

November 2022



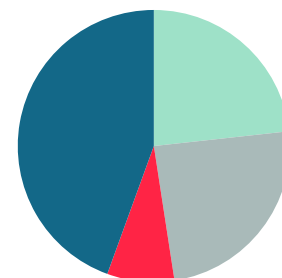
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2021	2022	+/-%
Closed Listings	83	67	-19.28%
Pending Listings	86	70	-18.60%
New Listings	87	68	-21.84%
Median List Price	155,000	185,000	19.35%
Median Sale Price	160,000	178,000	11.25%
Median Percent of Selling Price to List Price	100.00%	99.68%	-0.32%
Median Days on Market to Sale	7.00	11.00	57.14%
End of Month Inventory	121	128	5.79%
Months Supply of Inventory	1.42	1.59	11.59%



■ Closed (23.26%)
■ Pending (24.31%)
■ Other OffMarket (7.99%)
■ Active (44.44%)

Absorption: Last 12 months, an Average of **81** Sales/Month
Active Inventory as of November 30, 2022 = **128**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2022 rose **5.79%** to 128 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 **1.59** 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 **11.25%** in November 2022 to \$178,000 versus the previous year at \$160,000.

Median Days on Market Lengthens

The median number of **11.00** days that homes spent on the market before selling increased by 4.00 days or **57.14%** in November 2022 compared to last year's same month at **7.00** DOM.

Sales Success for November 2022 is Positive

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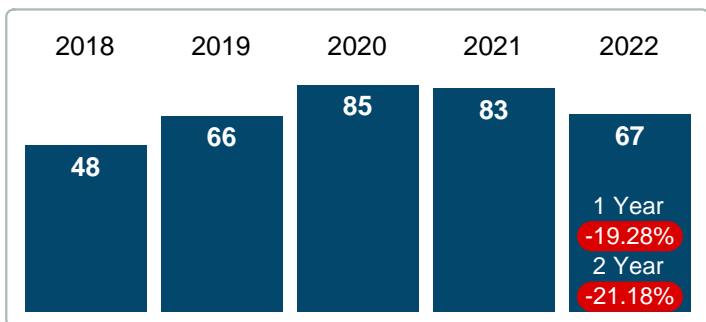
Area Delimited by County Of Washington - Residential Property Type



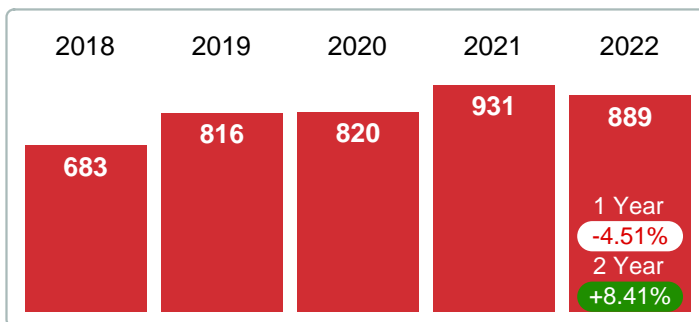
CLOSED LISTINGS

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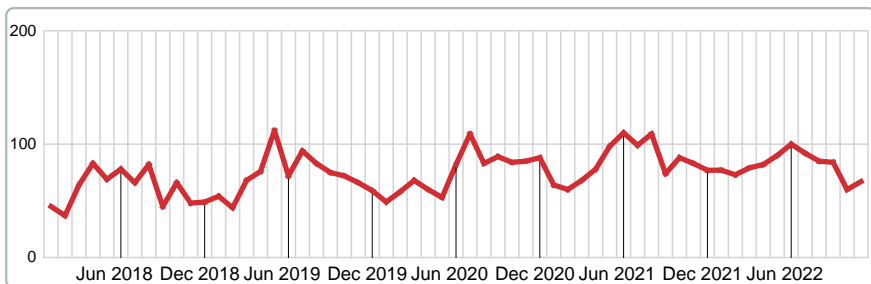
NOVEMBER



YEAR TO DATE (YTD)

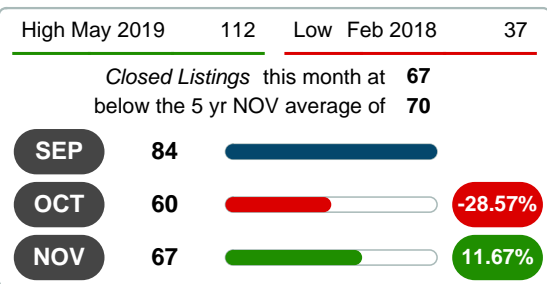


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 70



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	5	7.46%	18.0	5	0	0	0
\$75,001 - \$100,000	8	11.94%	8.5	4	3	1	0
\$100,001 - \$150,000	12	17.91%	1.5	4	8	0	0
\$150,001 - \$200,000	17	25.37%	15.0	2	7	6	2
\$200,001 - \$250,000	7	10.45%	35.0	0	5	2	0
\$250,001 - \$300,000	11	16.42%	9.0	0	6	5	0
\$300,001 and up	7	10.45%	10.0	1	2	2	2
Total Closed Units	67			16	31	16	4
Total Closed Volume	13,246,250	100%	11.0	2.13M	6.38M	3.61M	1.13M
Median Closed Price	\$178,000			\$93,500	\$182,500	\$223,500	\$259,950

