



December 2021

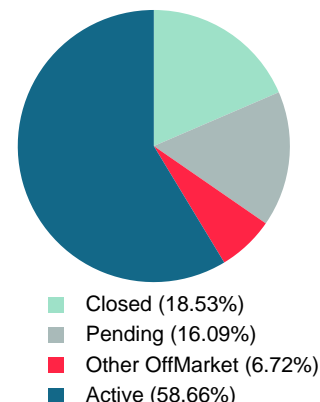
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2022 for MLS Technology Inc.

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	95	91	-4.21%
Pending Listings	83	79	-4.82%
New Listings	89	90	1.12%
Average List Price	166,301	180,029	8.25%
Average Sale Price	159,807	175,351	9.73%
Average Percent of Selling Price to List Price	97.54%	98.12%	0.59%
Average Days on Market to Sale	26.02	35.12	34.97%
End of Month Inventory	355	288	-18.87%
Months Supply of Inventory	4.00	2.89	-27.57%



Absorption: Last 12 months, an Average of **100** Sales/Month
Active Inventory as of December 31, 2021 = **288**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2021 decreased **18.87%** to 288 existing homes available for sale. Over the last 12 months this area has had an average of 100 closed sales per month. This represents an unsold inventory index of **2.89** 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 **9.73%** in December 2021 to \$175,351 versus the previous year at \$159,807.

Average Days on Market Lengthens

The average number of **35.12** days that homes spent on the market before selling increased by 9.10 days or **34.97%** in December 2021 compared to last year's same month at **26.02** 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 90 New Listings in December 2021, up **1.12%** from last year at 89. Furthermore, there were 91 Closed Listings this month versus last year at 95, a **-4.21%** decrease.

Closed versus Listed trends yielded a **101.1%** ratio, down from previous year's, December 2020, at **106.7%**, a **5.27%** downswing. This will certainly create pressure on a decreasing 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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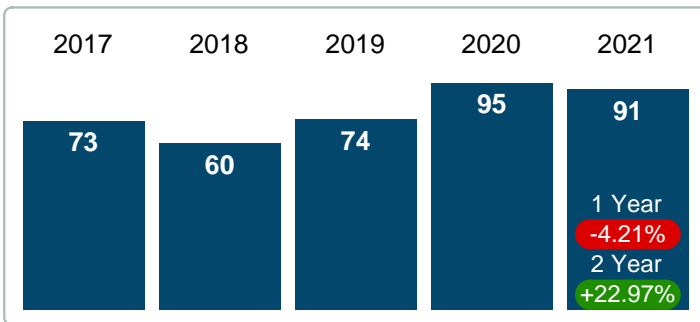
Area Delimited by County Of Washington



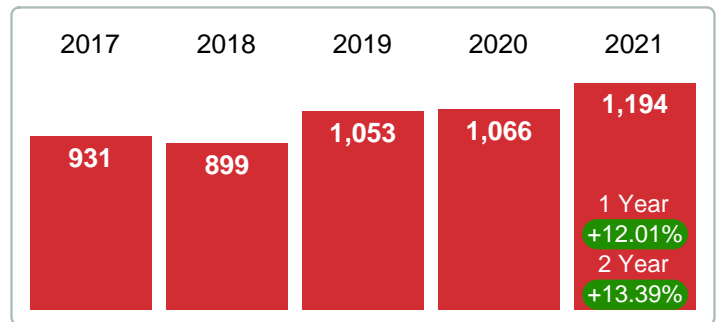
CLOSED LISTINGS

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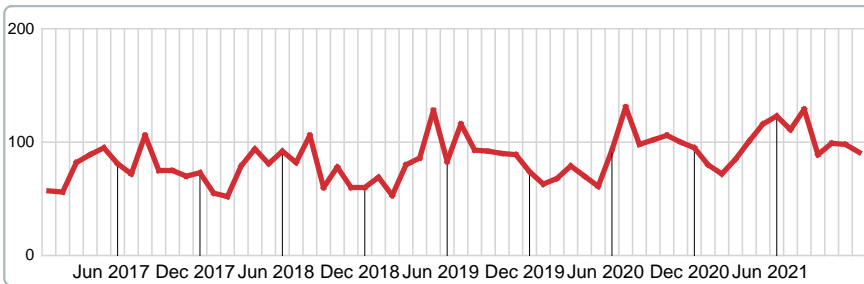
DECEMBER



YEAR TO DATE (YTD)

