

November 2021



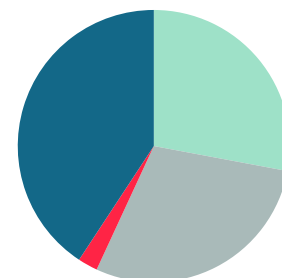
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	November 2021	+/-%
Closed Listings	85	83	-2.35%
Pending Listings	73	86	17.81%
New Listings	73	87	19.18%
Average List Price	179,700	194,408	8.18%
Average Sale Price	176,046	193,344	9.83%
Average Percent of Selling Price to List Price	99.18%	99.22%	0.04%
Average Days on Market to Sale	32.47	21.12	-34.96%
End of Month Inventory	87	121	39.08%
Months Supply of Inventory	1.19	1.42	19.97%



■ Closed (27.95%)
■ Pending (28.96%)
■ Other OffMarket (2.36%)
■ Active (40.74%)

Absorption: Last 12 months, an Average of **85** Sales/Month
Active Inventory as of November 30, 2021 = **121**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2021 rose **39.08%** to 121 existing homes available for sale. Over the last 12 months this area has had an average of 85 closed sales per month. This represents an unsold inventory index of **1.42** 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 **9.83%** in November 2021 to \$193,344 versus the previous year at \$176,046.

Average Days on Market Shortens

The average number of **21.12** days that homes spent on the market before selling decreased by 11.35 days or **34.96%** in November 2021 compared to last year's same month at **32.47** DOM.

Sales Success for November 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 87 New Listings in November 2021, up **19.18%** from last year at 73. Furthermore, there were 83 Closed Listings this month versus last year at 85, a **-2.35%** decrease.

Closed versus Listed trends yielded a **95.4%** ratio, down from previous year's, November 2020, at **116.4%**, a **18.07%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

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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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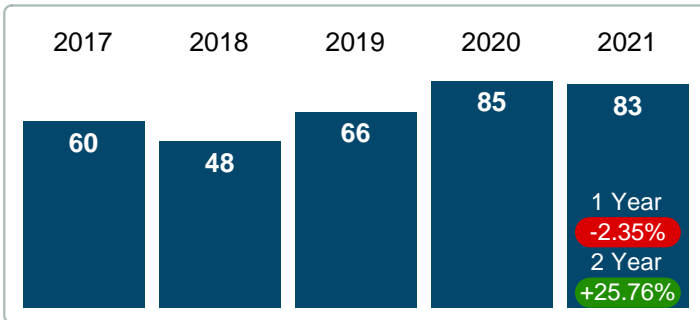
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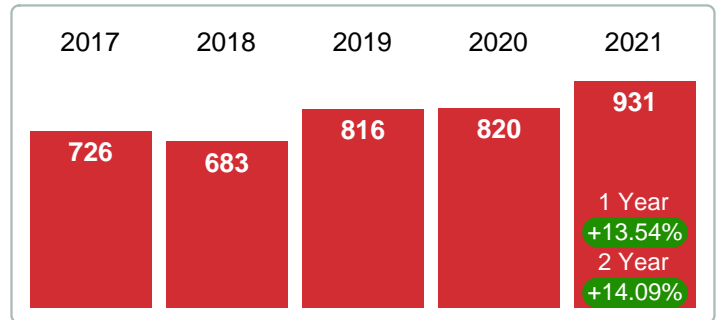
CLOSED LISTINGS

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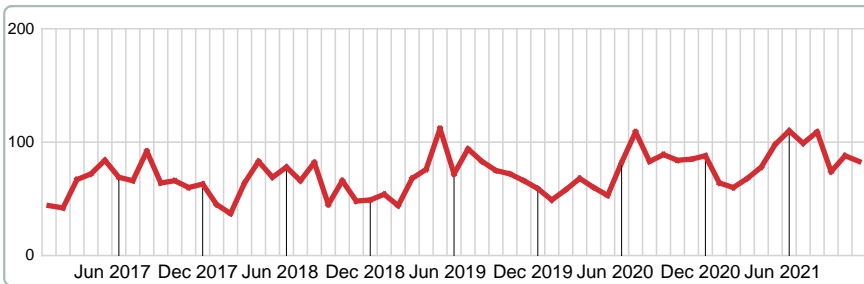
NOVEMBER



YEAR TO DATE (YTD)

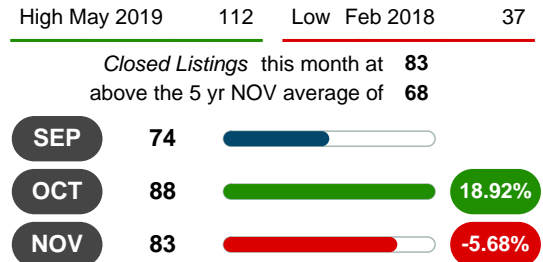


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 68



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	9.64%	33.6	6	1	1	0
\$75,001 - \$100,000	8	9.64%	25.0	4	2	2	0
\$100,001 - \$125,000	10	12.05%	20.0	1	8	1	0
\$125,001 - \$175,000	23	27.71%	9.5	3	15	5	0
\$175,001 - \$225,000	8	9.64%	25.3	0	7	1	0
\$225,001 - \$325,000	17	20.48%	22.3	1	5	9	2
\$325,001 and up	9	10.84%	31.6	1	2	5	1
Total Closed Units	83			16	40	24	3
Total Closed Volume	16,047,570	100%	21.1	1.71M	6.94M	6.28M	1.13M
Average Closed Price	\$193,344			\$106,873	\$173,380	\$261,475	\$375,667