November 2022



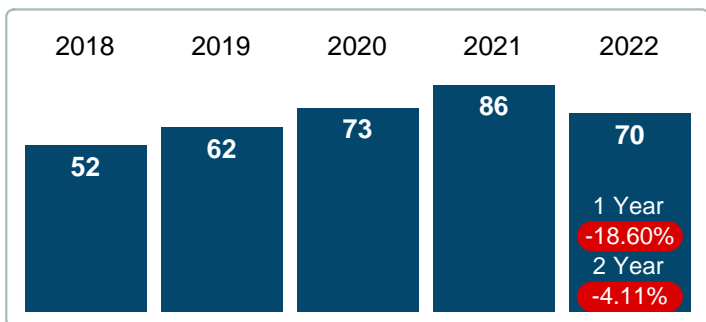
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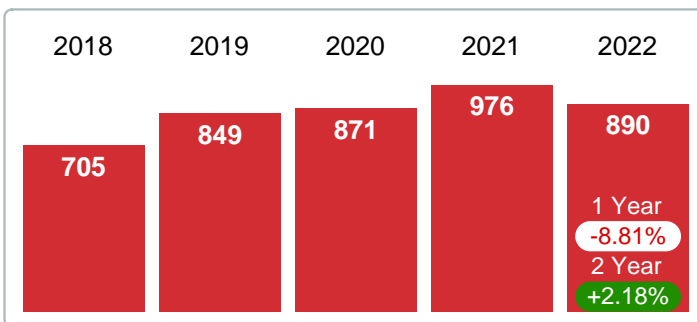
PENDING LISTINGS

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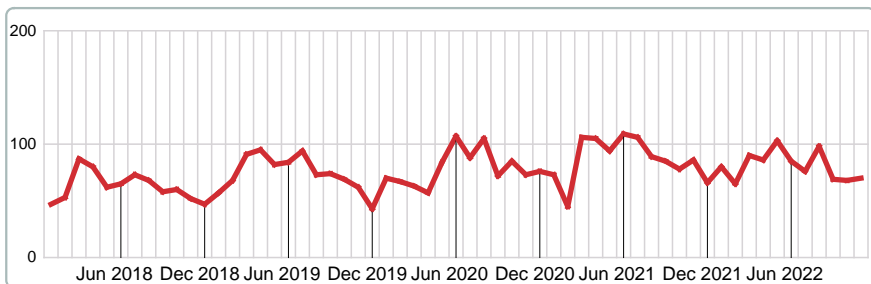
NOVEMBER



YEAR TO DATE (YTD)

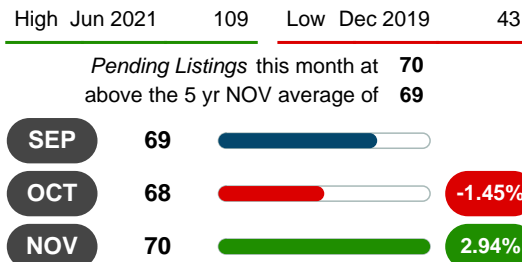


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 69



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	3	4.29%	0.0	2	1	0	0
\$50,001 - \$100,000	9	12.86%	24.0	3	5	1	0
\$100,001 - \$125,000	7	10.00%	12.0	2	4	1	0
\$125,001 - \$200,000	23	32.86%	9.0	3	19	0	1
\$200,001 - \$275,000	12	17.14%	39.0	0	4	7	1
\$275,001 - \$350,000	9	12.86%	11.0	0	2	7	0
\$350,001 and up	7	10.00%	9.0	0	1	4	2
Total Pending Units	70			10	36	20	4
Total Pending Volume	14,043,080	100%	12.0	942.30K	5.84M	5.91M	1.34M
Median Listing Price	\$171,500			\$101,250	\$162,500	\$290,000	\$327,000

