

November 2021

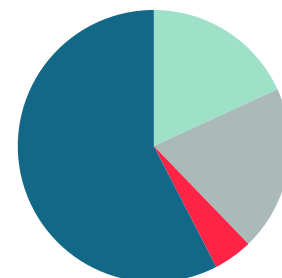
Area Delimited by County Of Washington



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%
Median List Price	127,450	148,000	16.12%
Median Sale Price	128,160	150,500	17.43%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	10.00	9.50	-5.00%
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.

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 **17.43%** in November 2021 to \$150,500 versus the previous year at \$128,160.

Median Days on Market Shortens

The median number of **9.50** days that homes spent on the market before selling decreased by 0.50 days or **5.00%** in November 2021 compared to last year's same month at **10.00** 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 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



November 2021

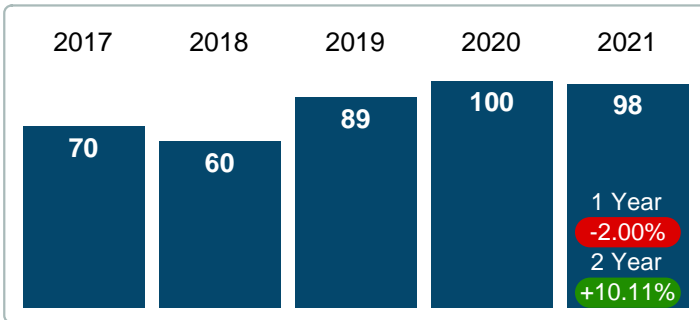
Area Delimited by County Of Washington



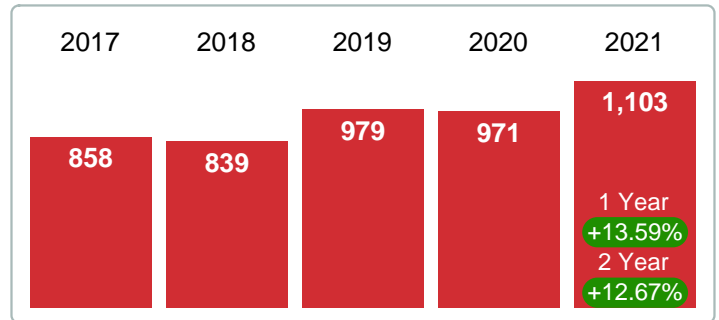
CLOSED LISTINGS

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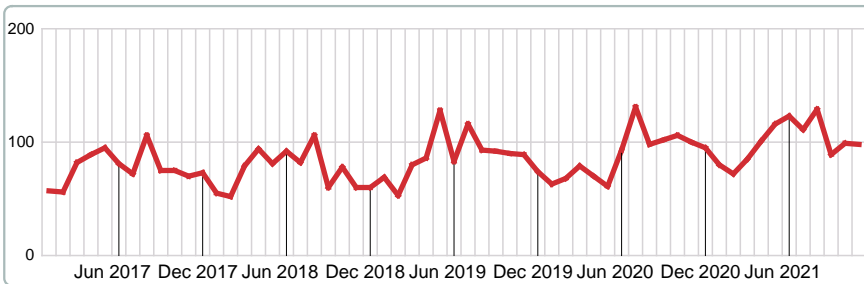
NOVEMBER



YEAR TO DATE (YTD)

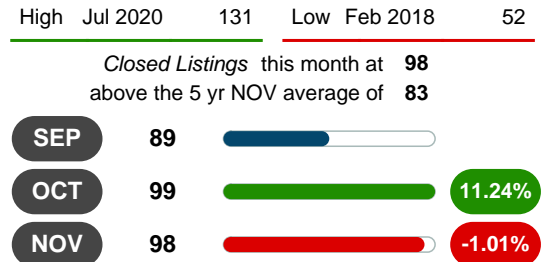


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 83



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	21.0	13	3	2	0
\$75,001-\$125,000	19	19.39%	9.0	6	10	3	0
\$125,001-\$175,000	24	24.49%	6.5	4	15	5	0
\$175,001-\$225,000	8	8.16%	9.0	0	7	1	0
\$225,001-\$325,000	19	19.39%	9.0	3	5	9	2
\$325,001 and up	10	10.20%	14.5	2	2	5	1
Total Closed Units	98			28	42	25	3
Total Closed Volume	17,335,563	100%	9.5	2.99M	6.94M	6.28M	1.13M
Median Closed Price	\$150,500			\$76,750	\$154,500	\$228,900	\$260,000