November 2021



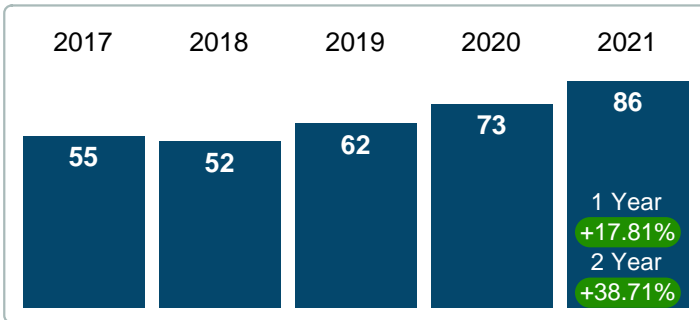
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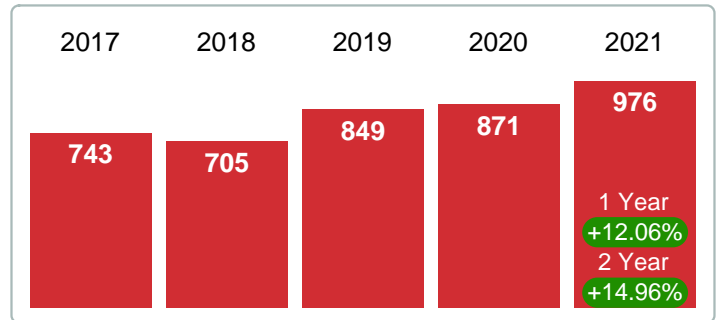
PENDING LISTINGS

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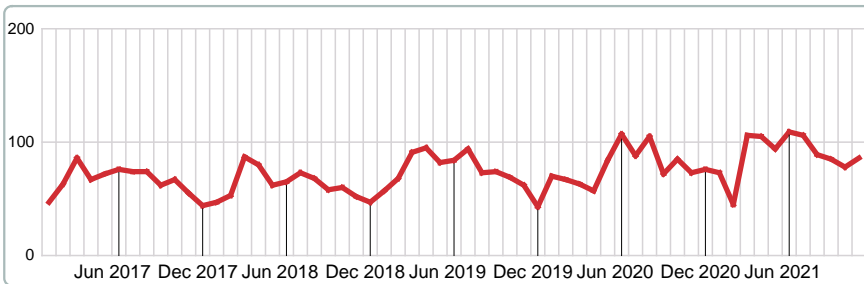
NOVEMBER



YEAR TO DATE (YTD)

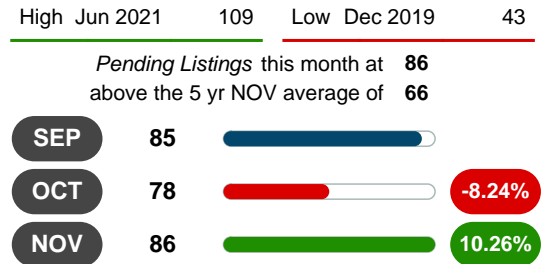


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 66



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	2	2.33%	88.5	0	2	0	0
\$50,001 - \$100,000	15	17.44%	26.1	6	8	1	0
\$100,001 - \$125,000	11	12.79%	28.9	2	6	3	0
\$125,001 - \$175,000	27	31.40%	22.1	1	20	6	0
\$175,001 - \$225,000	13	15.12%	24.2	2	7	4	0
\$225,001 - \$275,000	10	11.63%	18.0	0	3	7	0
\$275,001 and up	8	9.30%	41.3	0	1	6	1
Total Pending Units	86			11	47	27	1
Total Pending Volume	14,740,279	100%	26.7	1.19M	6.80M	6.13M	622.00K
Average Listing Price	\$173,933			\$108,591	\$144,649	\$226,862	\$622,000

November 2021



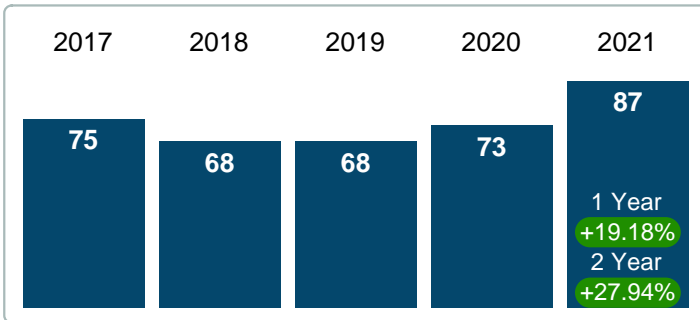
Area Delimited by County Of Washington - Residential Property Type