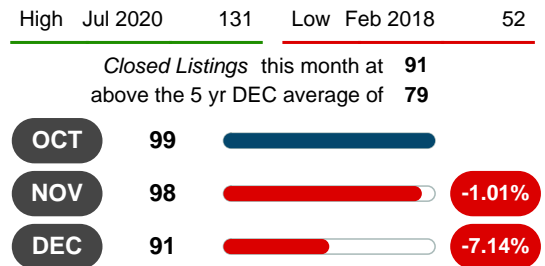


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 79



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	6.59%	85.0	5	1	0	0
\$25,001 - \$75,000	14	15.38%	49.2	10	4	0	0
\$75,001 - \$100,000	8	8.79%	10.0	1	6	1	0
\$100,001 - \$175,000	30	32.97%	16.5	2	25	3	0
\$175,001 - \$225,000	12	13.19%	16.4	0	9	3	0
\$225,001 - \$300,000	10	10.99%	39.0	0	4	5	1
\$300,001 and up	11	12.09%	75.9	2	4	5	0
Total Closed Units	91			20	53	17	1
Total Closed Volume	15,956,916	100%	35.1	1.69M	9.32M	4.70M	248.50K
Average Closed Price	\$175,351			\$84,345	\$175,934	\$276,295	\$248,500



December 2021

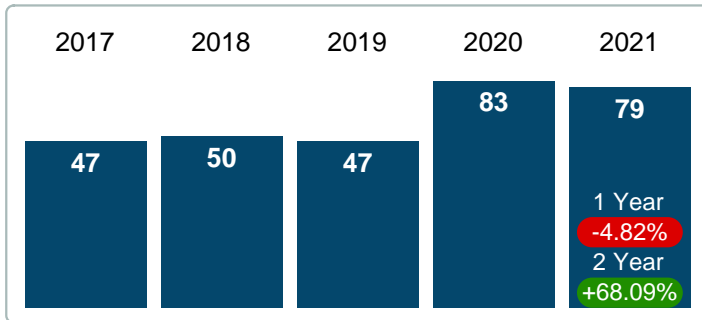
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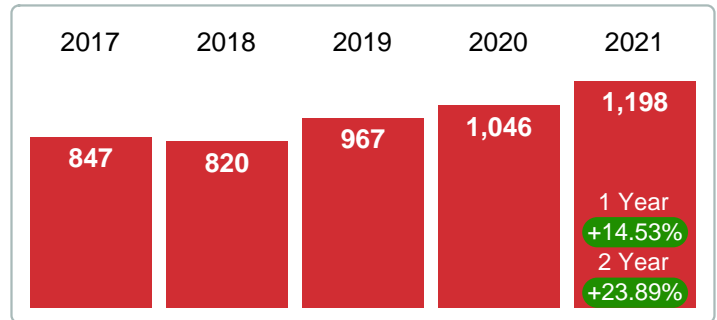
PENDING LISTINGS

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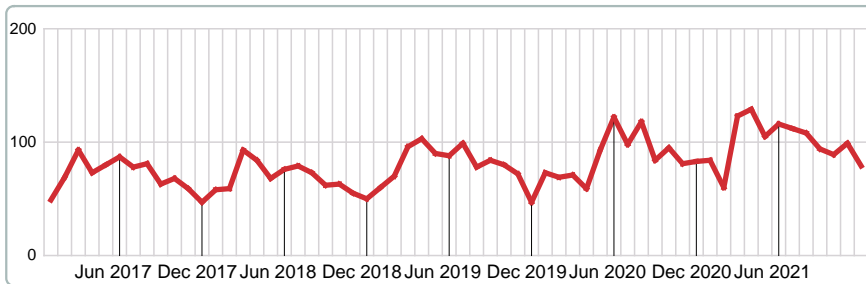
DECEMBER



YEAR TO DATE (YTD)

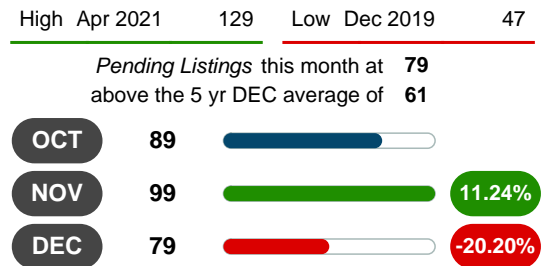


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 61



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	7	8.86%	30.9	5	2	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$125,000	22	27.85%	32.0	7	14	1	0
\$125,001 - \$175,000	16	20.25%	30.3	3	9	4	0
\$175,001 - \$250,000	17	21.52%	34.7	0	11	6	0
\$250,001 - \$400,000	10	12.66%	49.8	2	4	3	1
\$400,001 and up	7	8.86%	93.7	2	2	2	1
Total Pending Units	79			19	42	16	2
Total Pending Volume	16,008,650	100%	56.6	4.09M	7.09M	3.86M	964.50K
Average Listing Price	\$241,355			\$215,479	\$168,805	\$241,266	\$482,250