November 2021

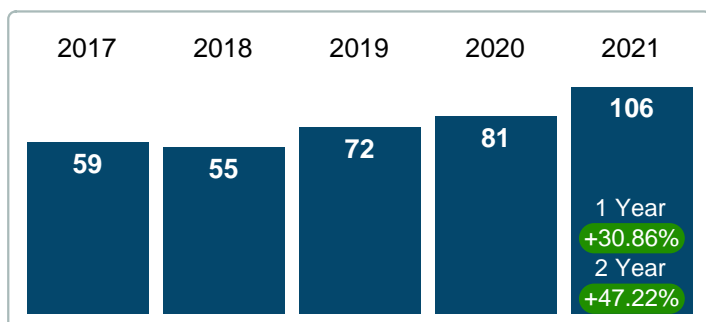
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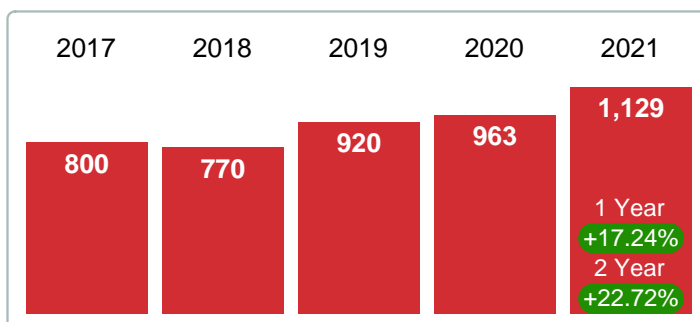
PENDING LISTINGS

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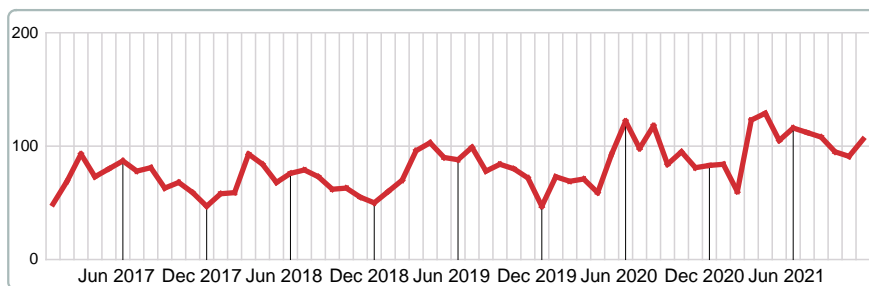
NOVEMBER



YEAR TO DATE (YTD)

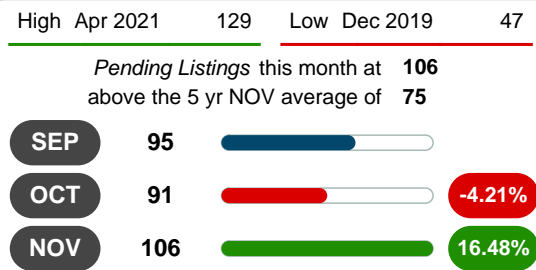


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 75



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	8	7.55%	26.0	4	4	0	0
\$60,001 - \$90,000	14	13.21%	17.5	8	5	1	0
\$90,001 - \$130,000	18	16.98%	5.0	3	12	3	0
\$130,001 - \$170,000	24	22.64%	6.5	1	16	7	0
\$170,001 - \$220,000	15	14.15%	12.0	2	8	5	0
\$220,001 - \$270,000	14	13.21%	14.5	0	5	9	0
\$270,001 and up	13	12.26%	18.0	3	2	7	1
Total Pending Units	106			21	52	32	1
Total Pending Volume	18,205,949	100%	11.0	2.82M	7.61M	7.15M	622.00K
Median Listing Price	\$149,900			\$87,500	\$139,950	\$217,000	\$622,000