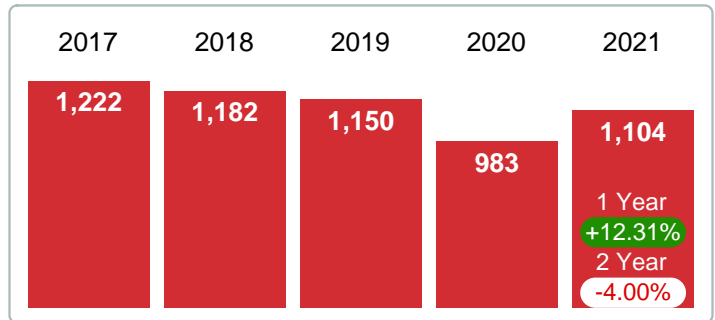
NEW LISTINGS

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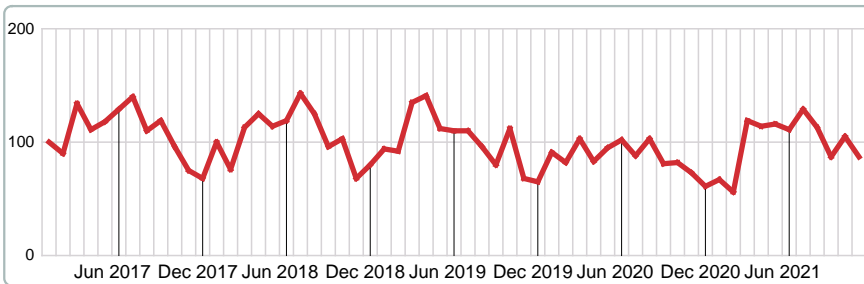
NOVEMBER



YEAR TO DATE (YTD)

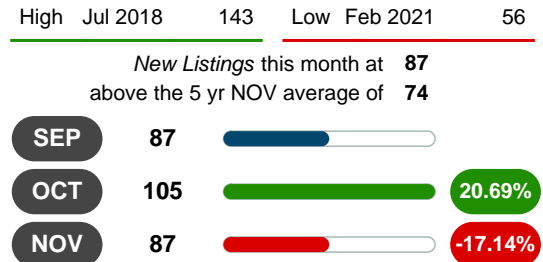


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 74



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	5.75%	4	1	0	0
\$50,001 - \$75,000	9	10.34%	5	4	0	0
\$75,001 - \$125,000	12	13.79%	2	9	1	0
\$125,001 - \$175,000	25	28.74%	1	15	9	0
\$175,001 - \$225,000	13	14.94%	1	6	6	0
\$225,001 - \$275,000	13	14.94%	0	3	9	1
\$275,001 and up	10	11.49%	0	5	5	0
Total New Listed Units	87		13	43	30	1
Total New Listed Volume	15,513,000	100%	1.02M	7.66M	6.59M	239.40K
Average New Listed Listing Price	\$186,376		\$78,562	\$178,251	\$219,584	\$239,400

November 2021



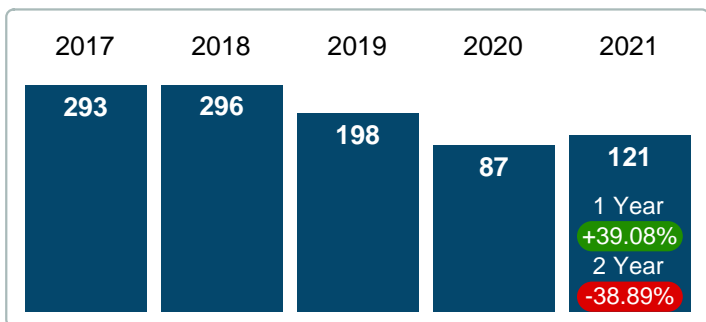
Area Delimited by County Of Washington - Residential Property Type



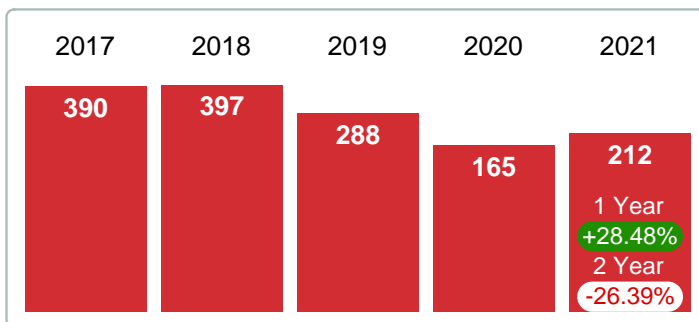
ACTIVE INVENTORY

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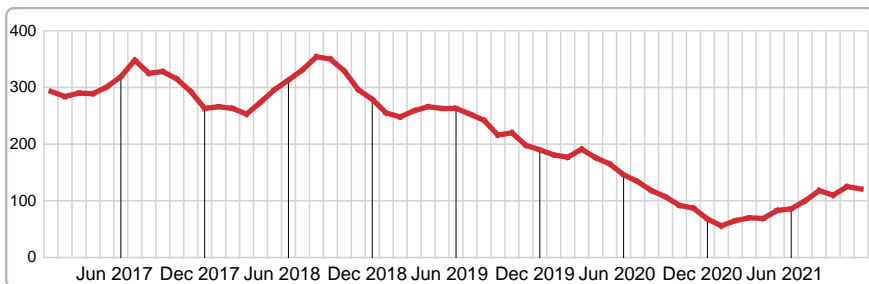
END OF NOVEMBER