December 2021



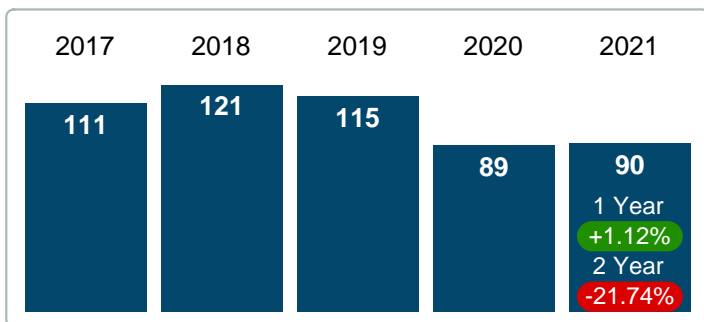
Area Delimited by County Of Washington



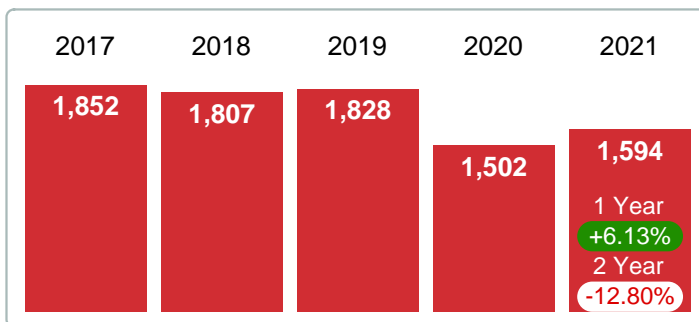
NEW LISTINGS

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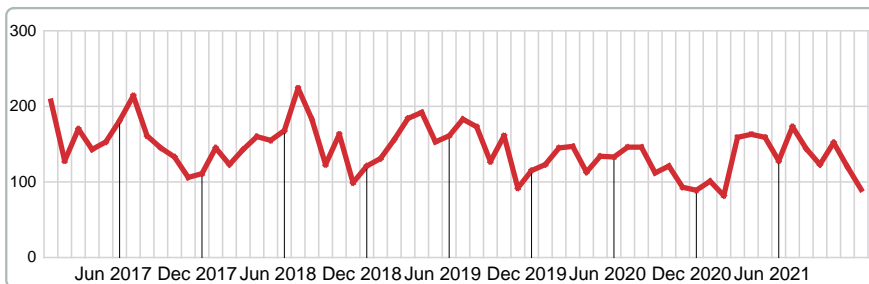
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 105

High Jul 2018 224 Low Feb 2021 82

New Listings this month at **90**
 below the 5 yr DEC average of **105**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds 3 Beds 4 Beds 5+ Beds			
\$10,000 and less	5	5.56%	3	2	0	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0
\$10,001 - \$70,000	26	28.89%	21	5	0	0
\$70,001 - \$150,000	25	27.78%	5	17	3	0
\$150,001 - \$190,000	13	14.44%	1	10	2	0
\$190,001 - \$350,000	13	14.44%	1	6	4	2
\$350,001 and up	8	8.89%	3	0	4	1
Total New Listed Units	90		34	40	13	3
Total New Listed Volume	14,192,850	100%	4.14M	5.35M	3.52M	1.18M
Average New Listed Listing Price	\$113,850		\$121,637	\$133,858	\$271,031	\$393,167

December 2021



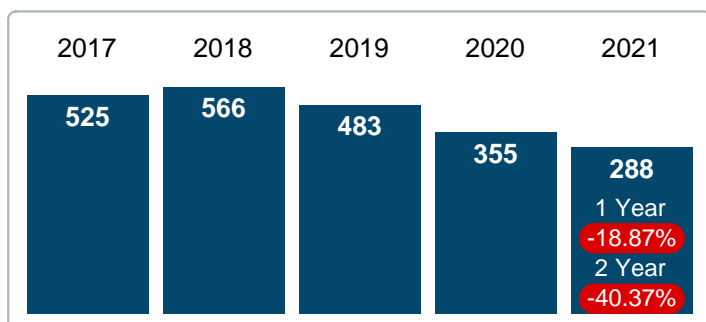
Area Delimited by County Of Washington



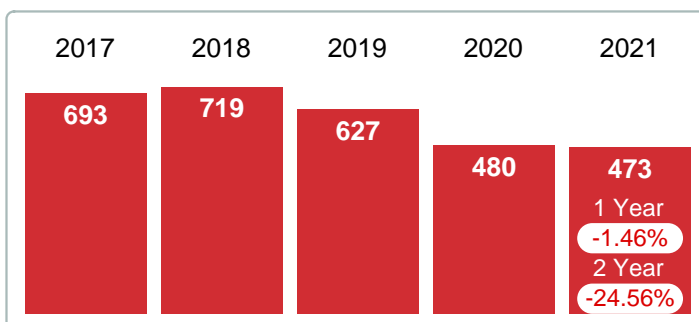
ACTIVE INVENTORY

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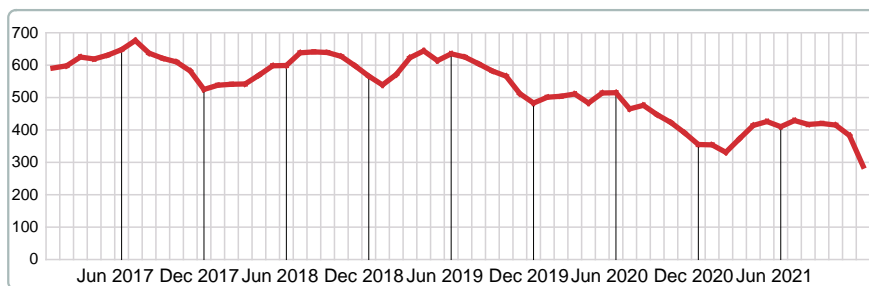
END OF DECEMBER



