

November 2021



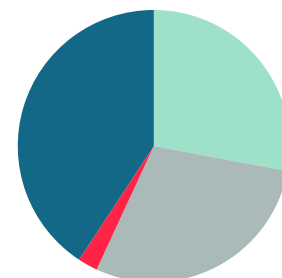
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	144,000	155,000	7.64%
Median Sale Price	145,900	160,000	9.66%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	7.00	7.00	0.00%
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.

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 **9.66%** in November 2021 to \$160,000 versus the previous year at \$145,900.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in November 2021 compared to last year's same month at **7.00** DOM.

Sales Success for November 2021 is Positive

Overall, with Median 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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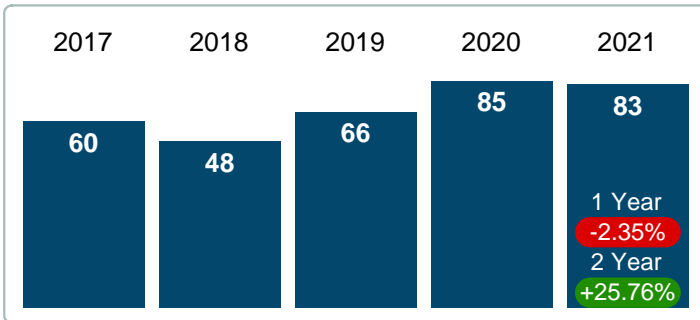
Area Delimited by County Of Washington - Residential Property Type



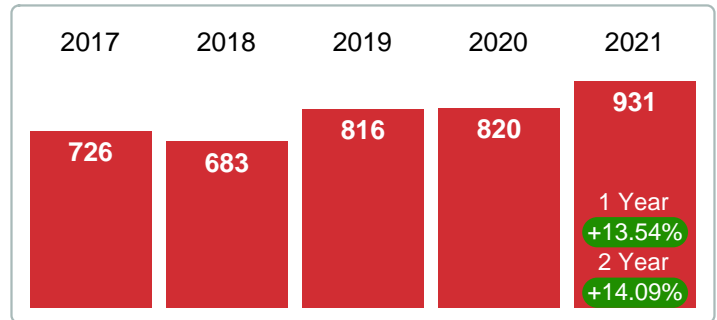
CLOSED LISTINGS

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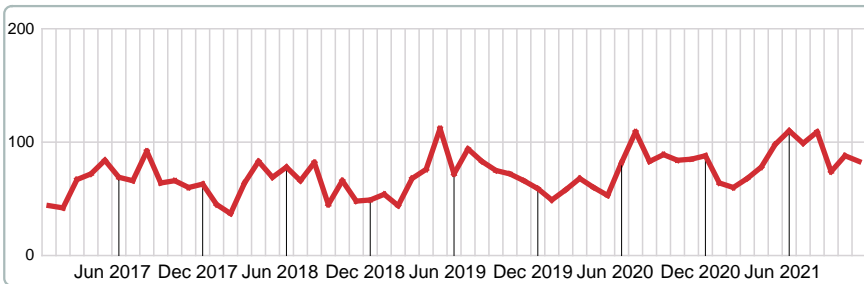
NOVEMBER



YEAR TO DATE (YTD)

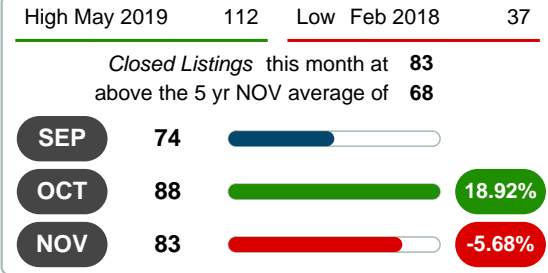


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 68



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	9.64%	9.0	6	1	1	0
\$75,001 - \$100,000	8	9.64%	9.5	4	2	2	0
\$100,001 - \$125,000	10	12.05%	6.0	1	8	1	0
\$125,001 - \$175,000	23	27.71%	6.0	3	15	5	0
\$175,001 - \$225,000	8	9.64%	9.0	0	7	1	0
\$225,001 - \$325,000	17	20.48%	4.0	1	5	9	2
\$325,001 and up	9	10.84%	14.0	1	2	5	1
Total Closed Units	83			16	40	24	3
Total Closed Volume	16,047,570	100%	7.0	1.71M	6.94M	6.28M	1.13M
Median Closed Price	\$160,000			\$81,500	\$159,000	\$234,450	\$260,000

