



November 2021

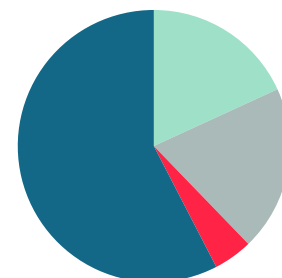
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 13, 2021 for MLS Technology Inc.

Compared Metrics	November		
	2020	2021	+/-%
Closed Listings	100	98	-2.00%
Pending Listings	81	106	30.86%
New Listings	93	120	29.03%
Average List Price	162,610	179,075	10.13%
Average Sale Price	159,183	176,894	11.13%
Average Percent of Selling Price to List Price	99.03%	97.75%	-1.29%
Average Days on Market to Sale	35.51	24.11	-32.10%
End of Month Inventory	389	311	-20.05%
Months Supply of Inventory	4.47	3.12	-30.26%



■ Closed (18.15%)
■ Pending (19.63%)
■ Other OffMarket (4.63%)
■ Active (57.59%)

Absorption: Last 12 months, an Average of **100** Sales/Month
Active Inventory as of November 30, 2021 = **311**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **20.05%** to 311 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 **3.12** 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 **11.13%** in November 2021 to \$176,894 versus the previous year at \$159,183.

Average Days on Market Shortens

The average number of **24.11** days that homes spent on the market before selling decreased by 11.40 days or **32.10%** in November 2021 compared to last year's same month at **35.51** 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 120 New Listings in November 2021, up **29.03%** from last year at 93. Furthermore, there were 98 Closed Listings this month versus last year at 100, a **-2.00%** decrease.

Closed versus Listed trends yielded a **81.7%** ratio, down from previous year's, November 2020, at **107.5%**, a **24.05%** 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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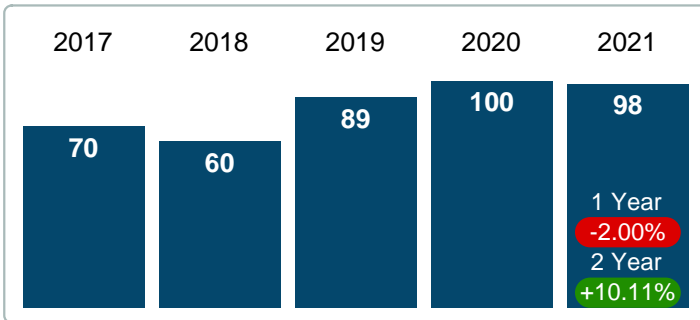
Area Delimited by County Of Washington



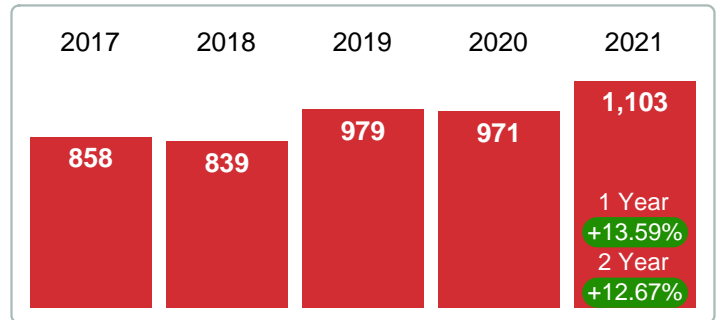
CLOSED LISTINGS

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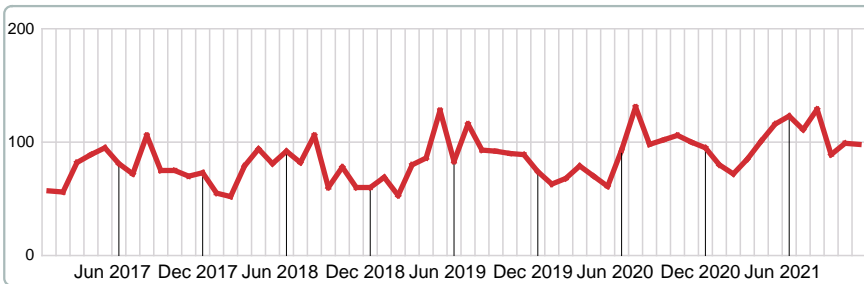
NOVEMBER



YEAR TO DATE (YTD)

