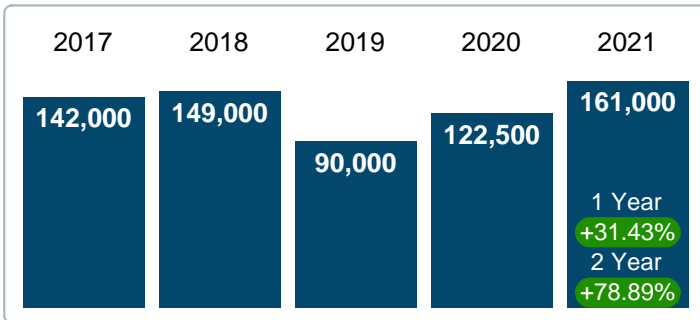
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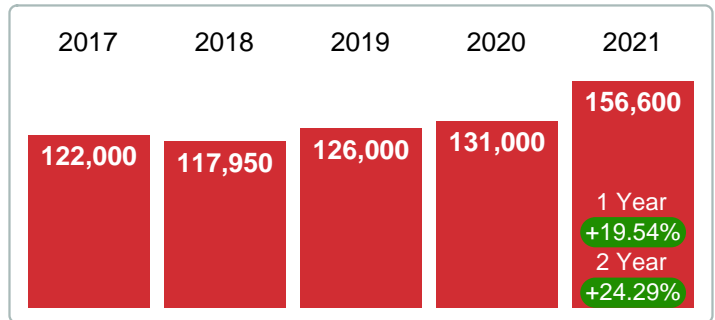
## MEDIAN SOLD PRICE AT CLOSING

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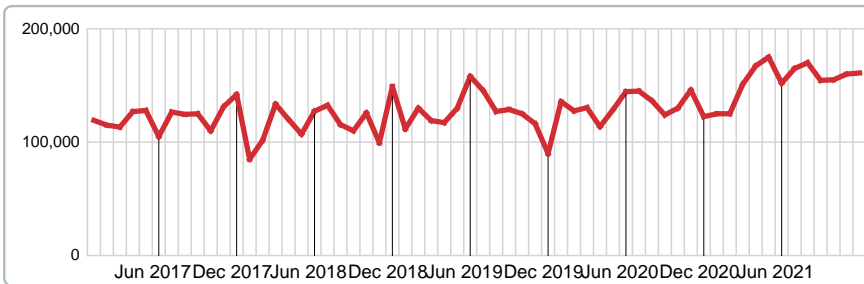
### DECEMBER



### YEAR TO DATE (YTD)

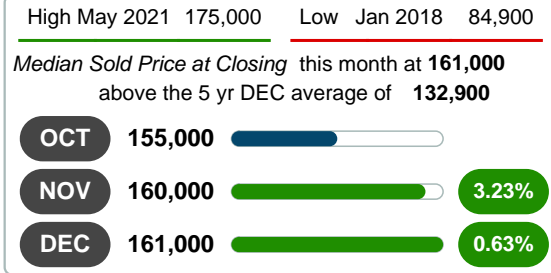


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 132,900



### 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
\$75,000 and less	10.39%	61,500	56,000	69,000	0	0
\$75,001 - \$100,000	10.39%	93,000	82,500	95,000	85,500	0
\$100,001 - \$125,000	12.99%	117,000	125,000	117,000	108,000	0
\$125,001 - \$175,000	25.97%	148,450	170,000	142,000	154,000	0
\$175,001 - \$225,000	15.58%	200,750	0	202,000	193,000	0
\$225,001 - \$300,000	12.99%	267,500	0	268,850	275,000	248,500
\$300,001 and up	11.69%	465,000	0	490,000	465,000	0
<b>Median Sold Price</b>		<b>161,000</b>	<b>67,500</b>	<b>141,000</b>	<b>260,000</b>	<b>248,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>161,000</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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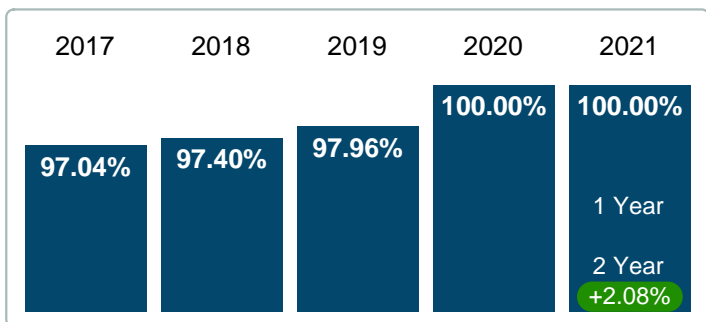
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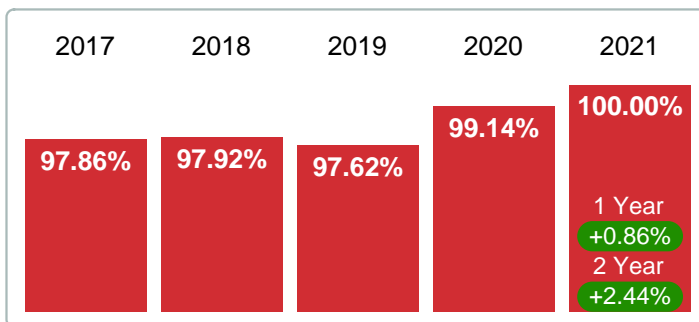
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