November 2021



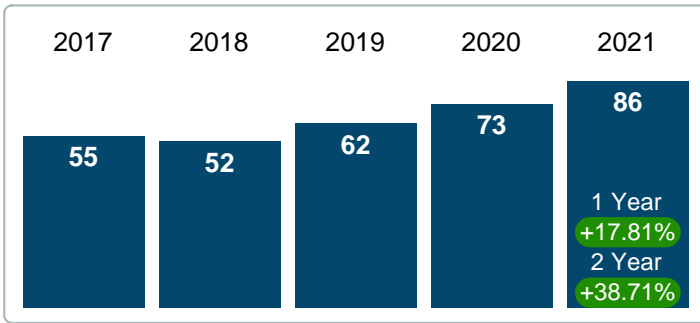
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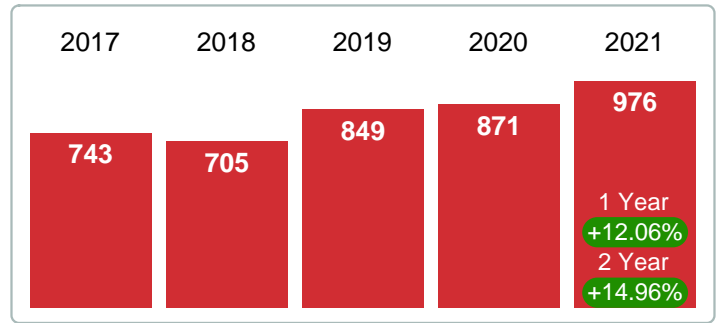
PENDING LISTINGS

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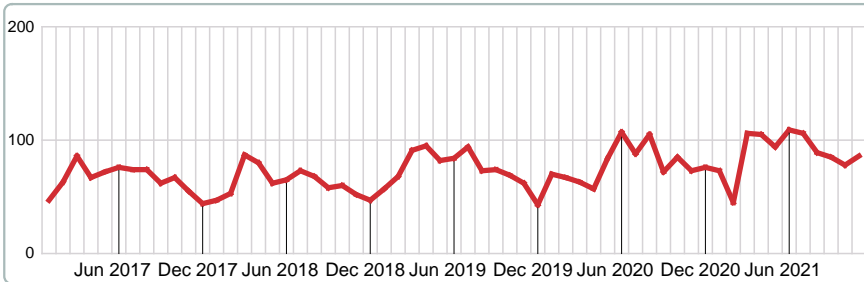
NOVEMBER



YEAR TO DATE (YTD)

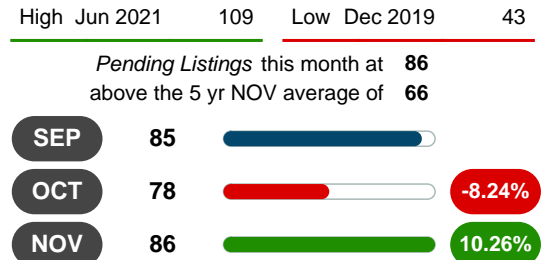


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 66



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	8	9.30%	34.5	3	5	0	0
\$70,001 - \$110,000	11	12.79%	5.0	3	7	1	0
\$110,001 - \$130,000	13	15.12%	6.0	3	7	3	0
\$130,001 - \$170,000	21	24.42%	6.0	0	15	6	0
\$170,001 - \$220,000	12	13.95%	11.5	2	7	3	0
\$220,001 - \$270,000	12	13.95%	18.0	0	5	7	0
\$270,001 and up	9	10.47%	18.0	0	1	7	1
Total Pending Units	86			11	47	27	1
Total Pending Volume	14,740,279	100%	11.0	1.19M	6.80M	6.13M	622.00K
Median Listing Price	\$149,900			\$89,900	\$139,900	\$225,000	\$622,000