November 2021

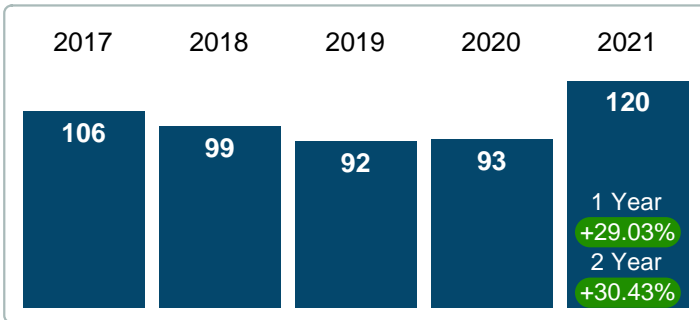
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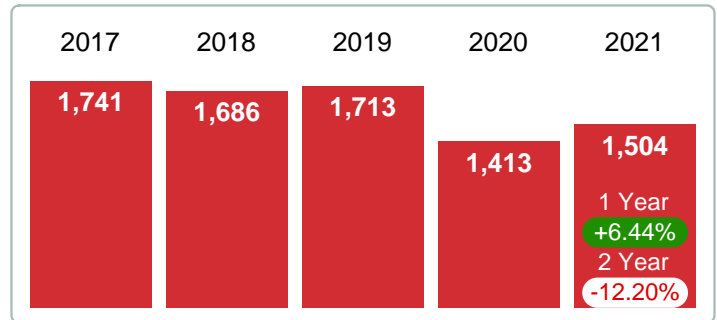
NEW LISTINGS

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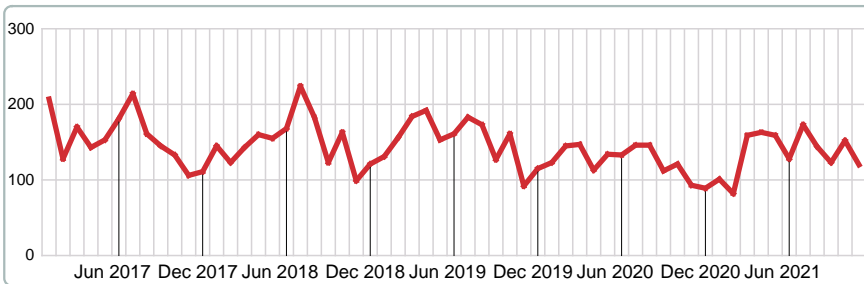
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

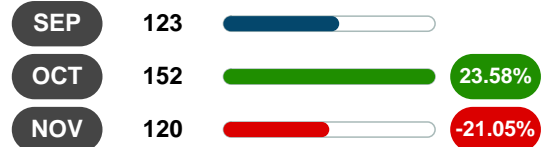


3 MONTHS

5 year NOV AVG = 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
\$25,000 and less	8	6.67%	5	2	1	0
\$25,001 - \$75,000	18	15.00%	14	4	0	0
\$75,001 - \$125,000	16	13.33%	6	9	1	0
\$125,001 - \$175,000	35	29.17%	12	14	9	0
\$175,001 - \$225,000	17	14.17%	3	8	6	0
\$225,001 - \$275,000	13	10.83%	0	2	10	1
\$275,001 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
Median New Listed Listing Price	\$151,000		\$92,450	\$140,000	\$224,900	\$239,900