November 2022



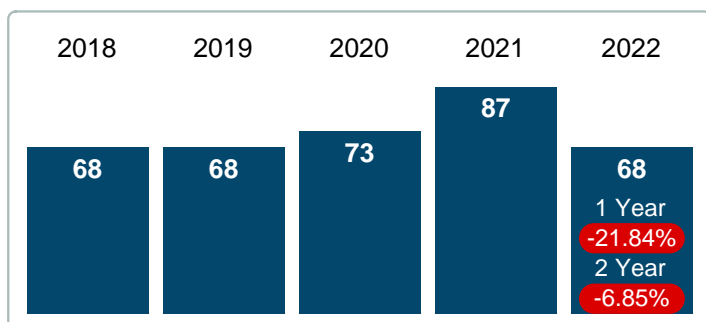
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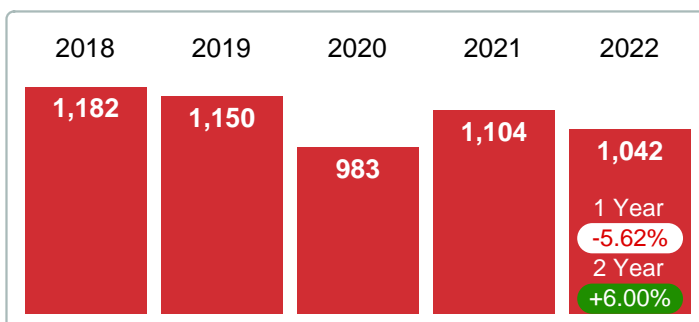
NEW LISTINGS

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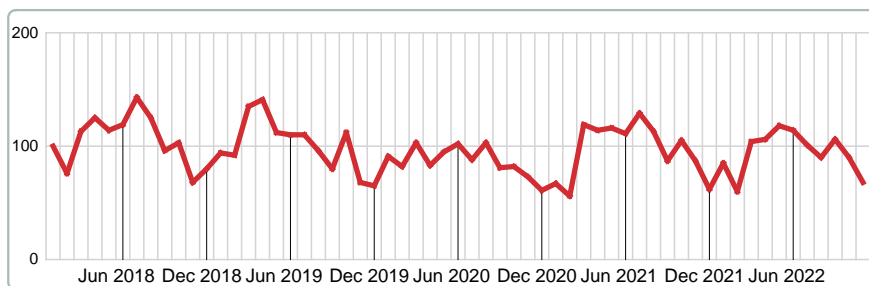
NOVEMBER



YEAR TO DATE (YTD)

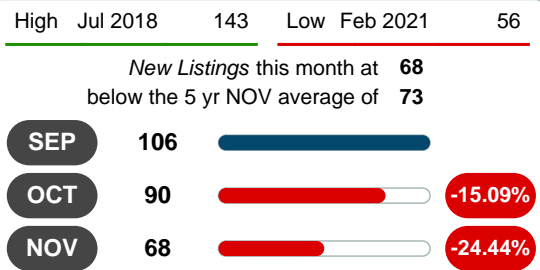


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 73



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	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	7	10.29%	0	2	5	0
\$275,001 - \$400,000	11	16.18%	0	3	8	0
\$400,001 and up	7	10.29%	0	1	3	3
Total New Listed Units	68		8	37	20	3
Total New Listed Volume	14,965,160	100%	603.30K	7.05M	5.98M	1.33M
Median New Listed Listing Price	\$168,450		\$55,000	\$162,500	\$290,000	\$426,000

November 2022



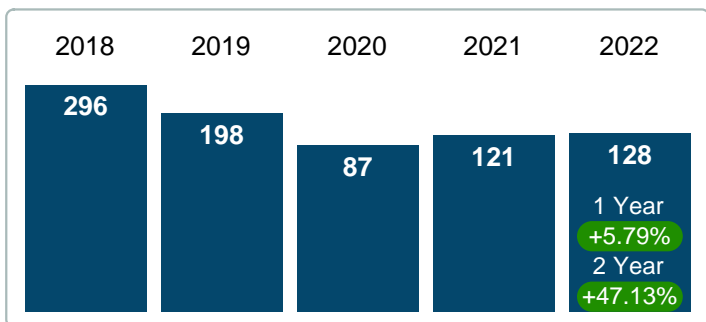
Area Delimited by County Of Washington - Residential Property Type