November 2021



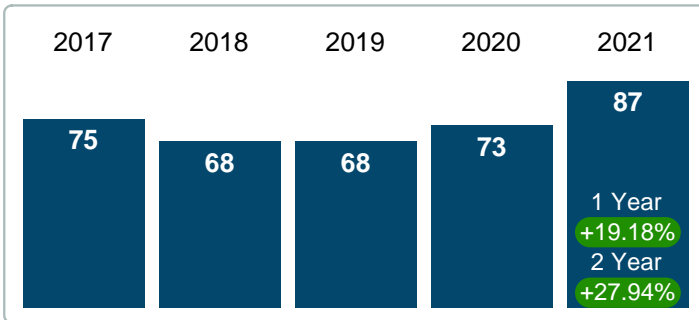
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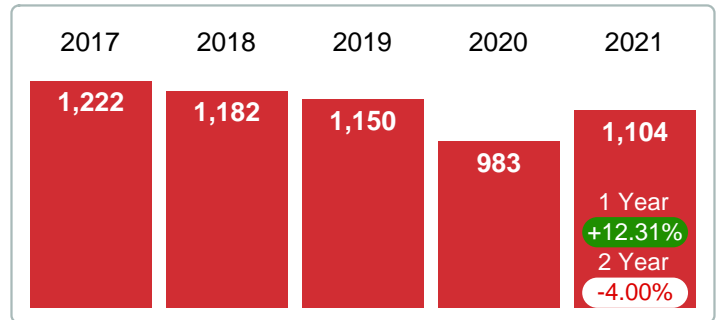
NEW LISTINGS

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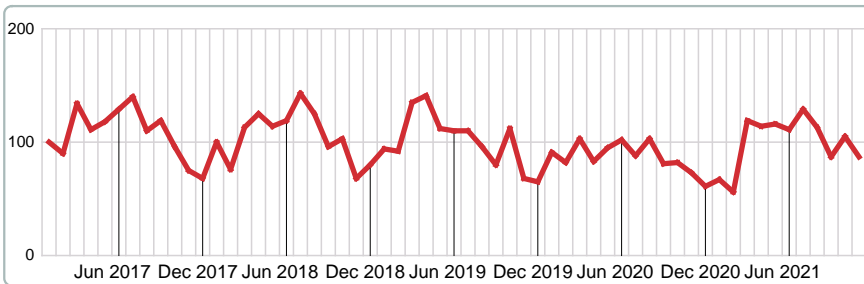
NOVEMBER



YEAR TO DATE (YTD)

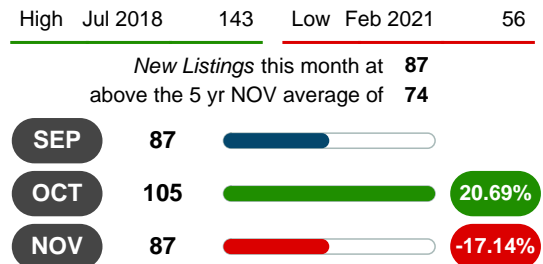


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 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
Median New Listed Listing Price	\$160,000		\$69,900	\$140,000	\$224,950	\$239,400

November 2021



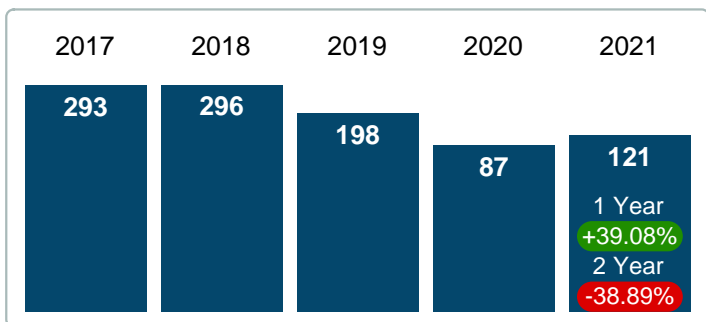
Area Delimited by County Of Washington - Residential Property Type



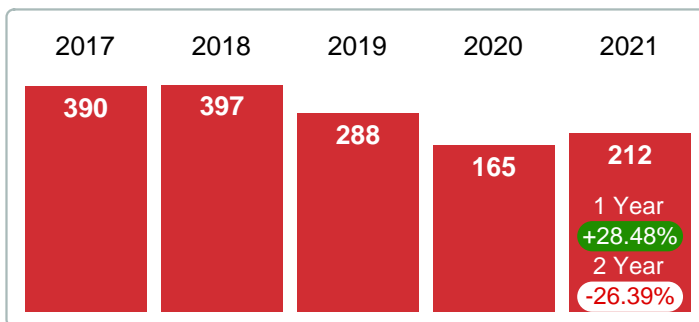
ACTIVE INVENTORY

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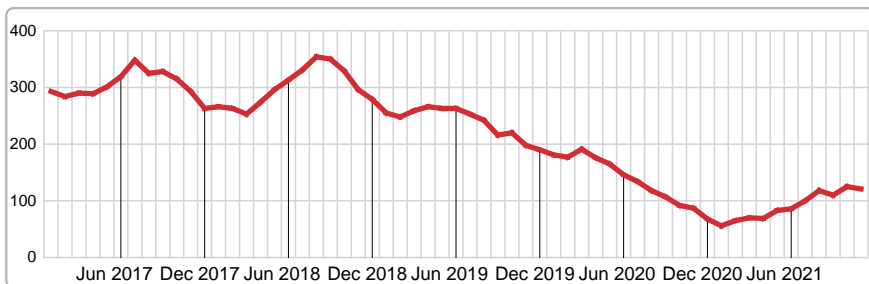
END OF NOVEMBER