ACTIVE DURING DECEMBER

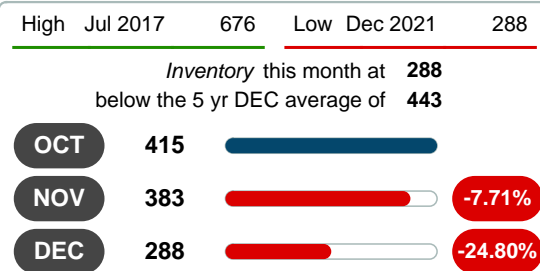


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 443



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds			
\$0 and less	0	0.00%	0.0	0	0	0	0			
\$1-\$25,000	33	11.46%	62.5	30	3	0	0			
\$25,001-\$75,000	78	27.08%	145.1	71	6	1	0			
\$75,001-\$150,000	61	21.18%	97.1	37	20	3	1			
\$150,001-\$275,000	51	17.71%	62.8	20	15	14	2			
\$275,001-\$475,000	30	10.42%	89.3	15	3	11	1			
\$475,001 and up	35	12.15%	103.5	22	6	5	2			
Total Active Inventory by Units				288		195	53	34	6	
Total Active Inventory by Volume				66,930,249	100%	100.0	38.74M	13.19M	11.78M	3.22M
Average Active Inventory Listing Price				\$232,397			\$198,674	\$248,891	\$346,400	\$536,650



December 2021

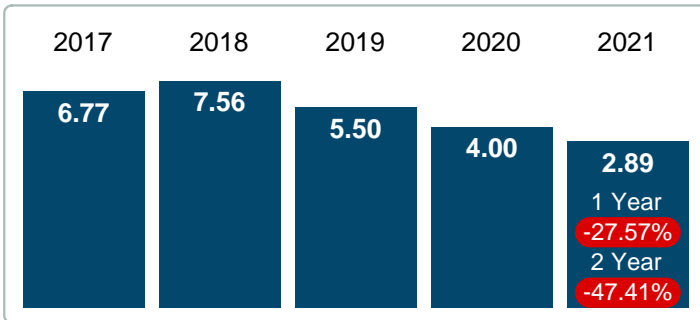
Area Delimited by County Of Washington



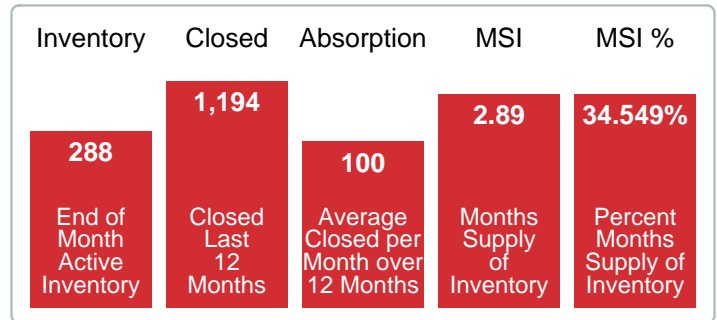
MONTHS SUPPLY of INVENTORY (MSI)

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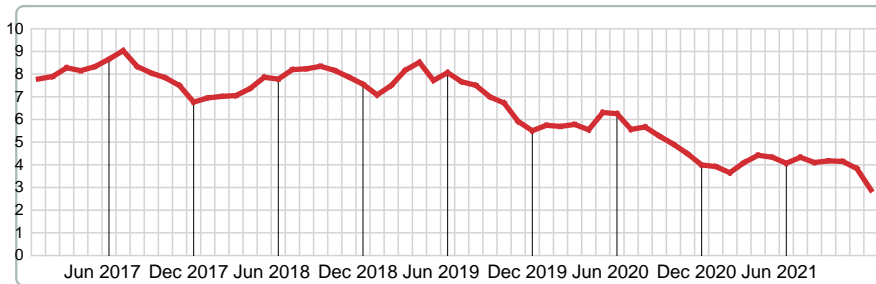
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021