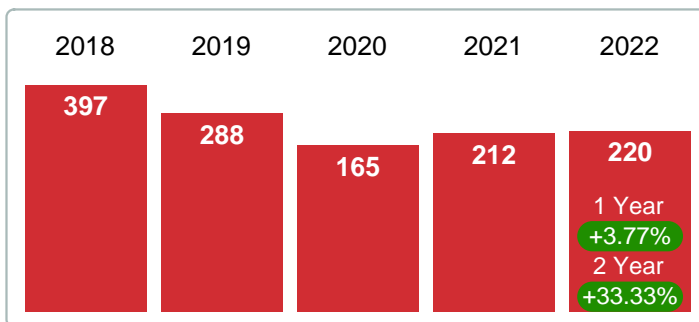
ACTIVE INVENTORY

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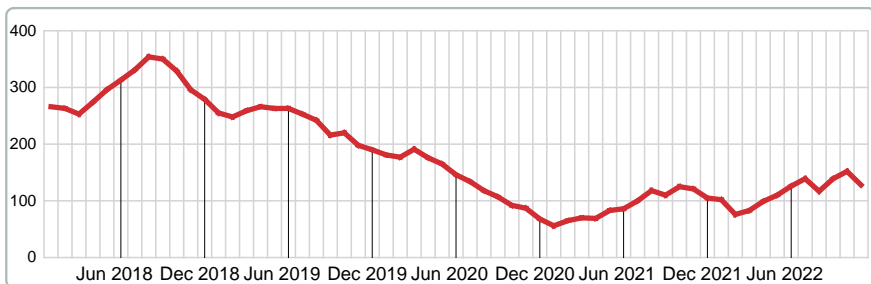
END OF NOVEMBER



ACTIVE DURING NOVEMBER

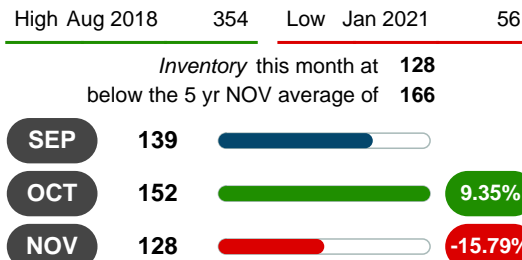


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 166



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	7	5.47%	48.0	2	4	1	0
\$50,001 - \$100,000	18	14.06%	67.0	3	13	2	0
\$100,001 - \$125,000	17	13.28%	71.0	6	7	3	1
\$125,001 - \$200,000	34	26.56%	58.0	6	23	4	1
\$200,001 - \$300,000	21	16.41%	57.0	0	10	10	1
\$300,001 - \$425,000	18	14.06%	66.5	1	3	11	3
\$425,001 and up	13	10.16%	96.0	0	4	5	4
Total Active Inventory by Units	128			18	64	36	10
Total Active Inventory by Volume	29,256,107	100%	60.5	2.21M	12.30M	10.32M	4.43M
Median Active Inventory Listing Price	\$167,450			\$112,950	\$149,500	\$262,745	\$372,500

November 2022



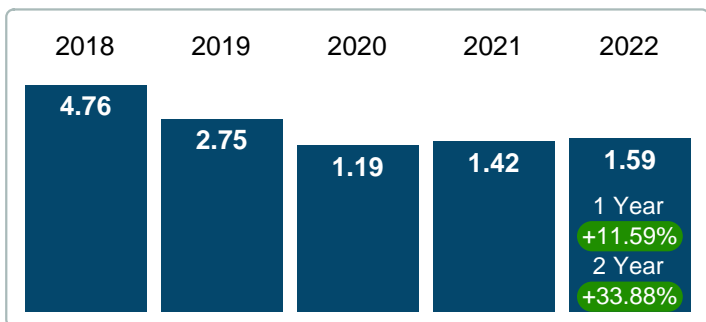
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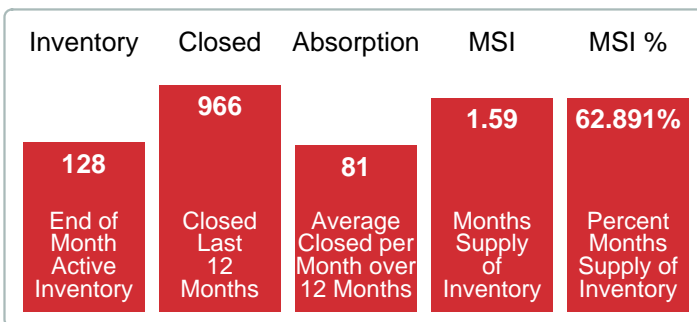
MONTHS SUPPLY of INVENTORY (MSI)

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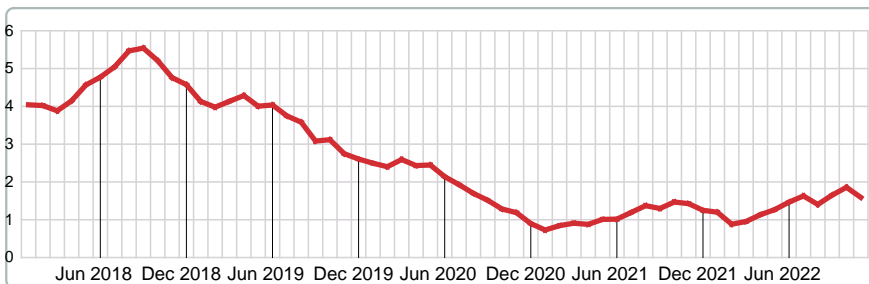
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 2.34