ACTIVE DURING NOVEMBER

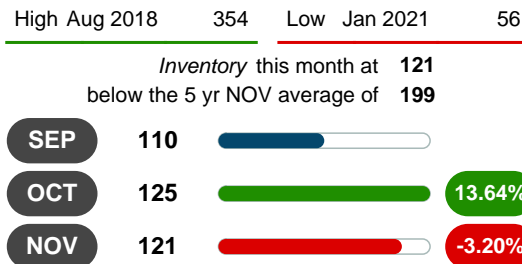


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 199



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	9.09%	70.0	7	4	0	0
\$50,001 - \$75,000	13	10.74%	36.0	6	7	0	0
\$75,001 - \$125,000	11	9.09%	38.0	2	7	1	1
\$125,001 - \$225,000	31	25.62%	26.0	0	19	12	0
\$225,001 - \$375,000	24	19.83%	30.5	0	9	13	2
\$375,001 - \$675,000	19	15.70%	75.0	0	6	13	0
\$675,001 and up	12	9.92%	52.0	4	5	1	2
Total Active Inventory by Units	121			19	57	40	5
Total Active Inventory by Volume	40,215,840	100%	41.0	7.23M	16.81M	13.18M	3.00M
Median Active Inventory Listing Price	\$216,990			\$59,500	\$165,000	\$255,915	\$349,000

November 2021



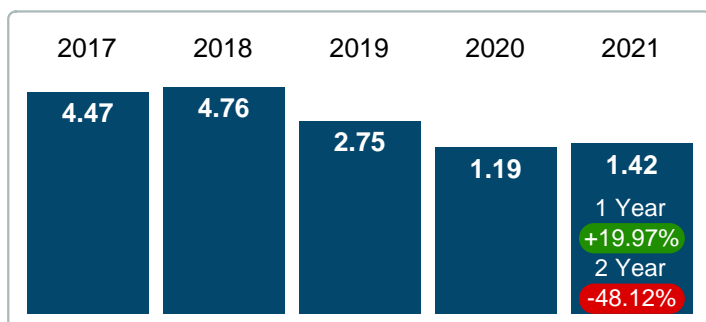
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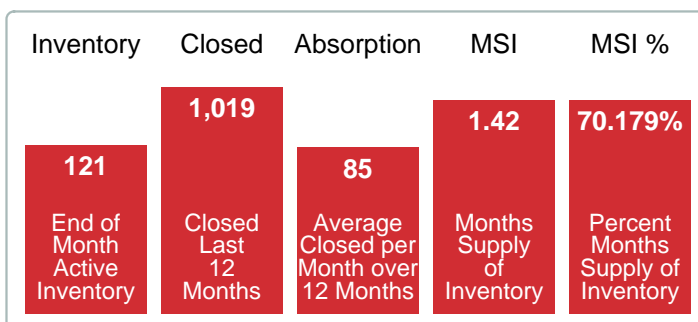
MONTHS SUPPLY of INVENTORY (MSI)

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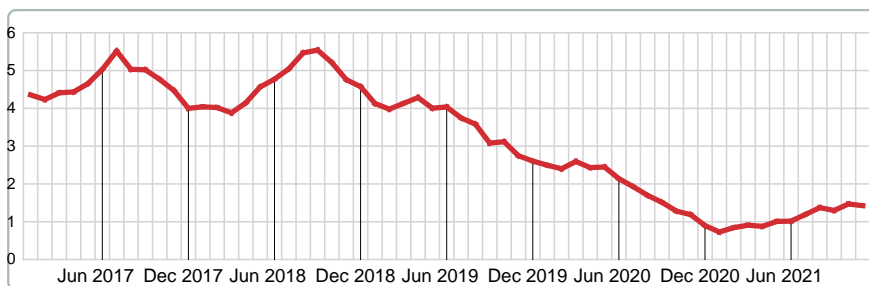
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