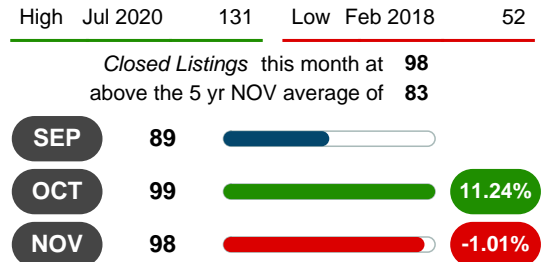


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 83



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings 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-\$75,000	18	18.37%	33.6	13	3	2	0
\$75,001-\$125,000	19	19.39%	22.8	6	10	3	0
\$125,001-\$175,000	24	24.49%	10.0	4	15	5	0
\$175,001-\$225,000	8	8.16%	25.3	0	7	1	0
\$225,001-\$325,000	19	19.39%	24.5	3	5	9	2
\$325,001 and up	10	10.20%	41.7	2	2	5	1
Total Closed Units	98			28	42	25	3
Total Closed Volume	17,335,563	100%	24.1	2.99M	6.94M	6.28M	1.13M
Average Closed Price	\$176,894			\$106,921	\$165,179	\$251,090	\$375,667



November 2021

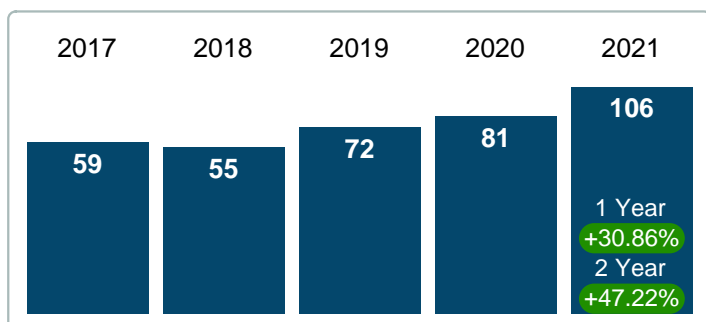
Area Delimited by County Of Washington



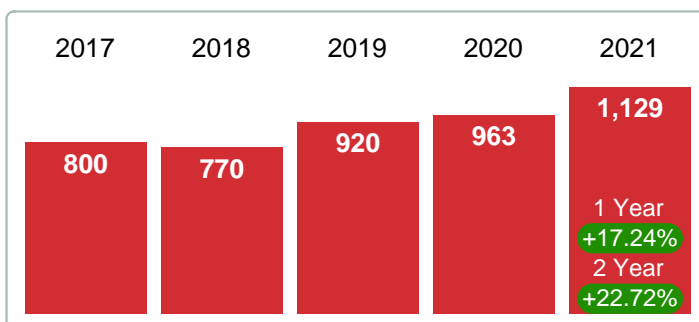
PENDING LISTINGS

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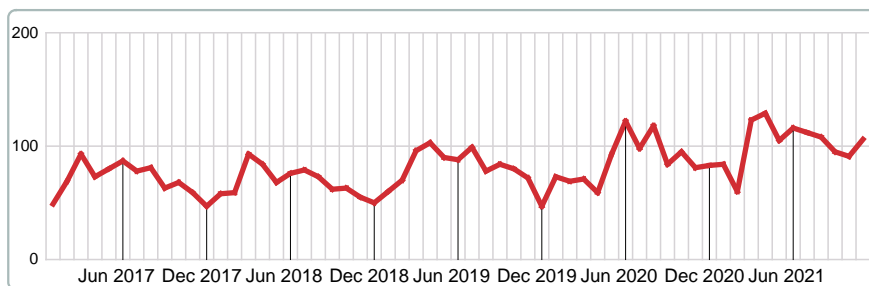
NOVEMBER



YEAR TO DATE (YTD)

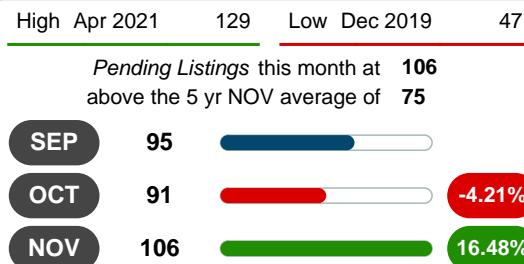


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 75



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	6	5.66%	47.3	3	3	0	0
\$50,001 - \$75,000	11	10.38%	34.2	6	4	1	0
\$75,001 - \$125,000	19	17.92%	23.9	5	11	3	0
\$125,001 - \$175,000	30	28.30%	25.3	2	21	7	0
\$175,001 - \$225,000	16	15.09%	25.6	2	8	6	0
\$225,001 - \$275,000	12	11.32%	16.6	0	3	9	0
\$275,001 and up	12	11.32%	73.8	3	2	6	1
Total Pending Units	106			21	52	32	1
Total Pending Volume	18,205,949	100%	33.7	2.82M	7.61M	7.15M	622.00K
Average Listing Price	\$182,309			\$134,210	\$146,433	\$223,471	\$622,000