High Sep 2018 5.54 Low Jan 2021 0.73

Months Supply this month at 1.59 below the 5 yr NOV average of 2.34



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	5.47%	1.68	1.14	1.92	3.00	0.00
\$50,001 - \$100,000	18	14.06%	1.43	0.60	1.84	4.80	0.00
\$100,001 - \$125,000	17	13.28%	2.32	3.43	1.40	5.14	0.00
\$125,001 - \$200,000	34	26.56%	1.43	3.00	1.37	0.84	4.00
\$200,001 - \$300,000	21	16.41%	0.97	0.00	1.07	0.90	1.33
\$300,001 - \$425,000	18	14.06%	2.40	12.00	1.80	2.10	6.00
\$425,001 and up	13	10.16%	3.63	0.00	3.43	2.73	8.00
Market Supply of Inventory (MSI)			1.59	1.64	1.49	1.48	4.80
Total Active Inventory by Units		100%	128	18	64	36	10

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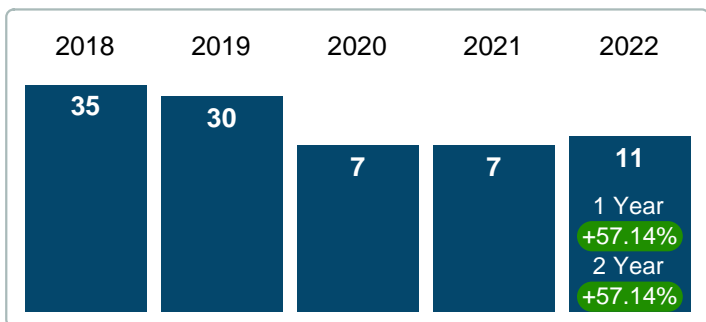
Area Delimited by County Of Washington - Residential Property Type



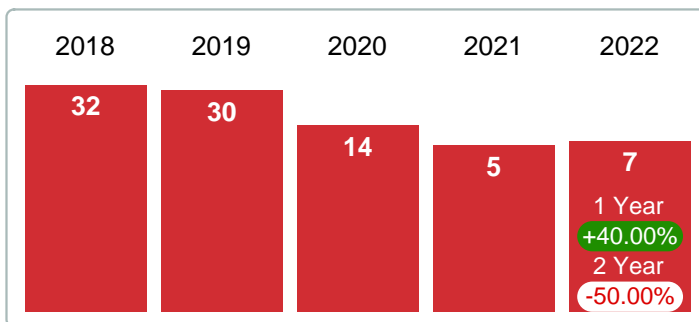
MEDIAN DAYS ON MARKET TO SALE

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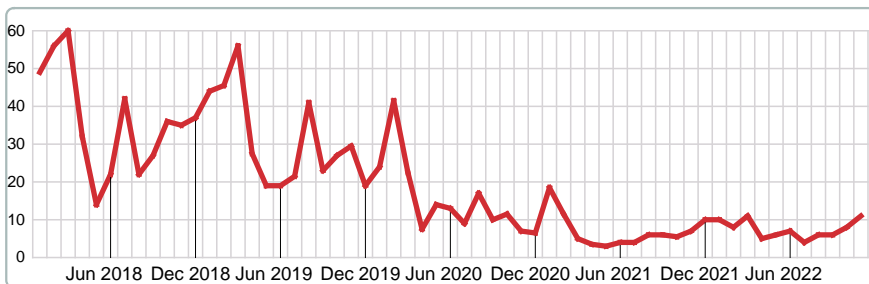
NOVEMBER



YEAR TO DATE (YTD)

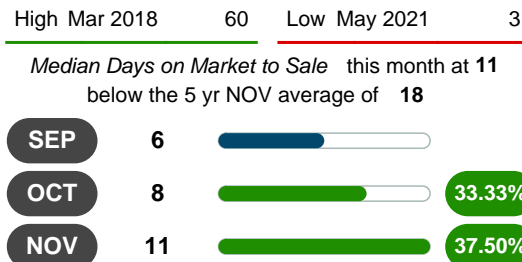


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 18



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	7.46%	18	18	0	0	0
\$75,001 - \$100,000	11.94%	9	15	3	3	0
\$100,001 - \$150,000	17.91%	2	18	2	0	0
\$150,001 - \$200,000	25.37%	15	15	4	25	8
\$200,001 - \$250,000	10.45%	35	0	35	51	0
\$250,001 - \$300,000	16.42%	9	0	10	8	0
\$300,001 and up	10.45%	10	76	8	16	24
Median Closed DOM		11	18	6	25	8
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