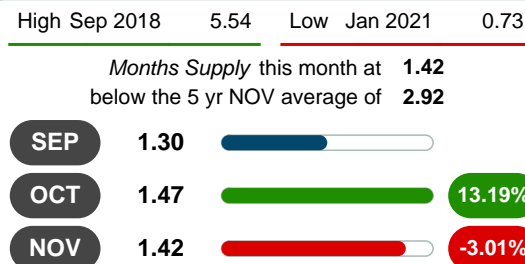


5 YEAR MARKET ACTIVITY TRENDS



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%	1.42	19	57	40	5

November 2021



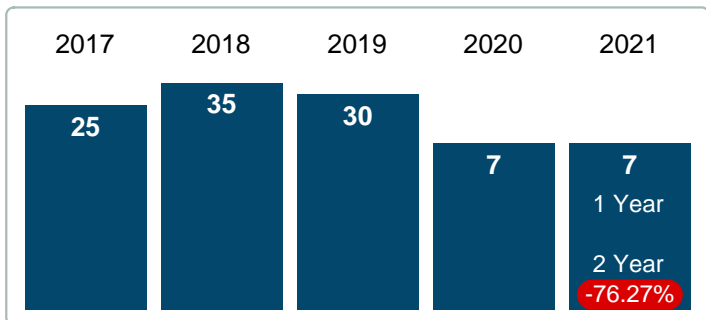
Area Delimited by County Of Washington - Residential Property Type



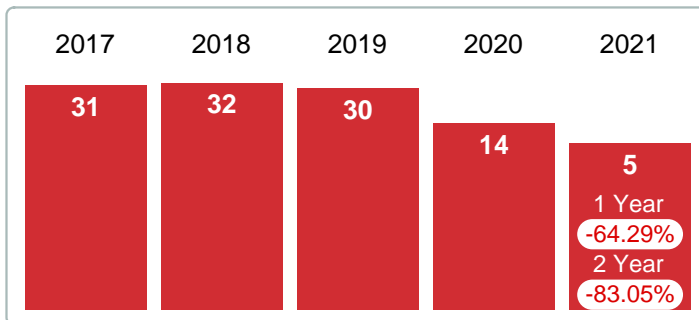
MEDIAN DAYS ON MARKET TO SALE

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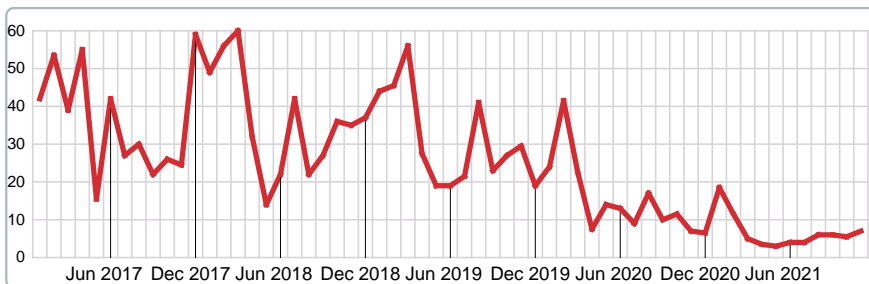
NOVEMBER



YEAR TO DATE (YTD)

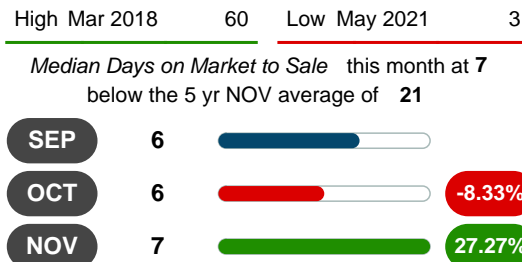


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 21



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	9.64%	9	9	1	146	0
\$75,001 - \$100,000	9.64%	10	19	9	9	0
\$100,001 - \$125,000	12.05%	6	5	9	3	0
\$125,001 - \$175,000	27.71%	6	1	6	15	0
\$175,001 - \$225,000	9.64%	9	0	11	2	0
\$225,001 - \$325,000	20.48%	4	179	3	4	27
\$325,001 and up	10.84%	14	8	9	15	171
Median Closed DOM		7	7	7	10	28
Total Closed Units	100%	7.0	16	40	24	3
Total Closed Volume		16,047,570	1.71M	6.94M	6.28M	1.13M