November 2021

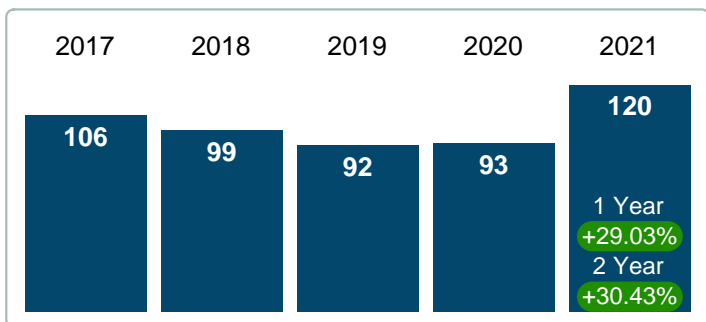
Area Delimited by County Of Washington



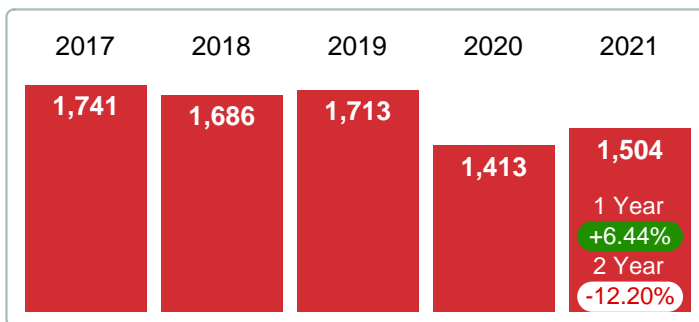
NEW LISTINGS

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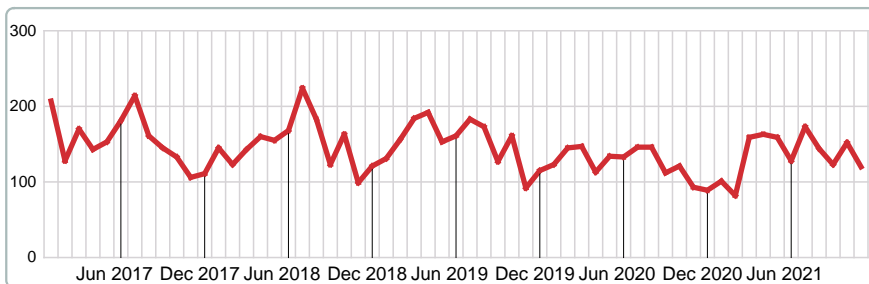
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 102

High Jul 2018 224 Low Feb 2021 82

New Listings this month at 120
above the 5 yr NOV average of 102



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	10	8.33%	7	2	1	0
\$30,001 - \$80,000	17	14.17%	13	4	0	0
\$80,001 - \$130,000	19	15.83%	7	10	2	0
\$130,001 - \$170,000	27	22.50%	9	11	7	0
\$170,001 - \$220,000	17	14.17%	3	9	5	0
\$220,001 - \$290,000	17	14.17%	1	3	12	1
\$290,001 and up	13	10.83%	4	5	4	0
Total New Listed Units	120		44	44	31	1
Total New Listed Volume	20,113,978	100%	5.68M	7.69M	6.50M	239.90K
Average New Listed Listing Price	\$52,668		\$129,105	\$174,759	\$209,809	\$239,900



November 2021

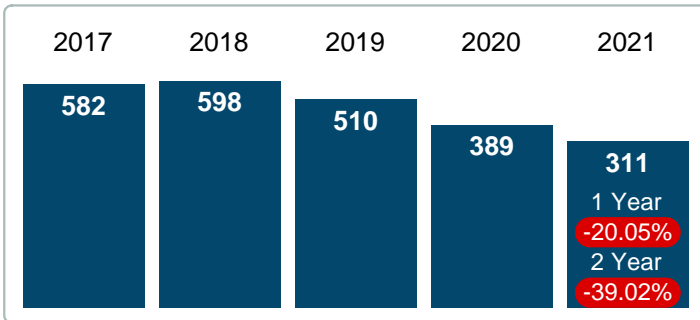
Area Delimited by County Of Washington



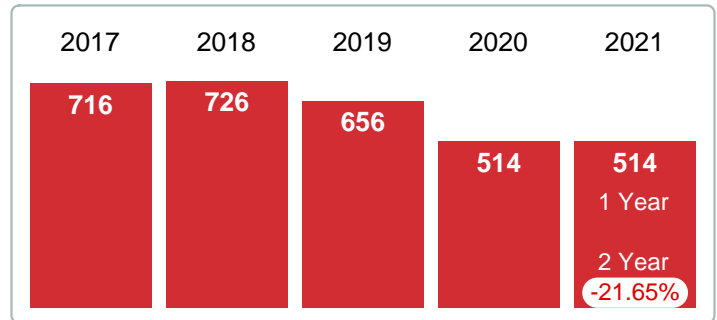
ACTIVE INVENTORY

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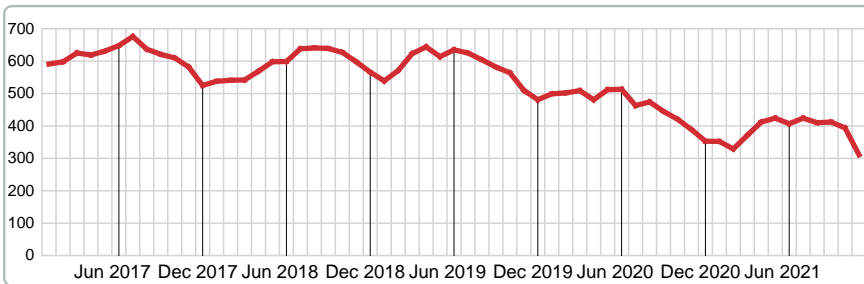
END OF NOVEMBER