ACTIVE DURING NOVEMBER

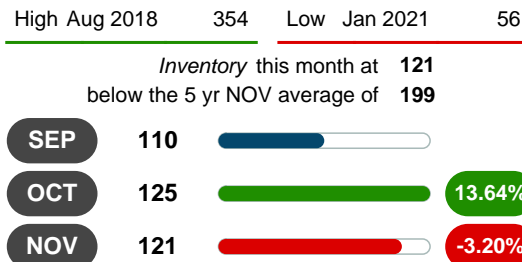


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 199



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	11	9.09%	64.6	7	4	0	0
\$50,001 - \$75,000	13	10.74%	51.1	6	7	0	0
\$75,001 - \$125,000	11	9.09%	70.5	2	7	1	1
\$125,001 - \$225,000	31	25.62%	36.4	0	19	12	0
\$225,001 - \$375,000	24	19.83%	39.2	0	9	13	2
\$375,001 - \$675,000	19	15.70%	91.3	0	6	13	0
\$675,001 and up	12	9.92%	59.6	4	5	1	2
Total Active Inventory by Units	121			19	57	40	5
Total Active Inventory by Volume	40,215,840	100%	55.1	7.23M	16.81M	13.18M	3.00M
Average Active Inventory Listing Price	\$332,362			\$380,721	\$294,825	\$329,469	\$599,680

November 2021



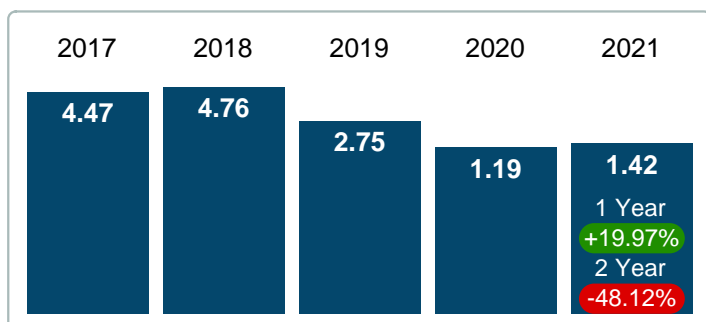
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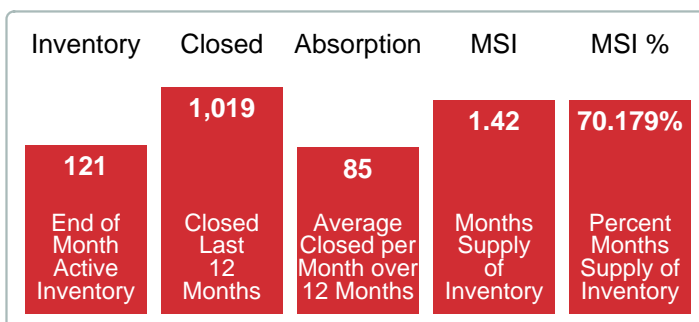
MONTHS SUPPLY of INVENTORY (MSI)

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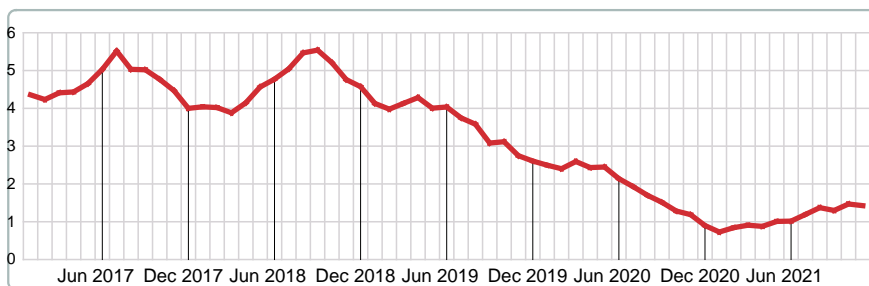
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