November 2021



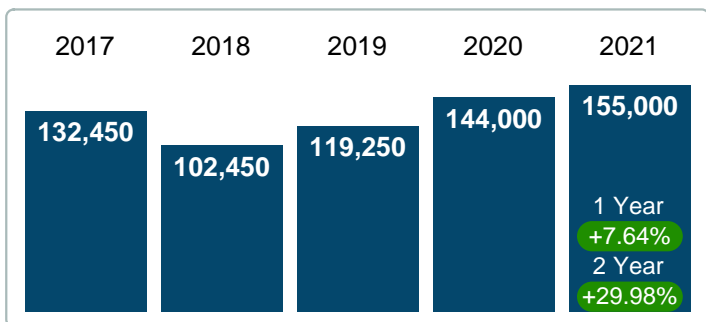
Area Delimited by County Of Washington - Residential Property Type



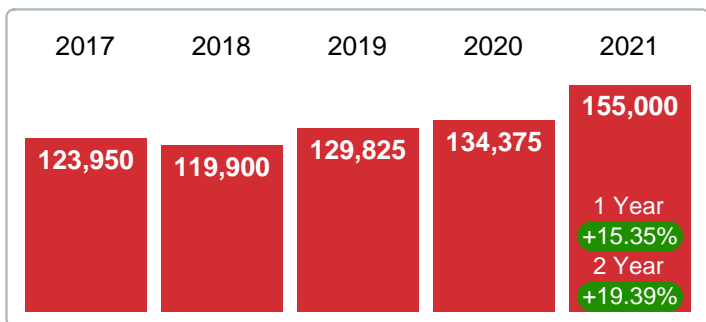
MEDIAN LIST PRICE AT CLOSING

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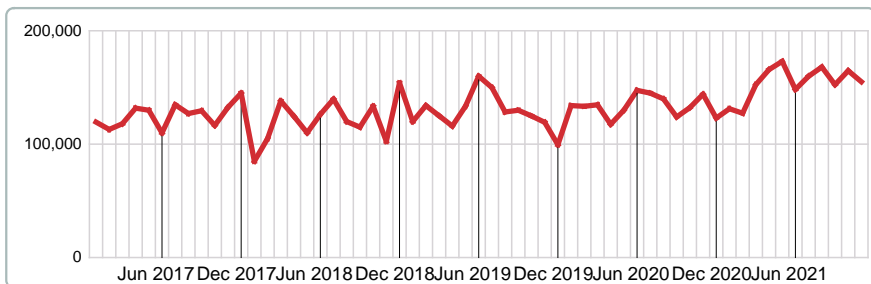
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

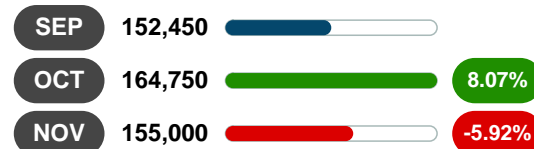


3 MONTHS

5 year NOV AVG = 130,630

High May 2021 173,000 Low Jan 2018 84,900

Median List Price at Closing this month at **155,000**
 above the 5 yr NOV average of **130,630**



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	8	9.64%	51,500	51,500	47,750	0	0
\$75,001 - \$100,000	9	10.84%	95,000	84,450	97,450	95,000	0
\$100,001 - \$125,000	9	10.84%	110,000	120,000	109,900	117,000	0
\$125,001 - \$175,000	23	27.71%	147,000	135,000	149,000	155,000	0
\$175,001 - \$225,000	11	13.25%	214,900	0	213,700	220,000	0
\$225,001 - \$325,000	15	18.07%	265,000	277,500	240,000	289,500	268,700
\$325,001 and up	8	9.64%	462,500	0	550,000	362,450	622,000
Median List Price			155,000	84,450	152,500	232,450	299,900
Total Closed Units		100%	155,000	16	40	24	3
Total Closed Volume			16,135,856	1.72M	6.88M	6.37M	1.16M