November 2021

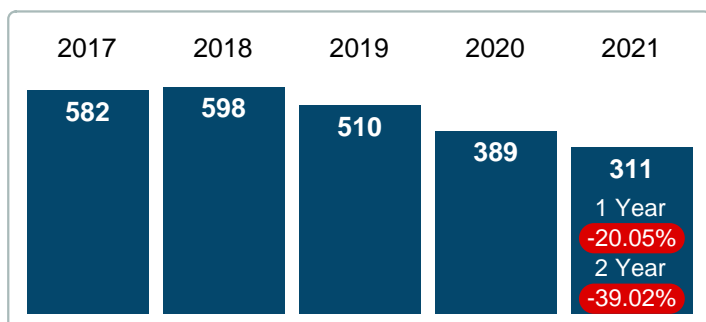
Area Delimited by County Of Washington



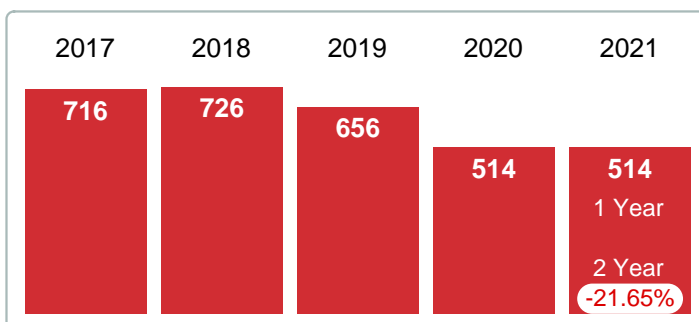
ACTIVE INVENTORY

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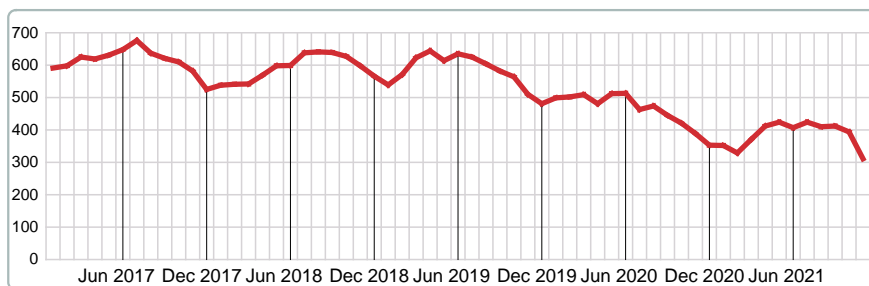
END OF NOVEMBER



ACTIVE DURING NOVEMBER

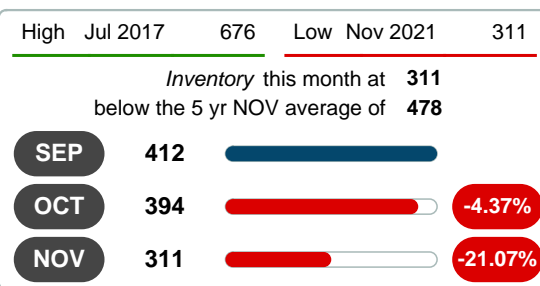


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 478



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	27	8.68%	354.0	26	1	0	0
\$20,001 - \$50,000	41	13.18%	131.0	39	2	0	0
\$50,001 - \$70,000	33	10.61%	105.0	28	4	1	0
\$70,001 - \$150,000	90	28.94%	48.0	55	29	5	1
\$150,001 - \$240,000	47	15.11%	27.0	18	17	11	1
\$240,001 - \$450,000	43	13.83%	56.0	15	8	19	1
\$450,001 and up	30	9.65%	79.0	18	4	6	2
Total Active Inventory by Units	311			199	65	42	5
Total Active Inventory by Volume	60,238,398	100%	63.0	32.33M	12.13M	12.77M	3.02M
Median Active Inventory Listing Price	\$127,500			\$72,500	\$145,455	\$248,145	\$365,000



November 2021

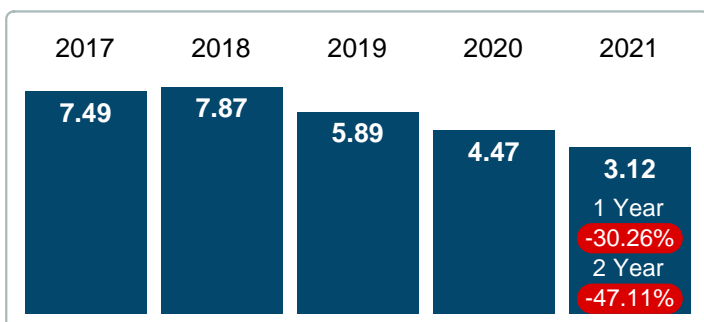
Area Delimited by County Of Washington



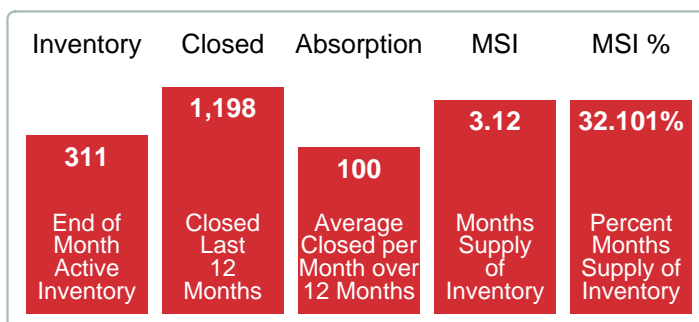
MONTHS SUPPLY of INVENTORY (MSI)

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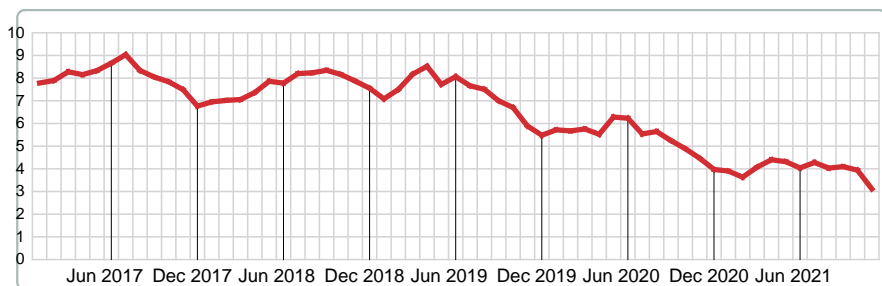
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