ACTIVE DURING NOVEMBER

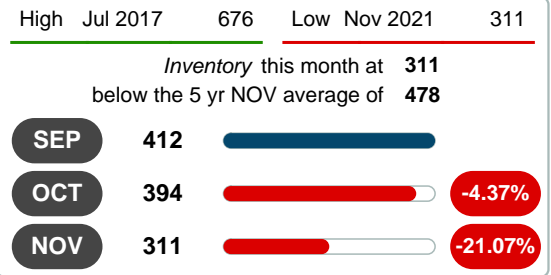


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 478



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	30	9.65%	211.6	29	1	0	0
\$25,001 - \$50,000	38	12.22%	139.5	36	2	0	0
\$50,001 - \$75,000	51	16.40%	93.1	43	6	2	0
\$75,001 - \$150,000	72	23.15%	80.8	40	27	4	1
\$150,001 - \$225,000	41	13.18%	38.6	17	16	8	0
\$225,001 - \$450,000	49	15.76%	74.9	16	9	22	2
\$450,001 and up	30	9.65%	94.0	18	4	6	2
Total Active Inventory by Units			311	199	65	42	5
Total Active Inventory by Volume			60,238,398	32.33M	12.13M	12.77M	3.02M
Average Active Inventory Listing Price			\$193,693	\$162,467	\$186,545	\$303,930	\$603,380



November 2021

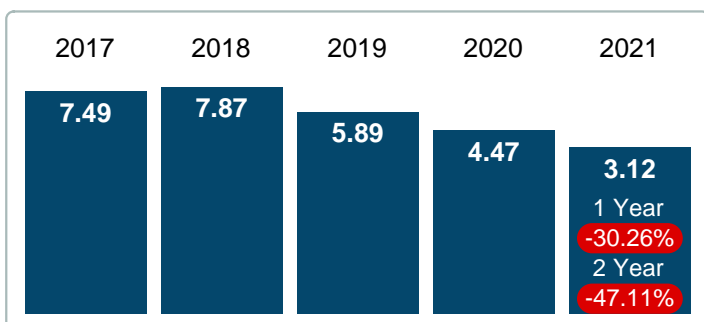
Area Delimited by County Of Washington



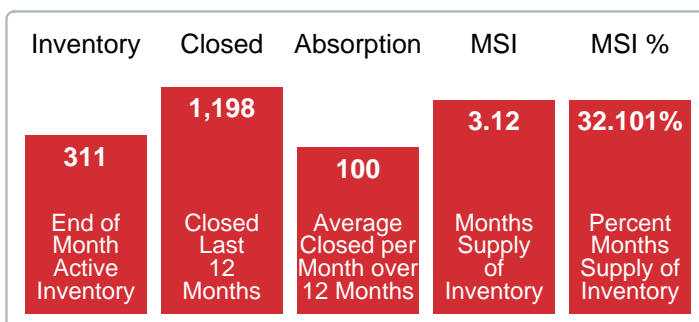
MONTHS SUPPLY of INVENTORY (MSI)

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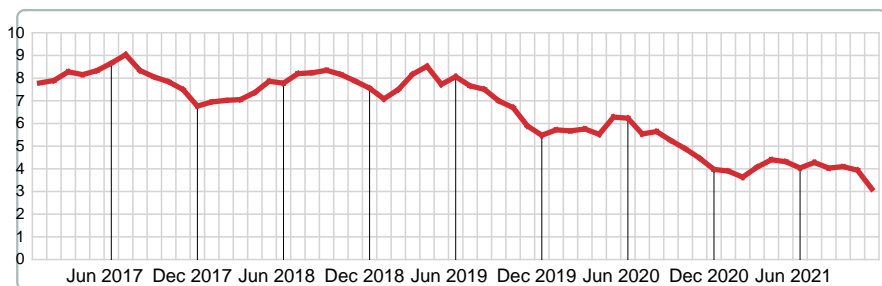
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