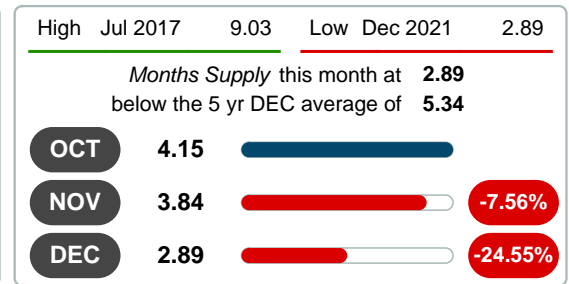


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 5.34



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
\$10,000 and less	6	2.08%	1.18	1.46	0.67	0.00	0.00
\$10,001 - \$40,000	46	15.97%	8.00	10.72	2.40	0.00	0.00
\$40,001 - \$70,000	47	16.32%	4.66	7.30	1.09	1.50	0.00
\$70,001 - \$160,000	80	27.78%	2.27	7.71	0.87	1.06	12.00
\$160,001 - \$280,000	44	15.28%	1.51	6.92	0.90	1.28	1.26
\$280,001 - \$490,000	33	11.46%	2.89	13.60	1.33	1.89	0.63
\$490,001 and up	32	11.11%	11.29	34.29	10.29	3.69	3.43
Market Supply of Inventory (MSI)			2.89	8.10	1.07	1.53	1.57
Total Active Inventory by Units		100%	288	195	53	34	6



December 2021

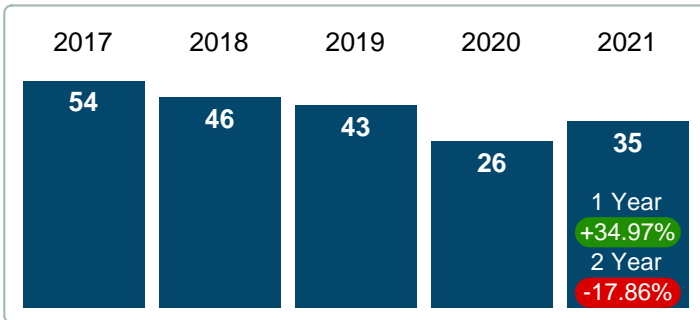
Area Delimited by County Of Washington



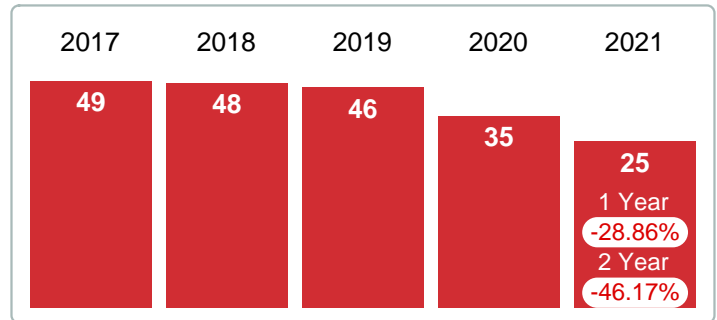
AVERAGE DAYS ON MARKET TO SALE

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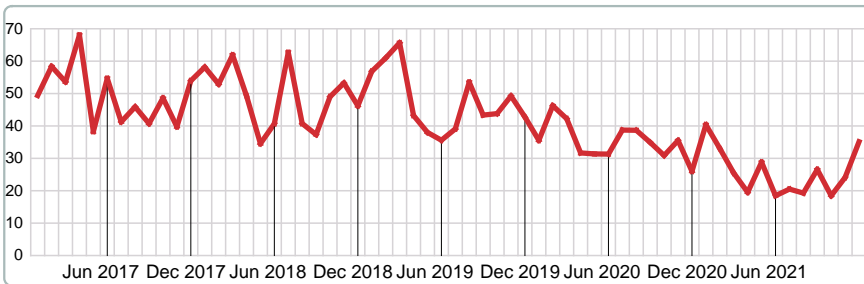
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

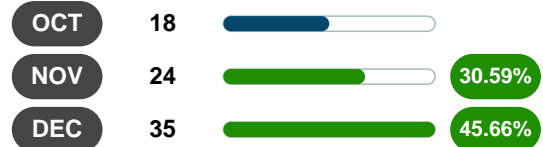


3 MONTHS

5 year DEC AVG = 41

High Apr 2017 68 Low Jun 2021 18

Average Days on Market to Sale this month at 35 below the 5 yr DEC average of 41



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
\$25,000 and less	6.59%	85	96	28	0	0
\$25,001 - \$75,000	15.38%	49	48	52	0	0
\$75,001 - \$100,000	8.79%	10	2	13	3	0
\$100,001 - \$175,000	32.97%	17	46	15	12	0
\$175,001 - \$225,000	13.19%	16	0	19	8	0
\$225,001 - \$300,000	10.99%	39	0	35	36	68
\$300,001 and up	12.09%	76	105	92	52	0
Average Closed DOM		35	63	26	30	68
Total Closed Units	100%	91	20	53	17	1
Total Closed Volume		15,956,916	1.69M	9.32M	4.70M	248.50K