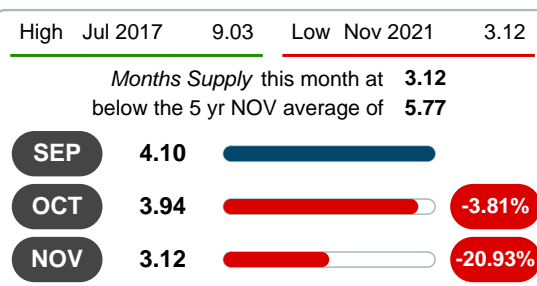


5 YEAR MARKET ACTIVITY TRENDS



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	311	100%	3.12	199	65	42	5



November 2021

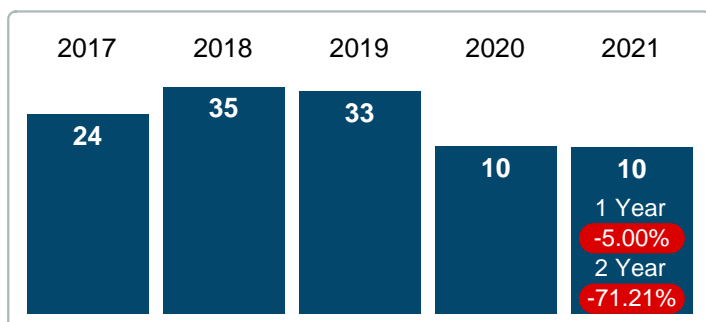
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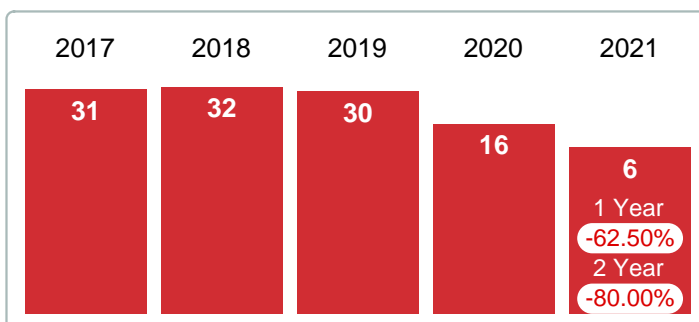
MEDIAN DAYS ON MARKET TO SALE

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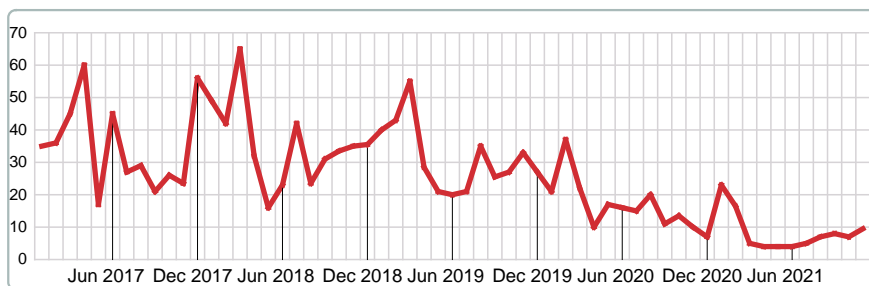
NOVEMBER



YEAR TO DATE (YTD)

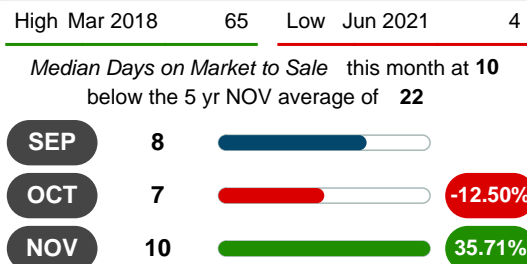


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 22



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
\$0 and less	0	0.00%	79	0	0	0	0
\$1-\$75,000	18	18.37%	21	22	4	77	0
\$75,001-\$125,000	19	19.39%	9	19	9	7	0
\$125,001-\$175,000	24	24.49%	7	1	6	15	0
\$175,001-\$225,000	8	8.16%	9	0	11	2	0
\$225,001-\$325,000	19	19.39%	9	73	3	4	27
\$325,001 and up	10	10.20%	15	71	9	15	171
Median Closed DOM	10		9.5	21	7	9	28
Total Closed Units	98	100%		28	42	25	3
Total Closed Volume	17,335,563			2.99M	6.94M	6.28M	1.13M