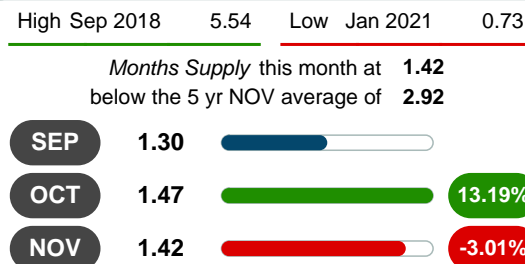


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 2.92



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	11	9.09%	1.81	2.47	1.37	0.00	0.00
\$50,001 - \$75,000	13	10.74%	1.66	1.80	1.83	0.00	0.00
\$75,001 - \$125,000	11	9.09%	0.65	0.80	0.55	0.63	12.00
\$125,001 - \$225,000	31	25.62%	0.98	0.00	0.90	1.60	0.00
\$225,001 - \$375,000	24	19.83%	1.32	0.00	1.74	1.20	1.09
\$375,001 - \$675,000	19	15.70%	5.56	0.00	9.00	7.80	0.00
\$675,001 and up	12	9.92%	16.00	0.00	20.00	3.00	12.00
Market Supply of Inventory (MSI)			1.42	1.74	1.22	1.75	1.18
Total Active Inventory by Units		100%	121	19	57	40	5

November 2021



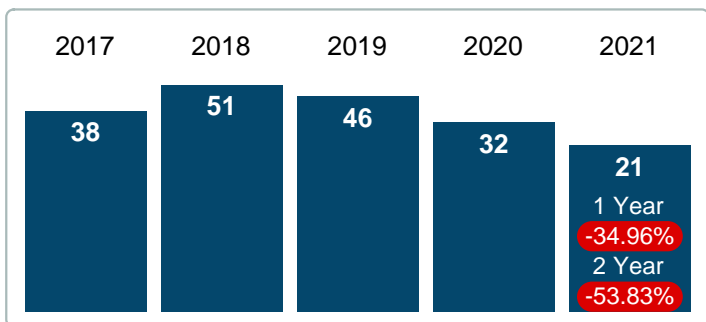
Area Delimited by County Of Washington - Residential Property Type



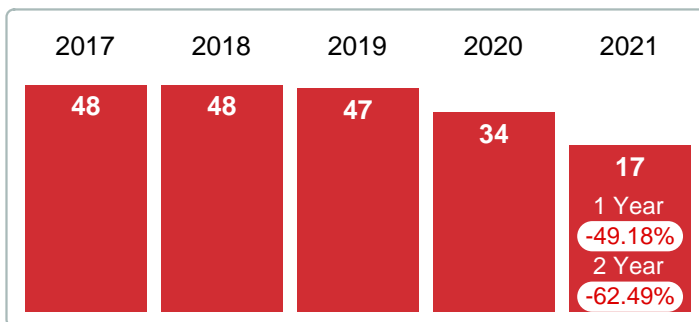
AVERAGE DAYS ON MARKET TO SALE

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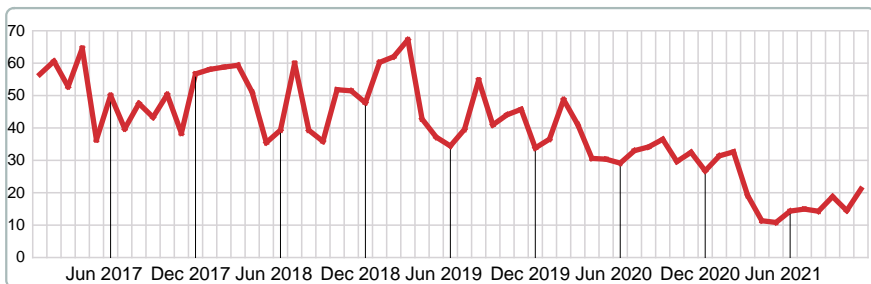
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

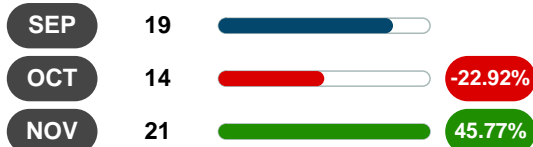


3 MONTHS

5 year NOV AVG = 38

High Mar 2019 67 Low May 2021 11

Average Days on Market to Sale this month at 21 below the 5 yr NOV 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
\$75,000 and less	9.64%	34	20	1	146	0
\$75,001 - \$100,000	9.64%	25	42	9	9	0
\$100,001 - \$125,000	12.05%	20	5	24	3	0
\$125,001 - \$175,000	27.71%	10	1	9	17	0
\$175,001 - \$225,000	9.64%	25	0	29	2	0
\$225,001 - \$325,000	20.48%	22	179	7	13	27
\$325,001 and up	10.84%	32	8	9	17	171
Average Closed DOM		21	30	15	19	75
Total Closed Units	100%	21	16	40	24	3
Total Closed Volume		16,047,570	1.71M	6.94M	6.28M	1.13M

November 2021



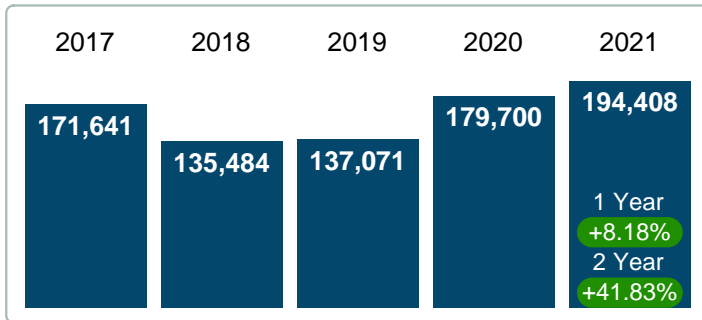
Area Delimited by County Of Washington - Residential Property Type