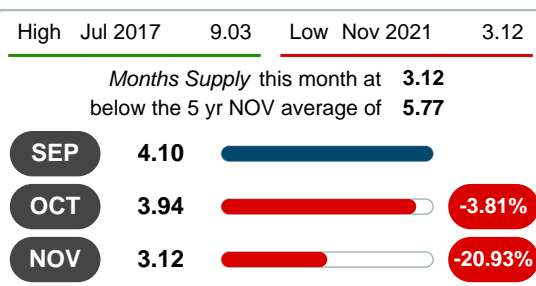


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 5.77



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
\$20,000 and less	27	8.68%	4.15	6.24	0.48	0.00	0.00
\$20,001 - \$50,000	41	13.18%	5.53	8.07	0.86	0.00	0.00
\$50,001 - \$70,000	33	10.61%	4.21	6.86	1.26	1.71	0.00
\$70,001 - \$150,000	90	28.94%	2.94	8.05	1.35	2.31	12.00
\$150,001 - \$240,000	47	15.11%	1.79	10.29	1.17	1.28	0.71
\$240,001 - \$450,000	43	13.83%	2.40	8.18	2.00	1.90	0.48
\$450,001 and up	30	9.65%	9.00	27.00	5.33	4.80	3.00
Market Supply of Inventory (MSI)			3.12	8.23	1.34	1.82	1.18
Total Active Inventory by Units		100%	312	199	65	42	5



November 2021

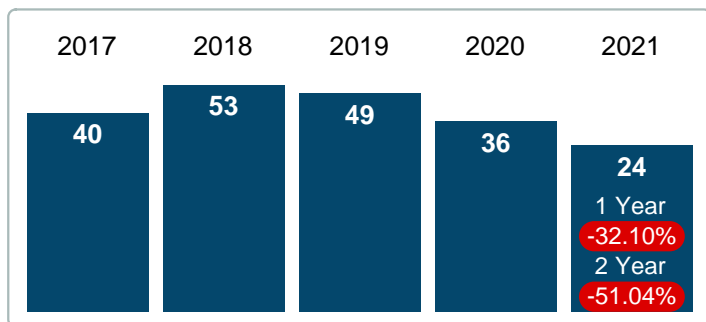
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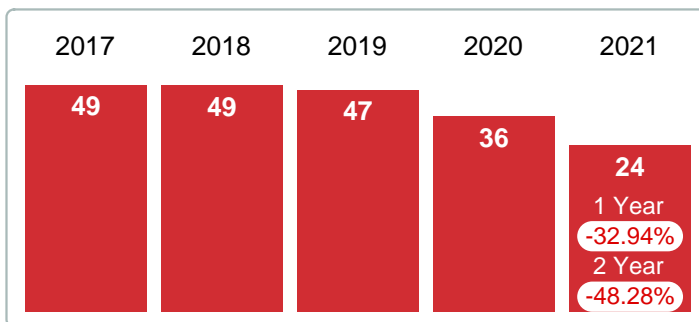
AVERAGE DAYS ON MARKET TO SALE

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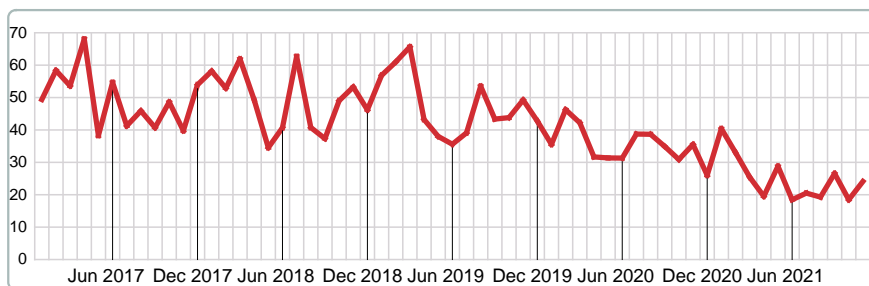
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 40

High Apr 2017 68 Low Jun 2021 18

Average Days on Market to Sale this month at 24 below the 5 yr NOV average of 40

Month	Value	Change
SEP	27	
OCT	18	-30.46%
NOV	24	30.59%

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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	18	18.37%	34	32	10	77	0
\$75,001-\$125,000	19	19.39%	23	34	21	7	0
\$125,001-\$175,000	24	24.49%	10	6	9	17	0
\$175,001-\$225,000	8	8.16%	25	0	29	2	0
\$225,001-\$325,000	19	19.39%	25	89	7	13	27
\$325,001 and up	10	10.20%	42	71	9	17	171
Average Closed DOM	24			38	15	18	75
Total Closed Units	98	100%	24	28	42	25	3
Total Closed Volume	17,335,563			2.99M	6.94M	6.28M	1.13M