November 2021

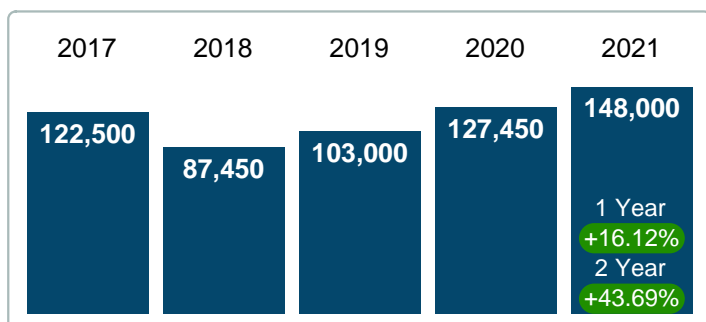
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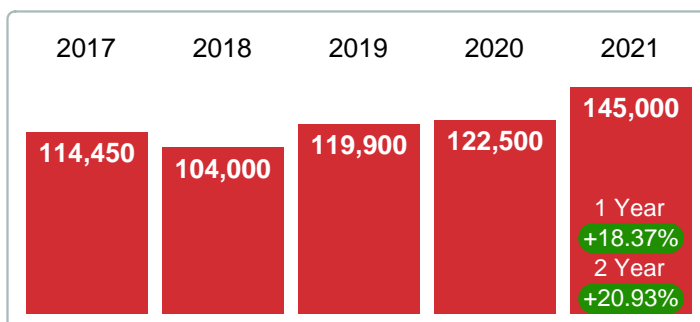
MEDIAN LIST PRICE AT CLOSING

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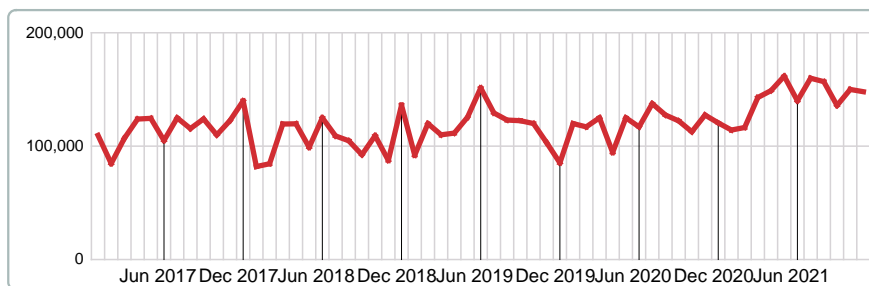
NOVEMBER



YEAR TO DATE (YTD)

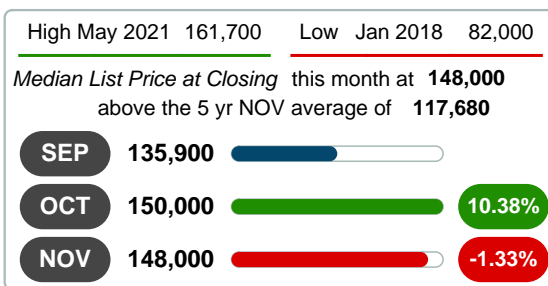


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 117,680



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
\$20,000 and less	8.16%	1,200	700	1,165	1,850	0
\$20,001 - \$80,000	11.22%	68,000	68,000	47,750	0	0
\$80,001 - \$120,000	16.33%	100,334	95,000	105,000	97,000	0
\$120,001 - \$190,000	27.55%	147,000	137,500	148,000	155,000	0
\$190,001 - \$240,000	15.31%	224,900	0	224,950	222,450	237,500
\$240,001 - \$320,000	12.24%	299,700	294,750	290,000	299,999	299,900
\$320,001 and up	9.18%	400,000	400,000	550,000	362,450	622,000
Median List Price		148,000	83,250	149,500	224,900	299,900
Total Closed Units	100%	148,000	28	42	25	3
Total Closed Volume		17,549,374	3.13M	6.89M	6.38M	1.16M