November 2021



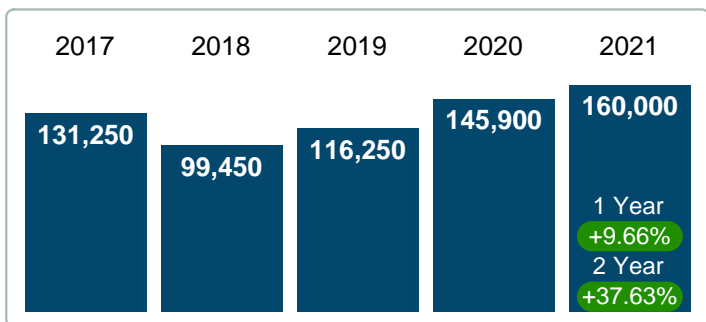
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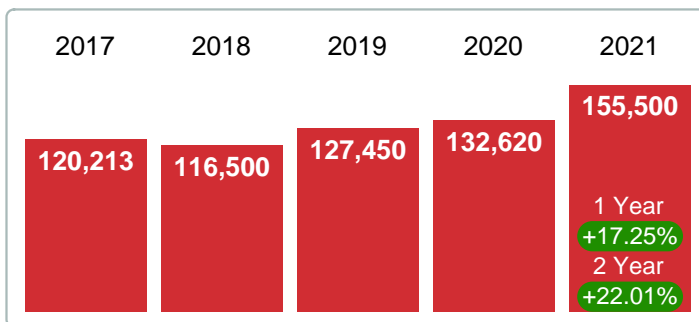
MEDIAN SOLD PRICE AT CLOSING

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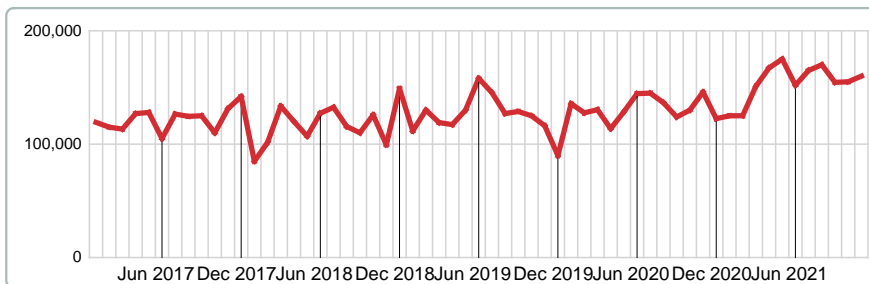
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

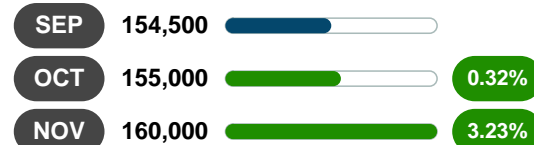


3 MONTHS

5 year NOV AVG = 130,570

High May 2021 175,000 Low Jan 2018 84,900

Median Sold Price at Closing this month at **160,000** above the 5 yr NOV average of **130,570**



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	9.64%	44,000	44,000	23,500	69,000	0
\$75,001 - \$100,000	9.64%	82,500	81,500	80,000	94,000	0
\$100,001 - \$125,000	12.05%	112,000	119,000	111,000	112,000	0
\$125,001 - \$175,000	27.71%	150,000	134,000	151,000	156,600	0
\$175,001 - \$225,000	9.64%	211,050	0	212,000	196,000	0
\$225,001 - \$325,000	20.48%	250,000	250,000	240,000	287,000	252,500
\$325,001 and up	10.84%	363,000	329,380	415,000	363,000	622,000
Median Sold Price		160,000	81,500	159,000	234,450	260,000
Total Closed Units		83	16	40	24	3
Total Closed Volume		16,047,570	1.71M	6.94M	6.28M	1.13M

November 2021



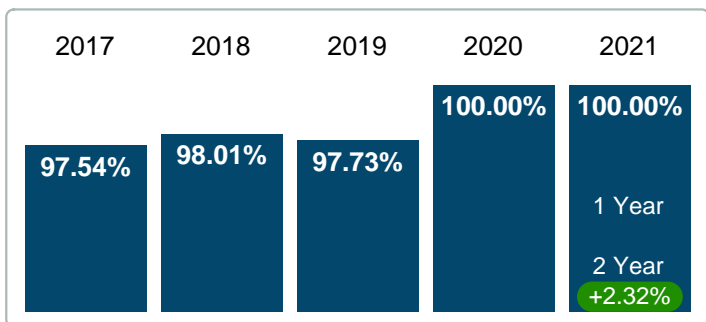
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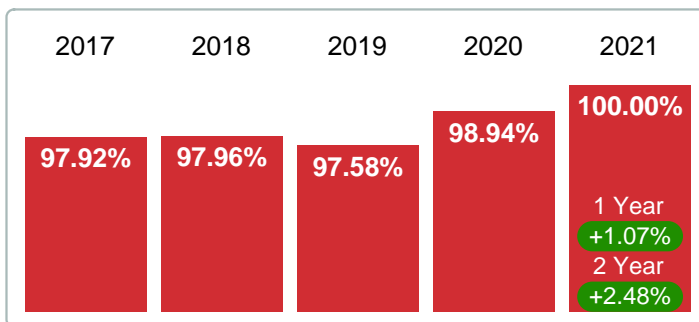
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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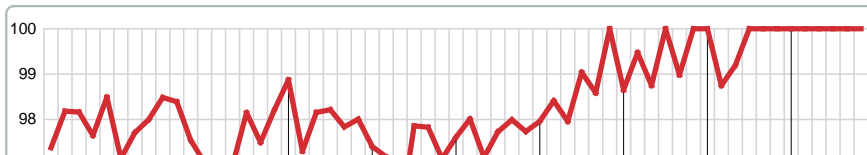
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 98.66%