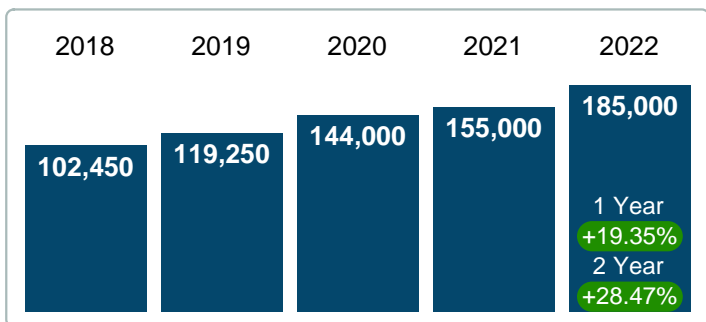
Area Delimited by County Of Washington - Residential Property Type



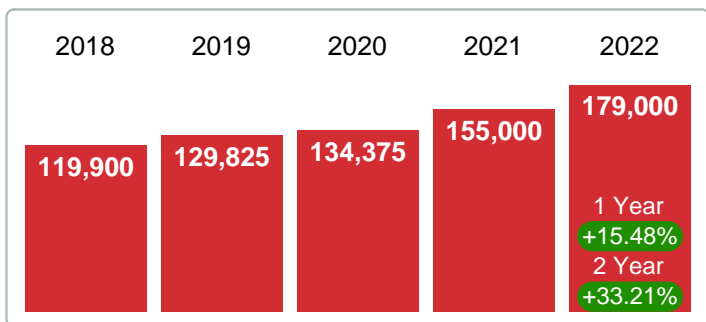
MEDIAN LIST PRICE AT CLOSING

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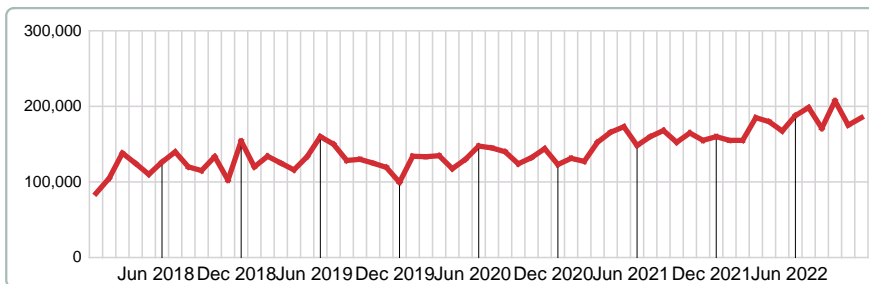
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

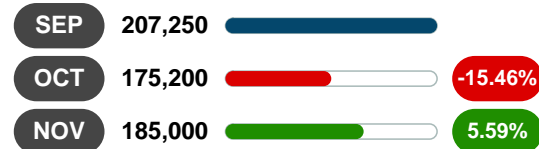


3 MONTHS

5 year NOV AVG = 141,140

High Sep 2022 207,250 Low Jan 2018 84,900

Median List Price at Closing this month at **185,000**
above the 5 yr NOV average of **141,140**



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	7.46%	55,000	55,000	0	0	0
\$75,001 - \$100,000	10.45%	79,900	77,500	82,000	76,500	0
\$100,001 - \$150,000	20.90%	127,450	119,900	139,900	0	0
\$150,001 - \$200,000	23.88%	185,000	190,000	185,000	169,950	197,450
\$200,001 - \$250,000	10.45%	239,900	0	239,900	227,450	0
\$250,001 - \$300,000	14.93%	281,500	0	289,950	276,450	0
\$300,001 and up	11.94%	394,500	780,000	532,500	310,000	377,500
Median List Price		185,000	101,250	185,000	227,450	267,450
Total Closed Units	100%	185,000	16	31	16	4
Total Closed Volume		13,593,400	2.27M	6.50M	3.67M	1.15M

November 2022



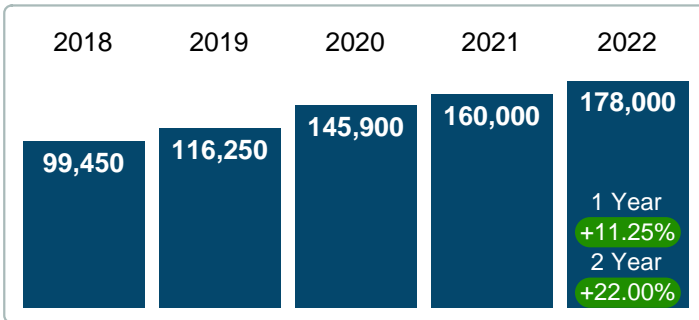
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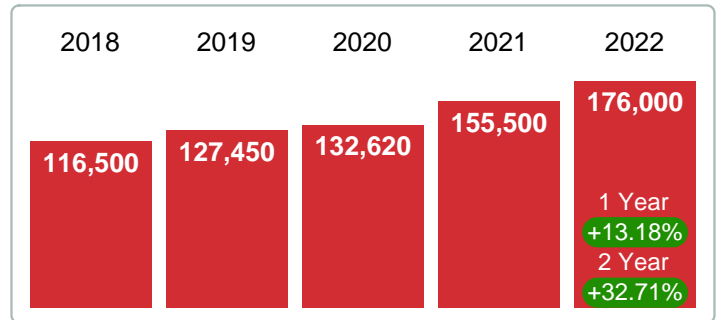
MEDIAN SOLD PRICE AT CLOSING