November 2021

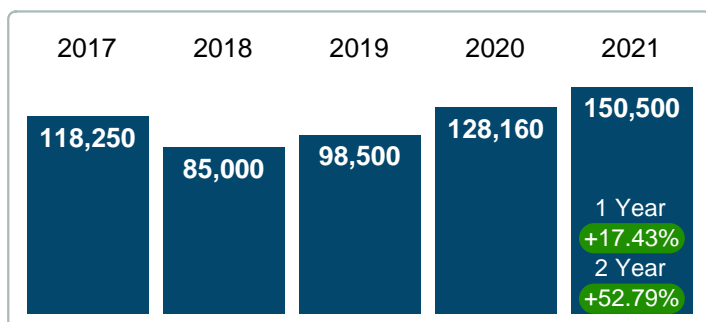
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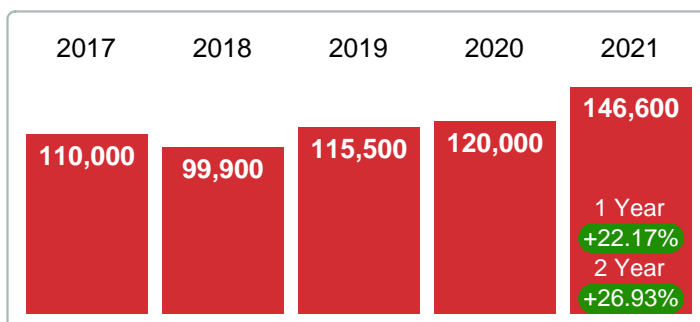
MEDIAN SOLD PRICE AT CLOSING

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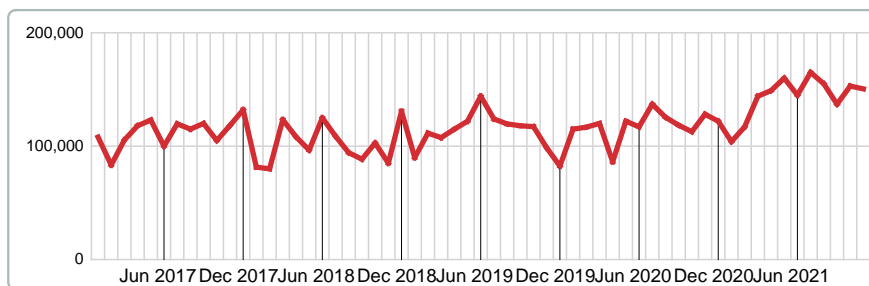
NOVEMBER



YEAR TO DATE (YTD)

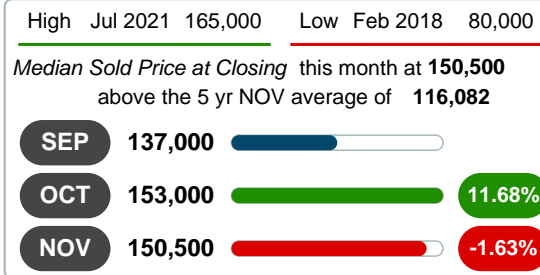


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 116,082



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
\$0 and less	0	0.00%	400,000	0	0	0	0
\$1-\$75,000	18	18.37%	21,750	25,000	1,700	35,425	0
\$75,001-\$125,000	19	19.39%	101,000	81,500	110,000	95,000	0
\$125,001-\$175,000	24	24.49%	150,500	137,000	151,000	156,600	0
\$175,001-\$225,000	8	8.16%	211,050	0	212,000	196,000	0
\$225,001-\$325,000	19	19.39%	250,000	250,000	240,000	287,000	252,500
\$325,001 and up	10	10.20%	356,500	339,690	415,000	363,000	622,000
Median Sold Price			150,500	76,750	154,500	228,900	260,000
Total Closed Units		100%	98	28	42	25	3
Total Closed Volume			17,335,563	2.99M	6.94M	6.28M	1.13M