November 2021

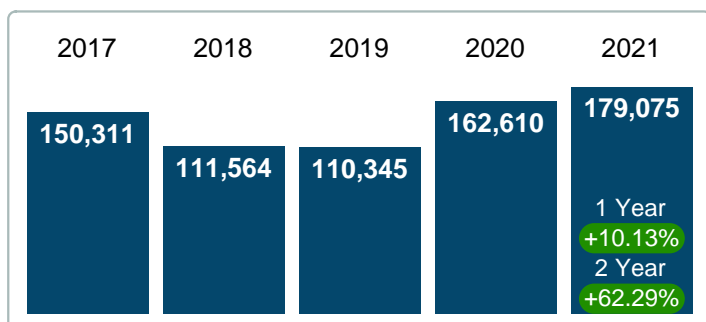
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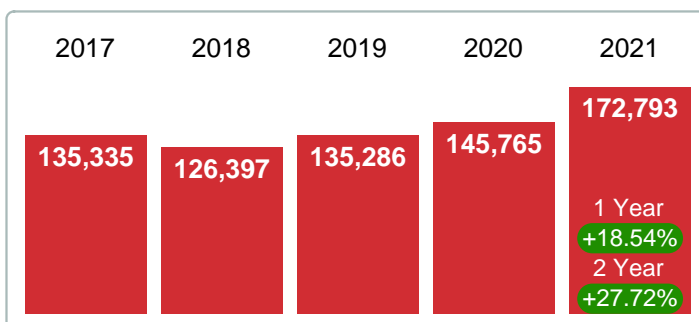
AVERAGE LIST PRICE AT CLOSING

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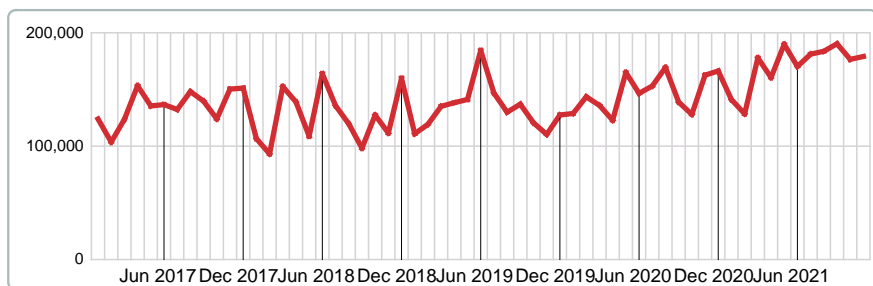
NOVEMBER



YEAR TO DATE (YTD)

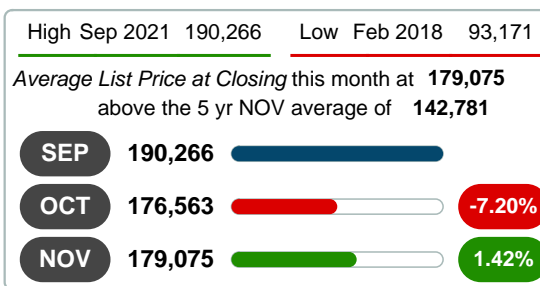


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 142,781



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	17	17.35%	26,812	35,395	8,610	44,425	0
\$75,001-\$125,000	20	20.41%	101,173	91,150	105,157	103,667	0
\$125,001-\$175,000	24	24.49%	151,425	141,750	152,487	154,980	0
\$175,001-\$225,000	11	11.22%	212,009	0	209,600	195,000	0
\$225,001-\$325,000	17	17.35%	274,259	288,167	236,800	273,544	268,700
\$325,001 and up	9	9.18%	493,489	345,000	435,000	508,780	622,000
Average List Price			179,075	111,733	163,950	255,022	386,467
Total Closed Units		100%	179,075	28	42	25	3
Total Closed Volume			17,549,374	3.13M	6.89M	6.38M	1.16M



November 2021

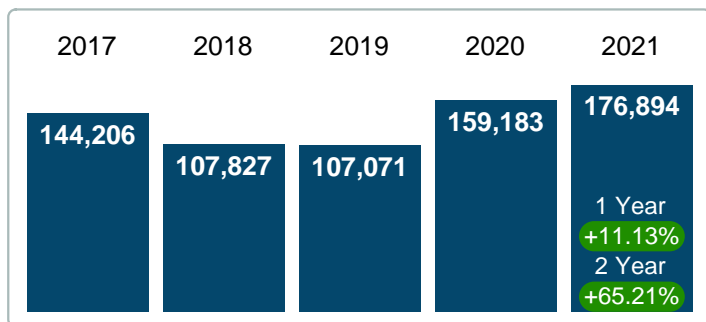
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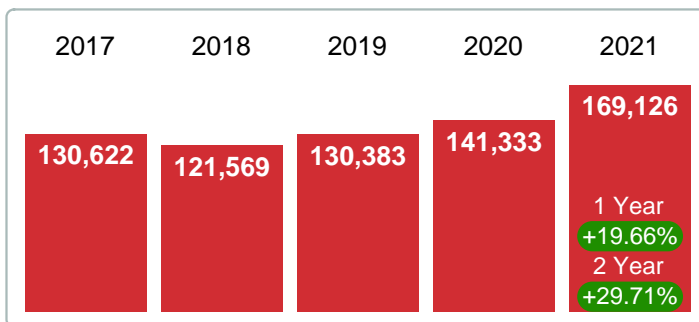
AVERAGE SOLD PRICE AT CLOSING