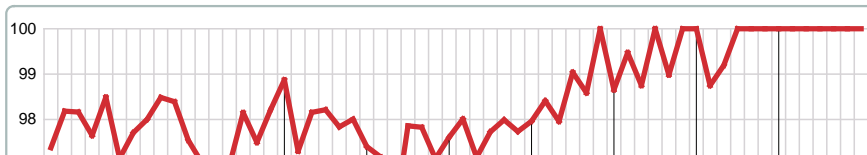
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 98.48%

High Dec 2021 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr DEC average of **98.48%**

OCT 100.00%  
NOV 100.00%  
DEC 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
\$75,000 and less	8	10.39%	92.18%	88.78%	97.57%	0.00%	0.00%
\$75,001 - \$100,000	8	10.39%	100.00%	100.00%	100.00%	116.33%	0.00%
\$100,001 - \$125,000	10	12.99%	100.00%	100.00%	100.00%	90.76%	0.00%
\$125,001 - \$175,000	20	25.97%	100.00%	100.00%	100.00%	100.00%	0.00%
\$175,001 - \$225,000	12	15.58%	100.00%	0.00%	100.00%	101.63%	0.00%
\$225,001 - \$300,000	10	12.99%	99.28%	0.00%	99.28%	98.96%	103.54%
\$300,001 and up	9	11.69%	95.58%	0.00%	95.56%	100.00%	0.00%
Median Sold/List Ratio		100.00%		96.67%	100.00%	100.00%	103.54%
Total Closed Units		77	100%	7	52	17	1
Total Closed Volume		14,875,716		607.00K	9.32M	4.70M	248.50K

# December 2021



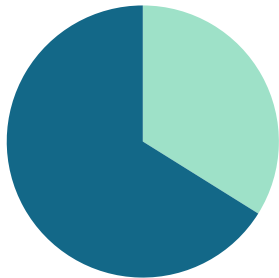
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

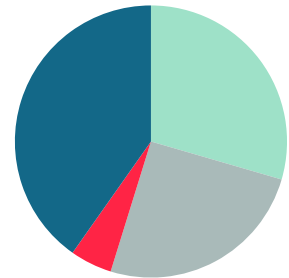


**Inventory**  
 New Listings  
**62 = 33.88%**  
 Start Inventory  
**121**  
 Total Inventory Units  
**183**  
 Volume  
**\$50,807,840**

### 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%
Median List Price	123,000	159,900	30.00%	133,200	155,000	16.37%
Median Sale Price	122,500	161,000	31.43%	131,000	156,600	19.54%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.14%	100.00%	0.86%
Median Days on Market to Sale	6.50	10.00	53.85%	12.50	5.50	-56.00%
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%

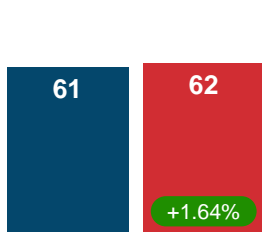
**Absorption:** Last 12 months, an Average of **84** Sales/Month

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

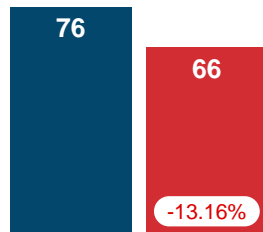
### DECEMBER MARKET

### MEDIAN PRICES

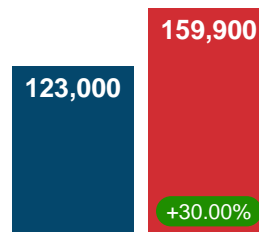
#### New Listings



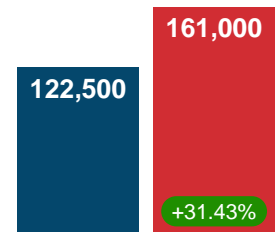
#### Pending Listings



#### List Price



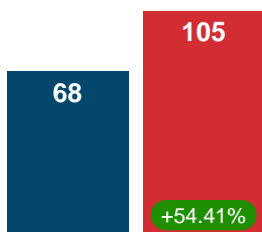
#### Sale Price



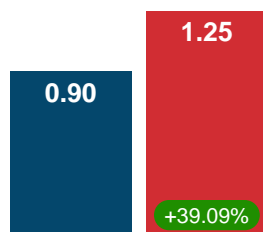
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