November 2021



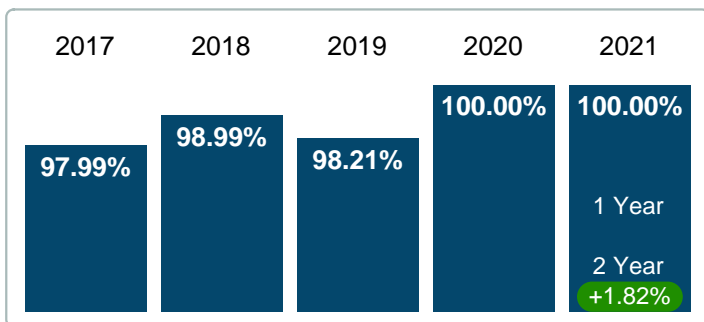
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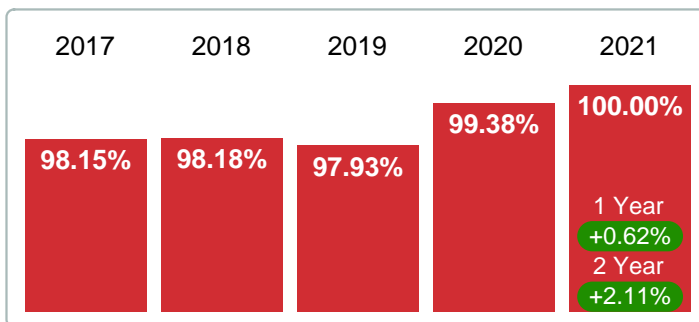
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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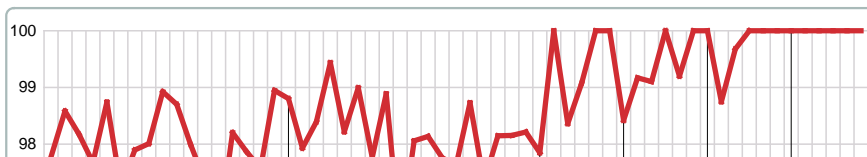
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 99.04%

High Nov 2021 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr NOV average of **99.04%**

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
\$0 and less	0	0.00%	96.50%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	18	18.37%	95.00%	90.91%	100.00%	89.66%	0.00%
\$75,001-\$125,000	19	19.39%	98.73%	98.31%	100.12%	95.96%	0.00%
\$125,001-\$175,000	24	24.49%	100.29%	100.00%	101.43%	100.00%	0.00%
\$175,001-\$225,000	8	8.16%	100.26%	0.00%	100.00%	100.51%	0.00%
\$225,001-\$325,000	19	19.39%	101.16%	94.34%	103.85%	101.16%	94.93%
\$325,001 and up	10	10.20%	98.20%	100.54%	97.67%	96.80%	100.00%
Median Sold/List Ratio		100.00%		96.07%	100.12%	100.00%	100.00%
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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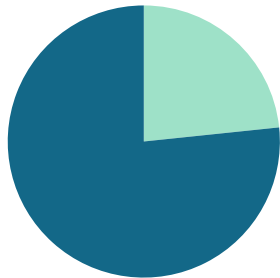
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

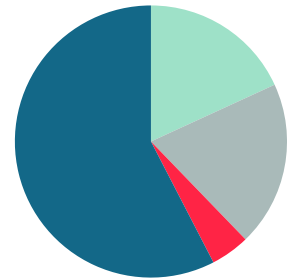


Inventory
 New Listings
120 = 23.35%
 Start Inventory
394
 Total Inventory Units
514
 Volume
\$98,367,722

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%
Median List Price	127,450	148,000	16.12%	122,500	145,000	18.37%
Median Sale Price	128,160	150,500	17.43%	120,000	146,600	22.17%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.38%	100.00%	0.62%
Median Days on Market to Sale	10.00	9.50	-5.00%	16.00	6.00	-62.50%
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

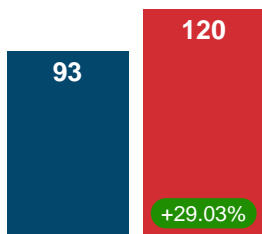
Inventory on November 30, 2021 = **311**

2020 **2021**

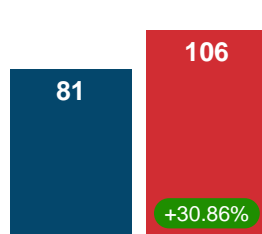
NOVEMBER MARKET

MEDIAN PRICES

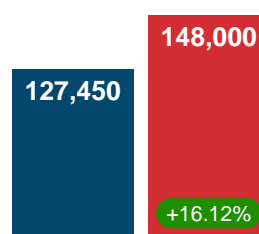
New Listings



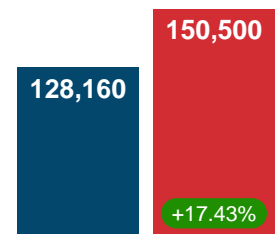
Pending Listings



List Price



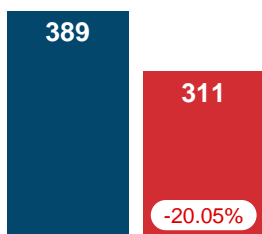
Sale Price



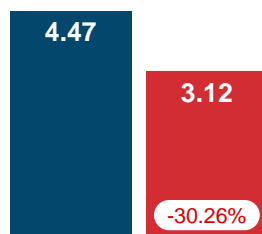
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