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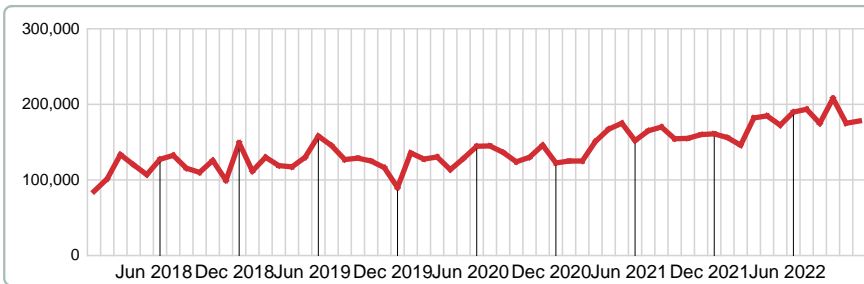
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

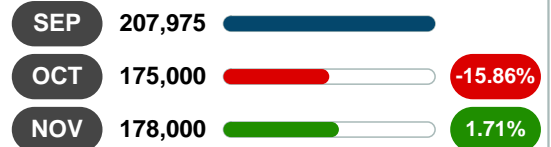


3 MONTHS

5 year NOV AVG = 139,920

High Sep 2022 207,975 Low Jan 2018 84,900

Median Sold Price at Closing this month at **178,000** above the 5 yr NOV average of **139,920**



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	7.46%	50,000	50,000	0	0	0
\$75,001 - \$100,000	11.94%	82,000	85,250	85,000	79,000	0
\$100,001 - \$150,000	17.91%	128,000	115,000	137,450	0	0
\$150,001 - \$200,000	25.37%	178,000	191,500	178,000	163,000	197,450
\$200,001 - \$250,000	10.45%	225,000	0	225,000	223,500	0
\$250,001 - \$300,000	16.42%	275,000	0	267,500	275,000	0
\$300,001 and up	10.45%	420,000	700,000	532,500	342,500	370,000
Median Sold Price		178,000	93,500	182,500	223,500	259,950
Total Closed Units		67	16	31	16	4
Total Closed Volume		13,246,250	2.13M	6.38M	3.61M	1.13M

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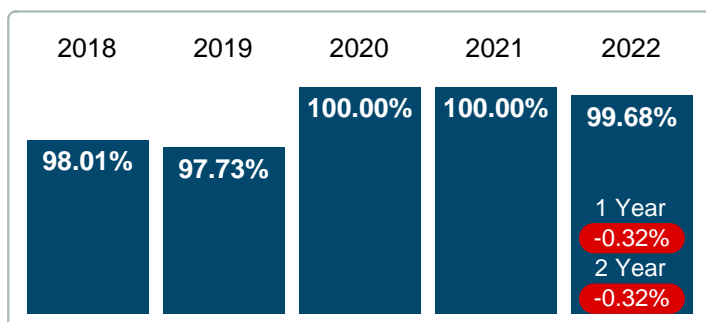
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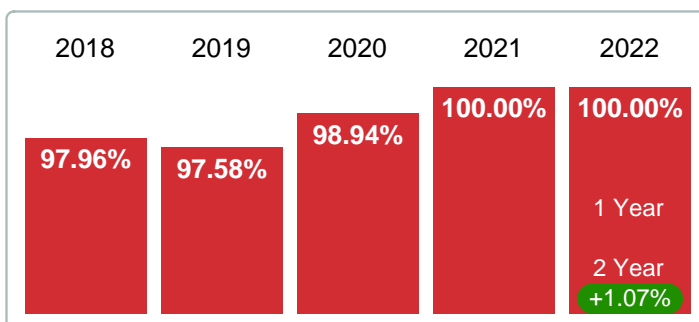
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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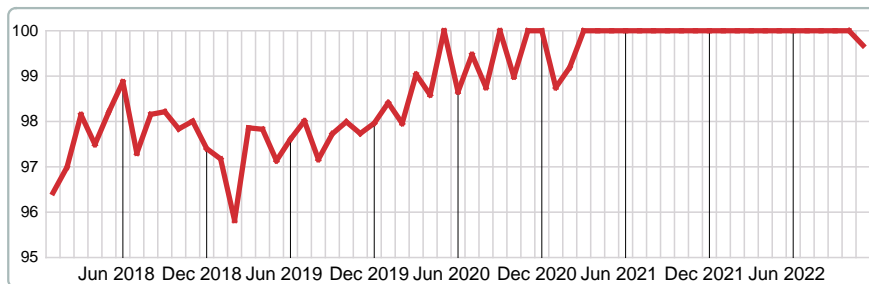
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