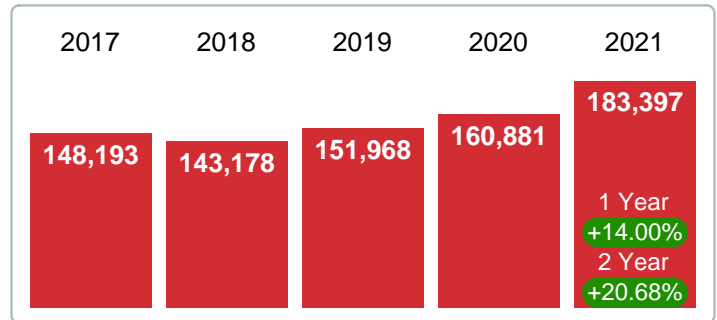
AVERAGE LIST PRICE AT CLOSING

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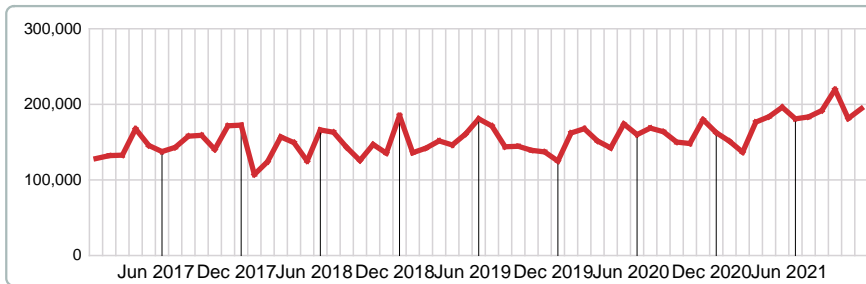
NOVEMBER



YEAR TO DATE (YTD)

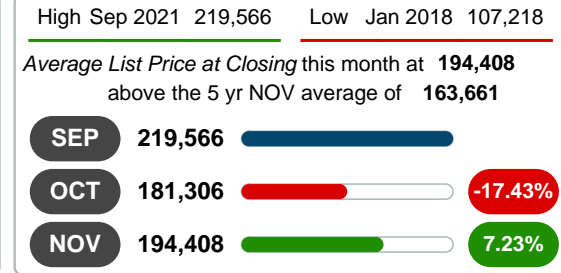


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 163,661



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	9.64%	49,786	50,465	23,500	87,000	0
\$75,001 - \$100,000	10.84%	90,589	84,850	83,500	97,000	0
\$100,001 - \$125,000	10.84%	112,963	120,000	110,571	117,000	0
\$125,001 - \$175,000	27.71%	150,835	134,000	152,487	154,980	0
\$175,001 - \$225,000	13.25%	212,009	0	209,600	195,000	0
\$225,001 - \$325,000	18.07%	270,860	265,000	236,800	273,544	268,700
\$325,001 and up	9.64%	505,175	290,000	435,000	508,780	622,000
Average List Price		194,408	107,449	172,089	265,571	386,467
Total Closed Units	100%	194,408	16	40	24	3
Total Closed Volume		16,135,856	1.72M	6.88M	6.37M	1.16M

November 2021



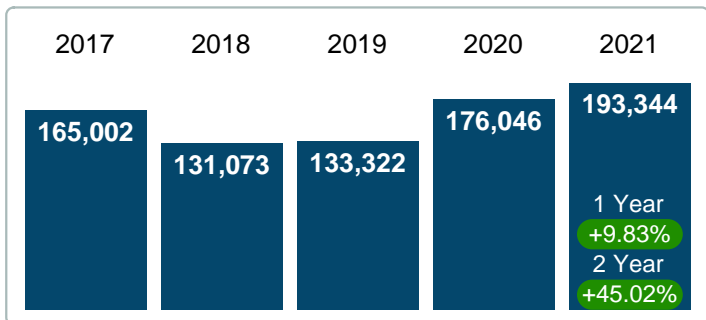
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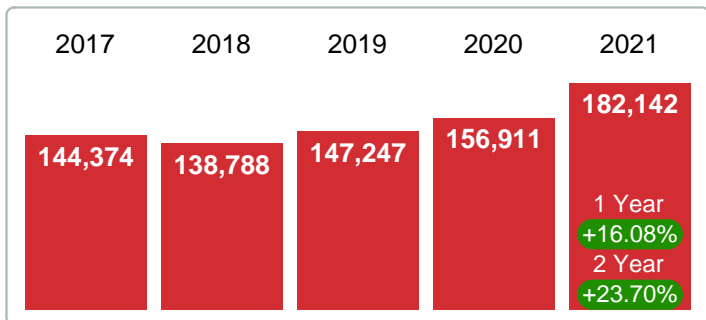
AVERAGE SOLD PRICE AT CLOSING