High Nov 2021 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%** above the 5 yr NOV average of **98.66%**

SEP 100.00%
OCT 100.00%
NOV 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	9.64%	90.00%	90.00%	100.00%	79.31%	0.00%	
\$75,001 - \$100,000	8	9.64%	97.89%	98.31%	97.66%	96.93%	0.00%	
\$100,001 - \$125,000	10	12.05%	100.00%	99.17%	100.12%	95.73%	0.00%	
\$125,001 - \$175,000	23	27.71%	100.00%	100.00%	101.43%	100.00%	0.00%	
\$175,001 - \$225,000	8	9.64%	100.26%	0.00%	100.00%	100.51%	0.00%	
\$225,001 - \$325,000	17	20.48%	101.16%	94.34%	103.85%	101.16%	94.93%	
\$325,001 and up	9	10.84%	99.60%	113.58%	97.67%	96.80%	100.00%	
Median Sold/List Ratio		100.00%		98.31%	100.79%	100.00%	100.00%	
Total Closed Units		83	100%	100.00%	16	40	24	3
Total Closed Volume		16,047,570			1.71M	6.94M	6.28M	1.13M

November 2021



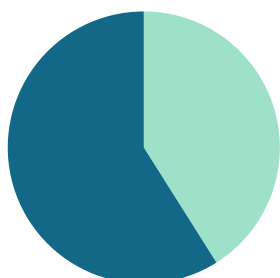
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

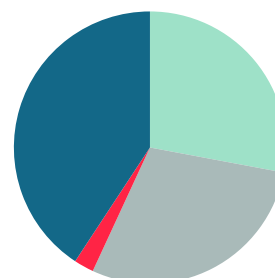
- New Listings **87 = 41.04%**
- Start Inventory **125**
- Total Inventory Units **212**
- Volume **\$56,374,919**

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%
Median List Price	144,000	155,000	7.64%	134,375	155,000	15.35%
Median Sale Price	145,900	160,000	9.66%	132,620	155,500	17.25%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	98.94%	100.00%	1.07%
Median Days on Market to Sale	7.00	7.00	0.00%	14.00	5.00	-64.29%
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

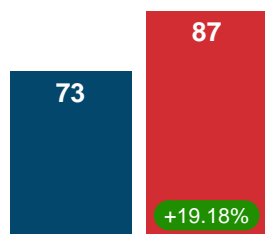
Inventory on November 30, 2021 = **121**

2020 2021

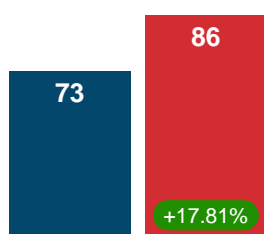
NOVEMBER MARKET

MEDIAN PRICES

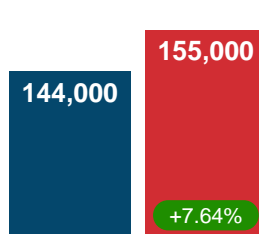
New Listings



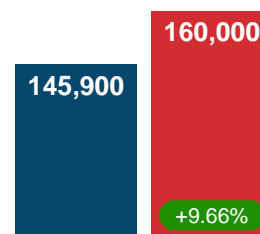
Pending Listings



List Price



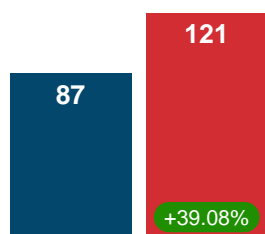
Sale Price



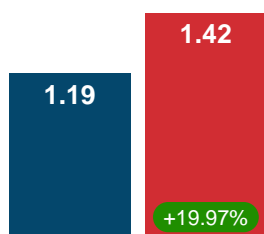
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

+0.00%