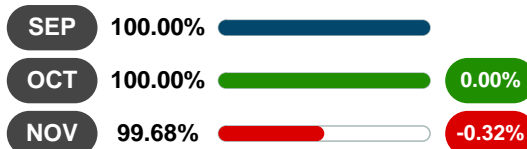


3 MONTHS

5 year NOV AVG = 99.08%

High Oct 2022 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **99.68%**
above the 5 yr NOV average of **99.08%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS 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	5	7.46%	93.33%	93.33%	0.00%	0.00%	0.00%
\$75,001 - \$100,000	8	11.94%	99.84%	98.04%	100.00%	103.27%	0.00%
\$100,001 - \$150,000	12	17.91%	100.00%	99.64%	100.00%	0.00%	0.00%
\$150,001 - \$200,000	17	25.37%	100.00%	100.91%	100.00%	98.56%	100.00%
\$200,001 - \$250,000	7	10.45%	98.79%	0.00%	98.79%	98.41%	0.00%
\$250,001 - \$300,000	11	16.42%	98.11%	0.00%	98.67%	97.12%	0.00%
\$300,001 and up	7	10.45%	99.35%	89.74%	100.06%	101.16%	97.76%
Median Sold/List Ratio		99.68%		96.84%	100.00%	99.67%	100.00%
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



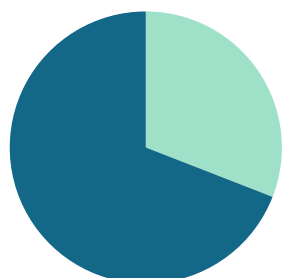
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

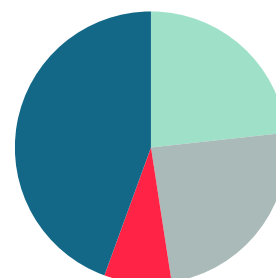


Inventory
 New Listings
68 = 30.91%
 Start Inventory
152
 Total Inventory Units
220
 Volume
\$48,925,686

Market Activity

Closed Sales
67 = 23.26%
 Pending Sales
70 = 24.31%
 Other Off Market
23 = 7.99%
 Active Inventory
128 = 44.44%

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	70	-18.60%	976	890	-8.81%
New Listings	87	68	-21.84%	1,104	1,042	-5.62%
Median List Price	155,000	185,000	19.35%	155,000	179,000	15.48%
Median Sale Price	160,000	178,000	11.25%	155,500	176,000	13.18%
Median Percent of Selling Price to List Price	100.00%	99.68%	-0.32%	100.00%	100.00%	0.00%
Median Days on Market to Sale	7.00	11.00	57.14%	5.00	7.00	40.00%
Monthly Inventory	121	128	5.79%	121	128	5.79%
Months Supply of Inventory	1.42	1.59	11.59%	1.42	1.59	11.59%

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

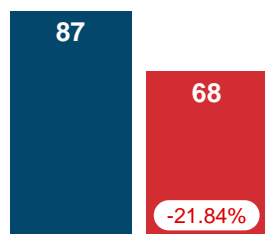
Inventory on November 30, 2022 = **128**

2021 2022

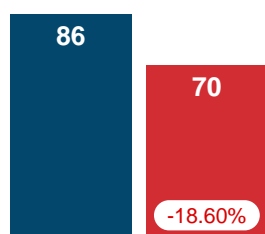
NOVEMBER MARKET

MEDIAN PRICES

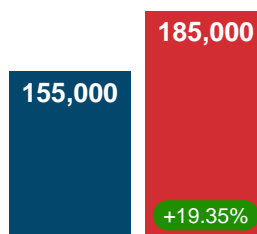
New Listings



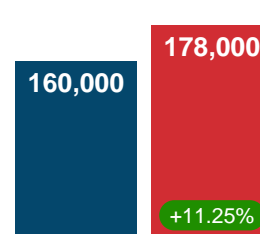
Pending Listings



List Price



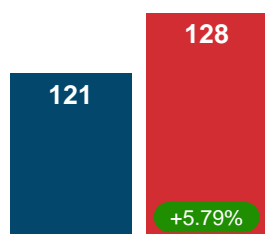
Sale Price



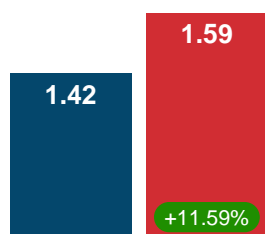
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

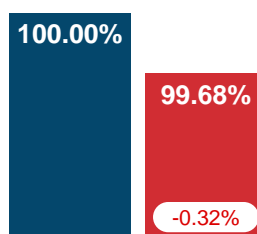
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