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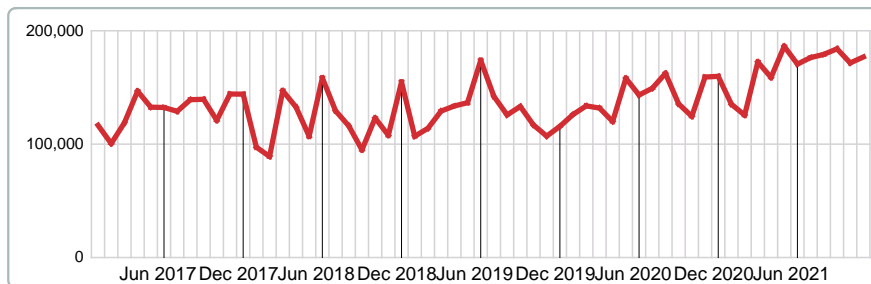
NOVEMBER



YEAR TO DATE (YTD)

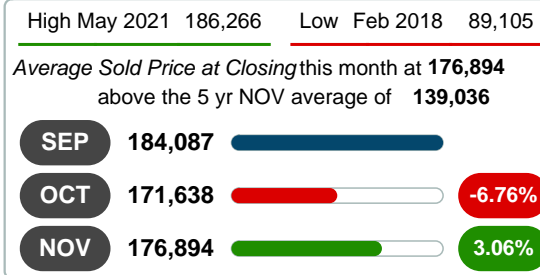


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 139,036



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	18	18.37%	27,032	29,993	8,610	35,425	0
\$75,001-\$125,000	19	19.39%	99,026	88,083	105,300	100,000	0
\$125,001-\$175,000	24	24.49%	152,717	144,000	154,647	153,900	0
\$175,001-\$225,000	8	8.16%	210,375	0	212,429	196,000	0
\$225,001-\$325,000	19	19.39%	263,442	273,333	244,400	273,156	252,500
\$325,001 and up	10	10.20%	461,388	339,690	415,000	496,500	622,000
Average Sold Price			176,894	106,921	165,179	251,090	375,667
Total Closed Units		100%	176,894	28	42	25	3
Total Closed Volume			17,335,563	2.99M	6.94M	6.28M	1.13M



November 2021

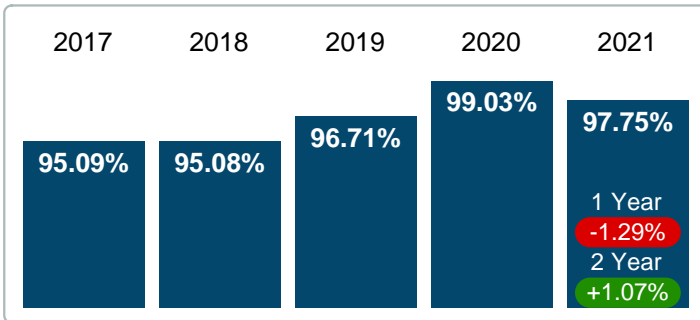
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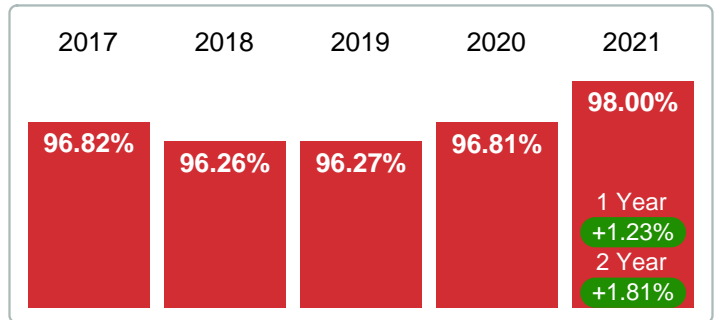
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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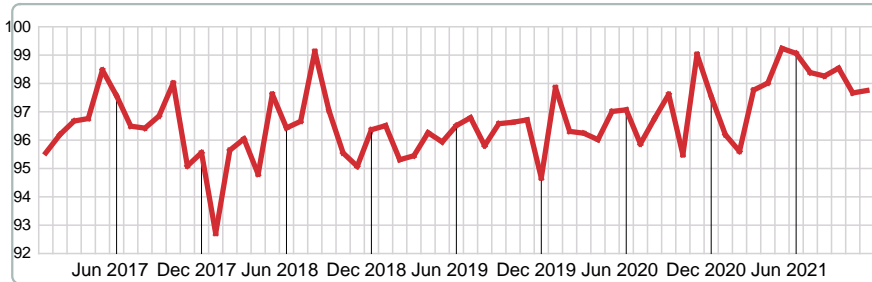
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 96.73%