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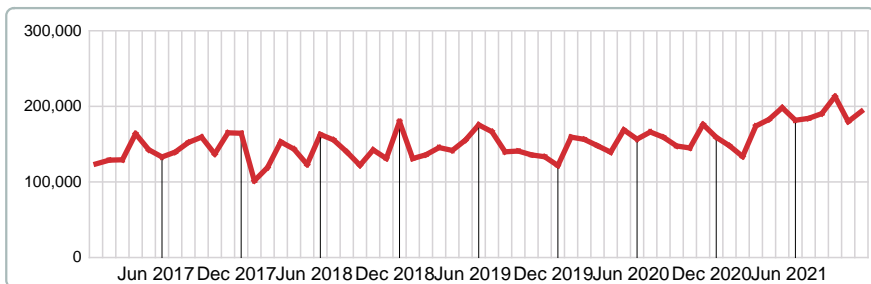
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

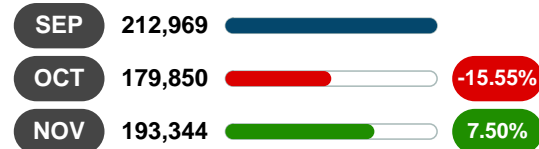


3 MONTHS

5 year NOV AVG = 159,757

High Sep 2021 212,969 Low Jan 2018 101,572

Average Sold Price at Closing this month at **193,344** above the 5 yr NOV average of **159,757**



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	9.64%	46,449	46,515	23,500	69,000	0
\$75,001 - \$100,000	9.64%	84,938	82,875	80,000	94,000	0
\$100,001 - \$125,000	12.05%	112,400	119,000	111,625	112,000	0
\$125,001 - \$175,000	27.71%	151,748	133,667	154,647	153,900	0
\$175,001 - \$225,000	9.64%	210,375	0	212,429	196,000	0
\$225,001 - \$325,000	20.48%	260,906	250,000	244,400	273,156	252,500
\$325,001 and up	10.84%	473,764	329,380	415,000	496,500	622,000
Average Sold Price		193,344	106,873	173,380	261,475	375,667
Total Closed Units	100%	193,344	16	40	24	3
Total Closed Volume		16,047,570	1.71M	6.94M	6.28M	1.13M

November 2021



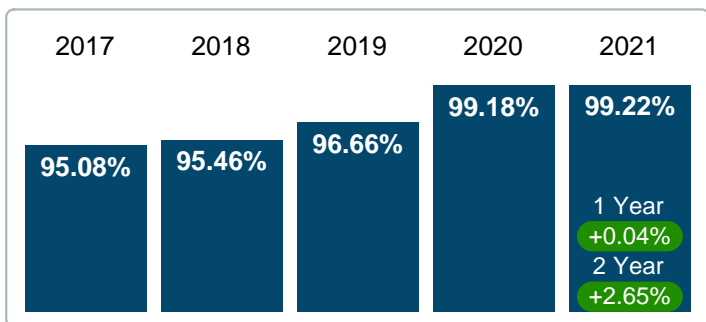
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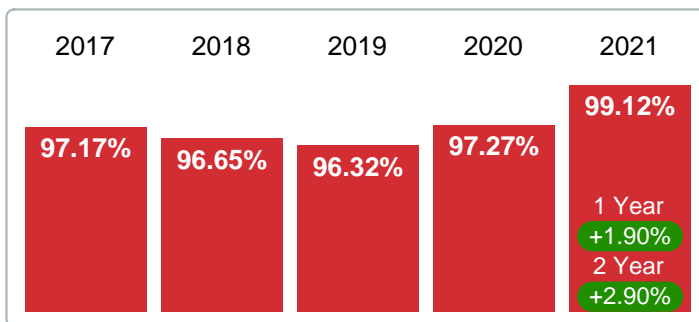
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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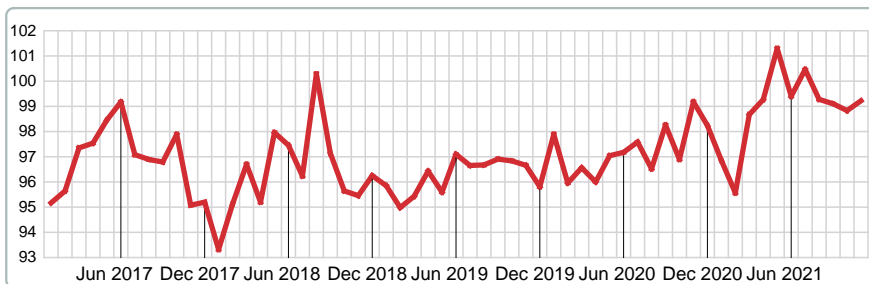
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