December 2021



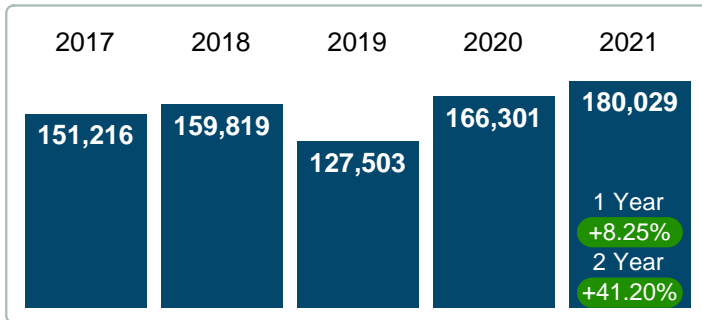
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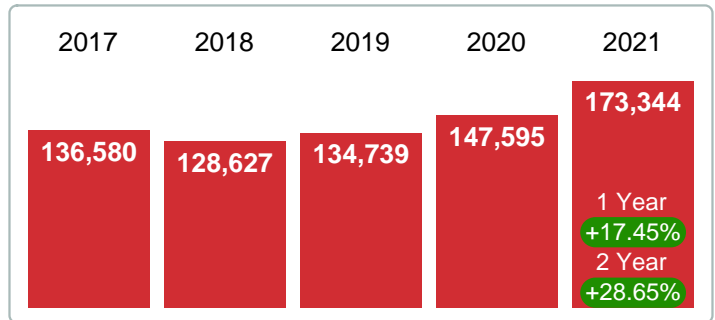
AVERAGE LIST PRICE AT CLOSING

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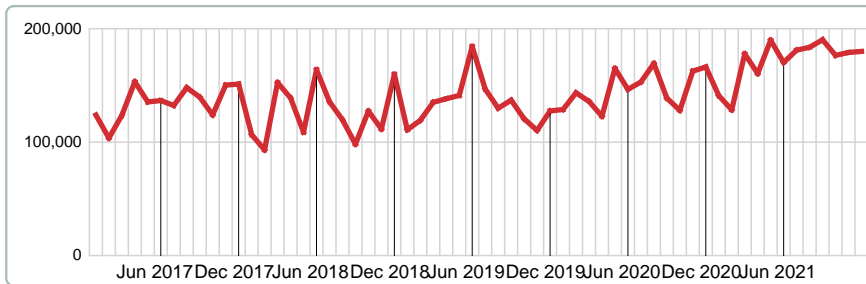
DECEMBER



YEAR TO DATE (YTD)

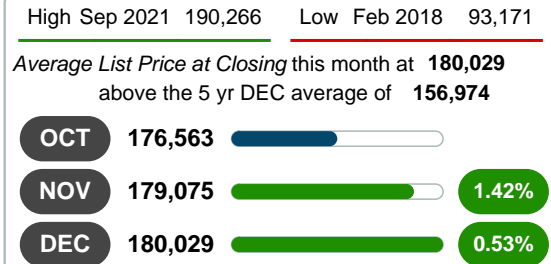


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 156,974



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
\$25,000 and less	6.59%	9,033	10,580	1,300	0	0
\$25,001 - \$75,000	15.38%	56,964	52,800	69,000	0	0
\$75,001 - \$100,000	8.79%	91,025	82,500	94,283	73,500	0
\$100,001 - \$175,000	34.07%	140,977	147,500	139,136	142,333	0
\$175,001 - \$225,000	10.99%	200,300	0	202,567	198,267	0
\$225,001 - \$300,000	13.19%	267,417	0	269,200	271,040	240,000
\$300,001 and up	10.99%	522,040	417,500	596,100	458,600	0
Average List Price		180,029	89,670	181,240	279,029	240,000
Total Closed Units	100%	180,029	20	53	17	1
Total Closed Volume		16,382,599	1.79M	9.61M	4.74M	240.00K