High May 2021 99.24% Low Jan 2018 92.71%

Average Sold/List Ratio this month at **97.75%** above the 5 yr NOV average of **96.73%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	18	18.37%	88.53%	85.71%	100.00%	89.66%	0.00%
\$75,001-\$125,000	19	19.39%	98.69%	96.58%	100.60%	96.53%	0.00%
\$125,001-\$175,000	24	24.49%	100.98%	101.33%	101.47%	99.24%	0.00%
\$175,001-\$225,000	8	8.16%	101.28%	0.00%	101.39%	100.51%	0.00%
\$225,001-\$325,000	19	19.39%	99.57%	94.84%	103.25%	100.13%	94.93%
\$325,001 and up	10	10.20%	98.55%	100.54%	97.67%	97.82%	100.00%
Average Sold/List Ratio		97.80%		92.31%	101.17%	98.23%	96.62%
Total Closed Units		98	100%	28	42	25	3
Total Closed Volume		17,335,563		2.99M	6.94M	6.28M	1.13M



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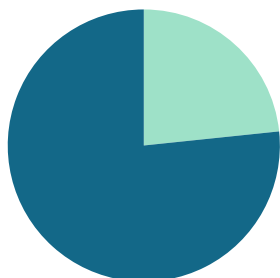
Area Delimited by County Of Washington



MARKET SUMMARY

Report produced on Dec 13, 2021 for MLS Technology Inc.

INVENTORY

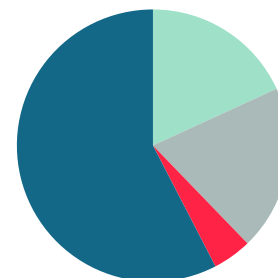


Inventory
 New Listings
120 = 23.35%
 Start Inventory
394
 Total Inventory Units
514
 Volume
\$98,367,722

Market Activity

Closed Sales
98 = 18.15%
 Pending Sales
106 = 19.63%
 Other Off Market
25 = 4.63%
 Active Inventory
311 = 57.59%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	100	98	-2.00%	971	1,103	13.59%
Pending Sales	81	106	30.86%	963	1,129	17.24%
New Listings	93	120	29.03%	1,413	1,504	6.44%
Average List Price	162,610	179,075	10.13%	145,765	172,793	18.54%
Average Sale Price	159,183	176,894	11.13%	141,333	169,126	19.66%
Average Percent of Selling Price to List Price	99.03%	97.75%	-1.29%	96.81%	98.00%	1.23%
Average Days on Market to Sale	35.51	24.11	-32.10%	36.06	24.18	-32.94%
Monthly Inventory	389	311	-20.05%	389	311	-20.05%
Months Supply of Inventory	4.47	3.12	-30.26%	4.47	3.12	-30.26%

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

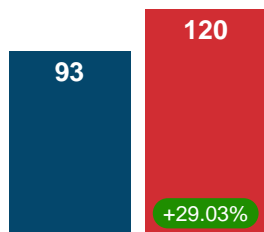
Inventory on November 30, 2021 = **311**

2020 **2021**

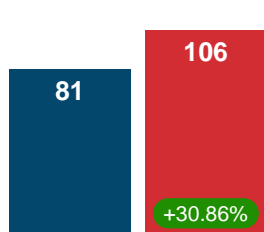
NOVEMBER MARKET

AVERAGE PRICES

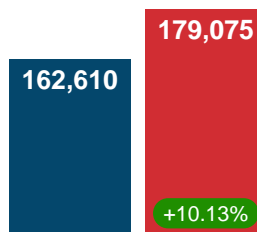
New Listings



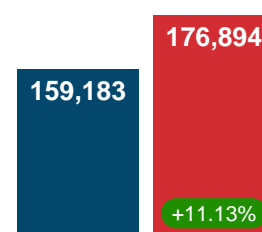
Pending Listings



List Price



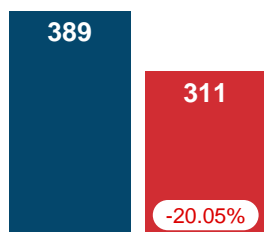
Sale Price



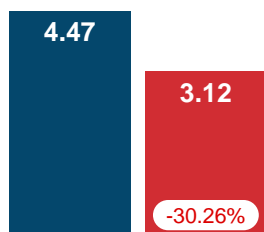
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

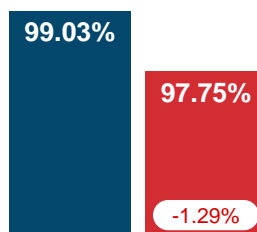
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