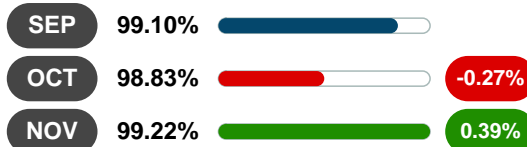


3 MONTHS

5 year NOV AVG = 97.12%

High May 2021 101.30% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **99.22%**
above the 5 yr NOV average of **97.12%**



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	<div style="width: 9.64%;"></div> 8	9.64%	90.28%	90.49%	100.00%	79.31%	0.00%	
\$75,001 - \$100,000	<div style="width: 9.64%;"></div> 8	9.64%	97.54%	97.79%	97.66%	96.93%	0.00%	
\$100,001 - \$125,000	<div style="width: 12.05%;"></div> 10	12.05%	100.55%	99.17%	101.33%	95.73%	0.00%	
\$125,001 - \$175,000	<div style="width: 27.71%;"></div> 23	27.71%	100.76%	99.75%	101.47%	99.24%	0.00%	
\$175,001 - \$225,000	<div style="width: 9.64%;"></div> 8	9.64%	101.28%	0.00%	101.39%	100.51%	0.00%	
\$225,001 - \$325,000	<div style="width: 20.48%;"></div> 17	20.48%	100.09%	94.34%	103.25%	100.13%	94.93%	
\$325,001 and up	<div style="width: 10.84%;"></div> 9	10.84%	99.78%	113.58%	97.67%	97.82%	100.00%	
Average Sold/List Ratio		99.20%		96.28%	101.23%	98.16%	96.62%	
Total Closed Units		83	100%	99.20%	16	40	24	3
Total Closed Volume		16,047,570			1.71M	6.94M	6.28M	1.13M

November 2021



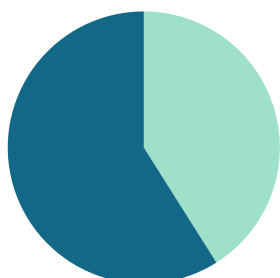
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

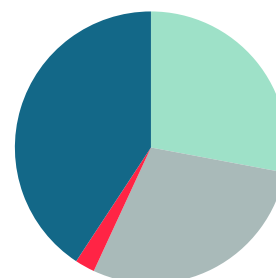
- New Listings **87 = 41.04%**
- Start Inventory **125**
- Total Inventory Units **212**
- Volume **\$56,374,919**

Market Activity

Market Activity

- Closed Sales **83 = 27.95%**
- Pending Sales **86 = 28.96%**
- Other Off Market **7 = 2.36%**
- Active Inventory **121 = 40.74%**

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	85	83	-2.35%	820	931	13.54%
Pending Sales	73	86	17.81%	871	976	12.06%
New Listings	73	87	19.18%	983	1,104	12.31%
Average List Price	179,700	194,408	8.18%	160,881	183,397	14.00%
Average Sale Price	176,046	193,344	9.83%	156,911	182,142	16.08%
Average Percent of Selling Price to List Price	99.18%	99.22%	0.04%	97.27%	99.12%	1.90%
Average Days on Market to Sale	32.47	21.12	-34.96%	34.35	17.45	-49.18%
Monthly Inventory	87	121	39.08%	87	121	39.08%
Months Supply of Inventory	1.19	1.42	19.97%	1.19	1.42	19.97%

Absorption: Last 12 months, an Average of **85** Sales/Month

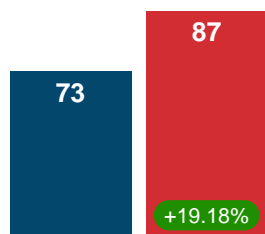
Inventory on November 30, 2021 = **121**

2020 2021

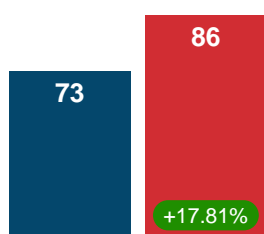
NOVEMBER MARKET

AVERAGE PRICES

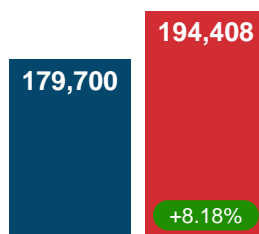
New Listings



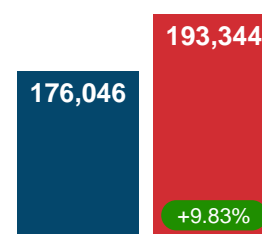
Pending Listings



List Price



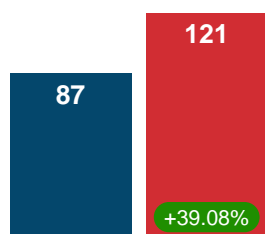
Sale Price



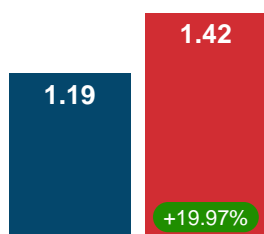
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

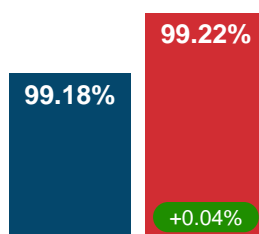
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