December 2021

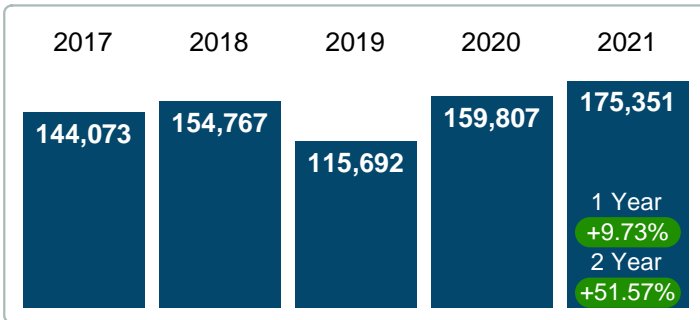
Area Delimited by County Of Washington



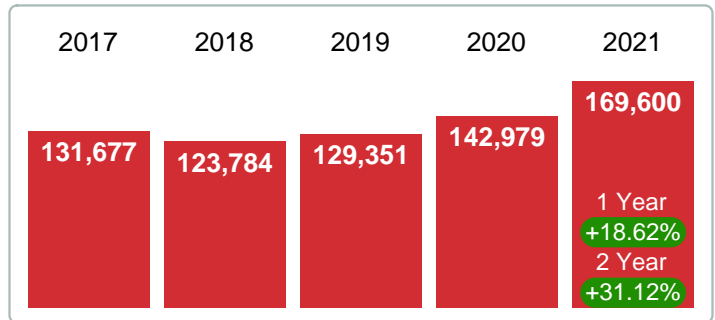
AVERAGE SOLD PRICE AT CLOSING

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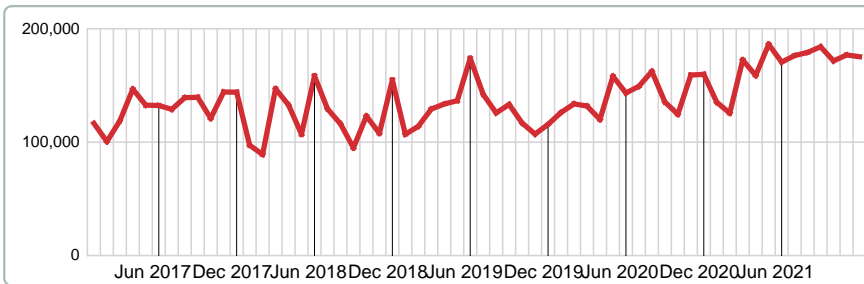
DECEMBER



YEAR TO DATE (YTD)

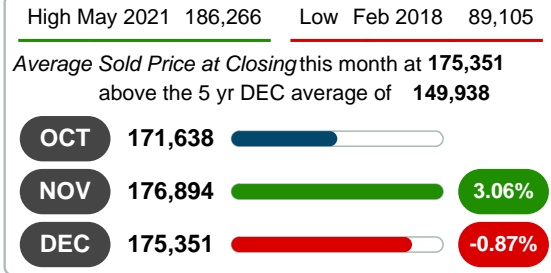


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 149,938



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
\$25,000 and less	6.59%	7,367	8,580	1,300	0	0
\$25,001 - \$75,000	15.38%	53,029	47,940	65,750	0	0
\$75,001 - \$100,000	8.79%	92,250	82,500	95,000	85,500	0
\$100,001 - \$175,000	32.97%	140,360	147,500	139,992	138,667	0
\$175,001 - \$225,000	13.19%	200,442	0	199,700	202,667	0
\$225,001 - \$300,000	10.99%	266,010	0	265,900	269,600	248,500
\$300,001 and up	12.09%	468,738	393,550	532,375	447,903	0
Average Sold Price		175,351	84,345	175,934	276,295	248,500
Total Closed Units	100%	175,351	20	53	17	1
Total Closed Volume		15,956,916	1.69M	9.32M	4.70M	248.50K

December 2021



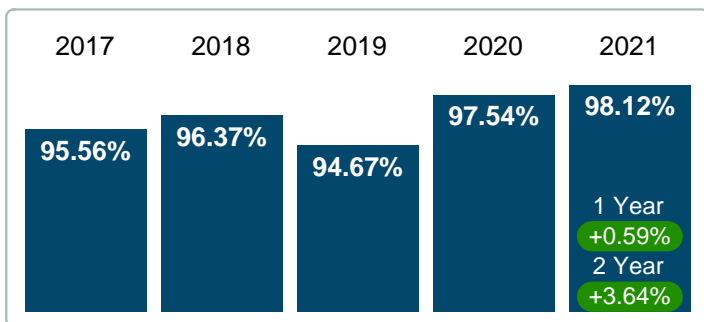
Area Delimited by County Of Washington



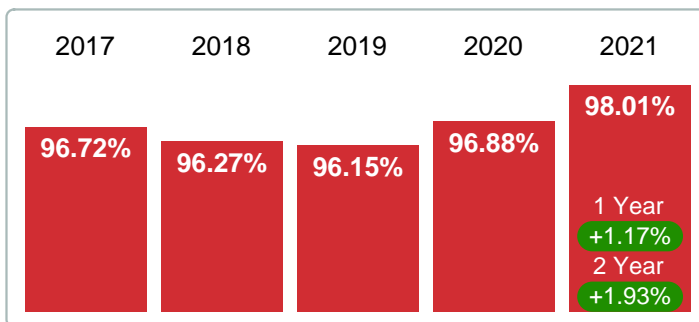
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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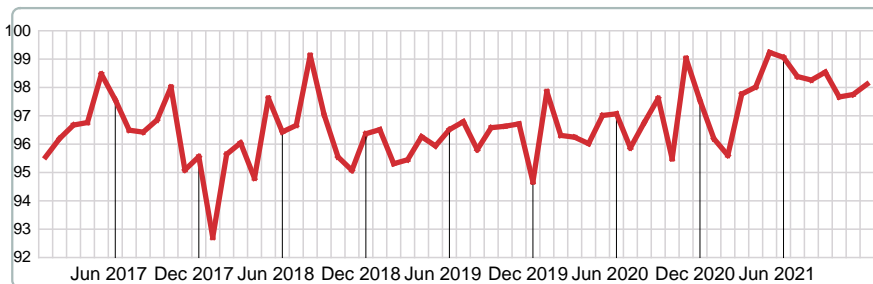
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

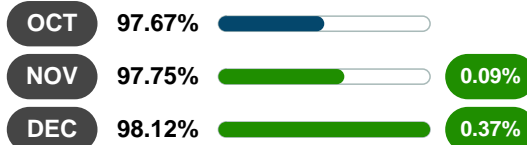


3 MONTHS

5 year DEC AVG = 96.45%

High May 2021 99.24% Low Jan 2018 92.71%

Average Sold/List Ratio this month at **98.12%** above the 5 yr DEC average of **96.45%**



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
\$25,000 and less	6	6.59%	93.33%	92.00%	100.00%	0.00%	0.00%
\$25,001 - \$75,000	14	15.38%	92.91%	92.07%	95.01%	0.00%	0.00%
\$75,001 - \$100,000	8	8.79%	102.72%	100.00%	100.91%	116.33%	0.00%
\$100,001 - \$175,000	30	32.97%	100.18%	100.00%	100.59%	96.92%	0.00%
\$175,001 - \$225,000	12	13.19%	99.74%	0.00%	98.95%	102.11%	0.00%
\$225,001 - \$300,000	10	10.99%	99.59%	0.00%	98.77%	99.45%	103.54%
\$300,001 and up	11	12.09%	95.26%	93.78%	91.11%	99.18%	0.00%
Average Sold/List Ratio		98.10%		93.42%	99.06%	100.38%	103.54%
Total Closed Units		91	100%	20	53	17	1
Total Closed Volume		15,956,916		1.69M	9.32M	4.70M	248.50K



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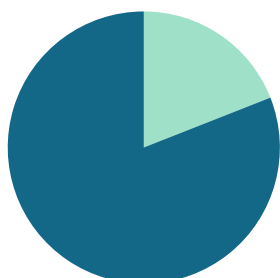
Area Delimited by County Of Washington



MARKET SUMMARY

Report produced on Jan 11, 2022 for MLS Technology Inc.

INVENTORY

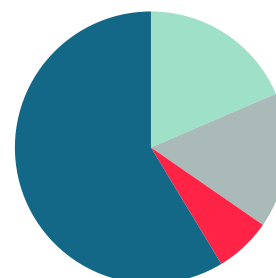


Inventory
 New Listings
90 = 19.03%
 Start Inventory
383
 Total Inventory Units
473
 Volume
\$99,541,948

Market Activity

Closed Sales
91 = 18.53%
 Pending Sales
79 = 16.09%
 Other Off Market
33 = 6.72%
 Active Inventory
288 = 58.66%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	95	91	-4.21%	1,066	1,194	12.01%
Pending Sales	83	79	-4.82%	1,046	1,198	14.53%
New Listings	89	90	1.12%	1,502	1,594	6.13%
Average List Price	166,301	180,029	8.25%	147,595	173,344	17.45%
Average Sale Price	159,807	175,351	9.73%	142,979	169,600	18.62%
Average Percent of Selling Price to List Price	97.54%	98.12%	0.59%	96.88%	98.01%	1.17%
Average Days on Market to Sale	26.02	35.12	34.97%	35.16	25.01	-28.86%
Monthly Inventory	355	288	-18.87%	355	288	-18.87%
Months Supply of Inventory	4.00	2.89	-27.57%	4.00	2.89	-27.57%

Absorption: Last 12 months, an Average of **100** Sales/Month

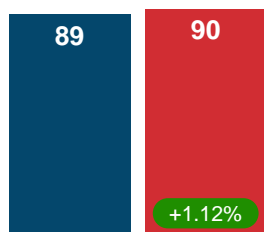
Inventory on December 31, 2021 = **288**

2020 **2021**

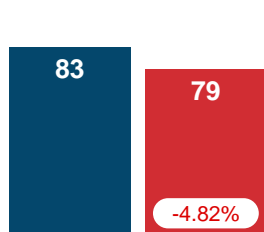
DECEMBER MARKET

AVERAGE PRICES

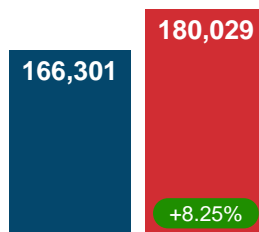
New Listings



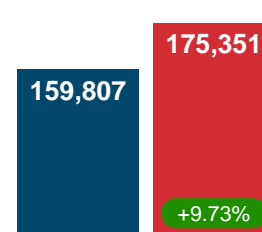
Pending Listings



List Price



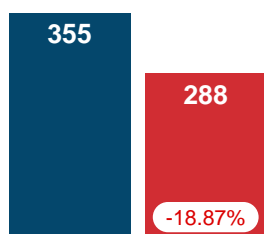
Sale Price



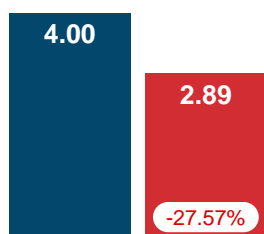
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

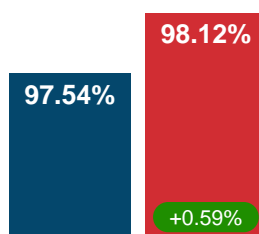
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

