

## April 2022



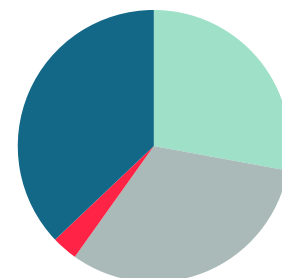
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	April 2022	+/-%
Closed Listings	78	82	5.13%
Pending Listings	105	94	-10.48%
New Listings	114	106	-7.02%
Median List Price	165,750	179,750	8.45%
Median Sale Price	167,200	184,750	10.50%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	3.50	5.00	42.86%
End of Month Inventory	203	109	-46.31%
Months Supply of Inventory	2.59	1.25	-51.78%



■ Closed (27.89%)  
■ Pending (31.97%)  
■ Other OffMarket (3.06%)  
■ Active (37.07%)

**Absorption:** Last 12 months, an Average of **87** Sales/Month  
**Active Inventory** as of April 30, 2022 = **109**

## Analysis Wrap-Up

## Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2022 decreased **46.31%** to 109 existing homes available for sale. Over the last 12 months this area has had an average of 87 closed sales per month. This represents an unsold inventory index of **1.25** 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 **10.50%** in April 2022 to \$184,750 versus the previous year at \$167,200.

## Median Days on Market Lengthens

The median number of **5.00** days that homes spent on the market before selling increased by 1.50 days or **42.86%** in April 2022 compared to last year's same month at **3.50** DOM.

## Sales Success for April 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 106 New Listings in April 2022, down **7.02%** from last year at 114. Furthermore, there were 82 Closed Listings this month versus last year at 78, a **5.13%** increase.

Closed versus Listed trends yielded a **77.4%** ratio, up from previous year's, April 2021, at **68.4%**, a **13.06%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

## What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

## 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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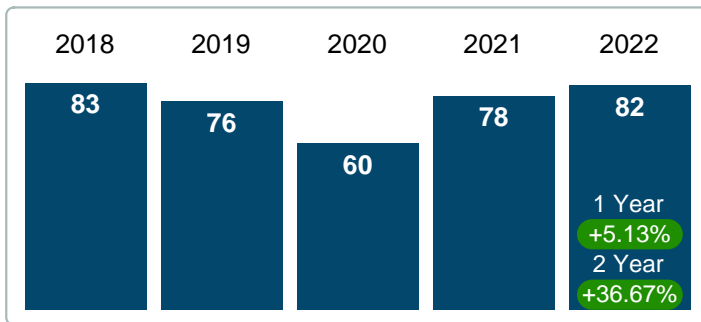
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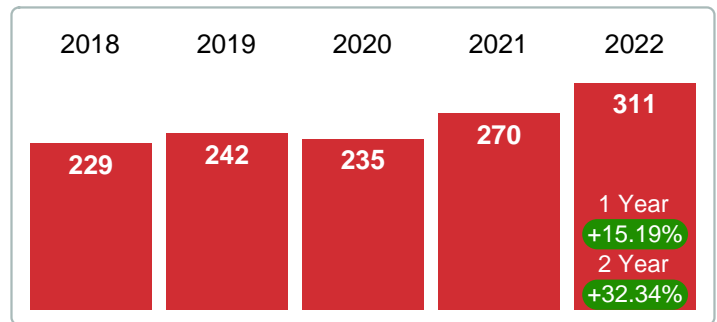
## CLOSED LISTINGS

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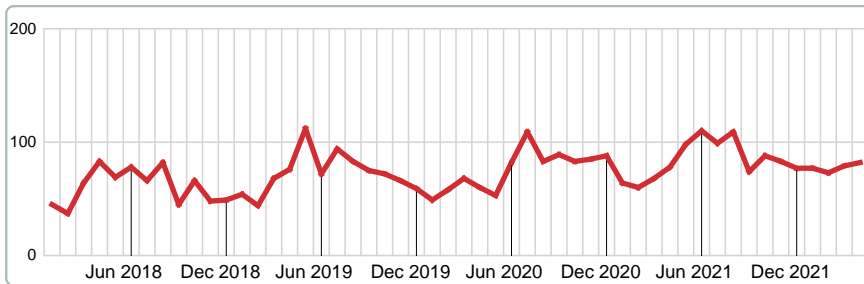
### APRIL



### YEAR TO DATE (YTD)

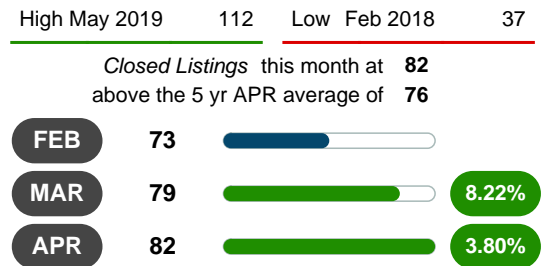


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 76



### 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	10	12.20%	5.0	2	8	0	0
\$75,001 - \$100,000	5	6.10%	1.0	2	3	0	0
\$100,001 - \$150,000	14	17.07%	3.0	3	9	2	0
\$150,001 - \$225,000	16	19.51%	7.0	0	12	3	1
\$225,001 - \$250,000	8	9.76%	9.5	0	3	5	0
\$250,001 - \$400,000	20	24.39%	7.0	0	8	11	1
\$400,001 and up	9	10.98%	19.0	0	2	6	1
<b>Total Closed Units</b>	<b>82</b>			<b>7</b>	<b>45</b>	<b>27</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>17,549,228</b>	<b>100%</b>	<b>5.0</b>	<b>672.70K</b>	<b>7.87M</b>	<b>7.92M</b>	<b>1.09M</b>
<b>Median Closed Price</b>	<b>\$184,750</b>			<b>\$95,000</b>	<b>\$155,000</b>	<b>\$260,000</b>	<b>\$280,000</b>

# April 2022



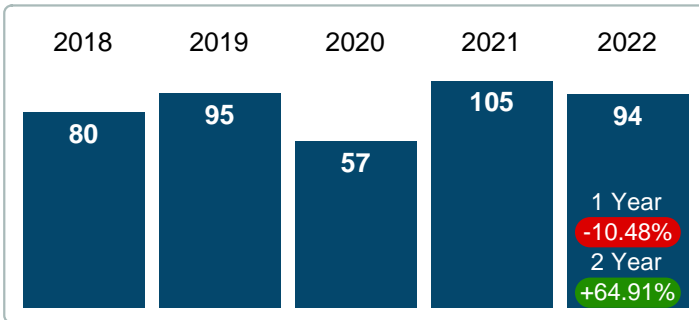
Area Delimited by County Of Washington - Residential Property Type



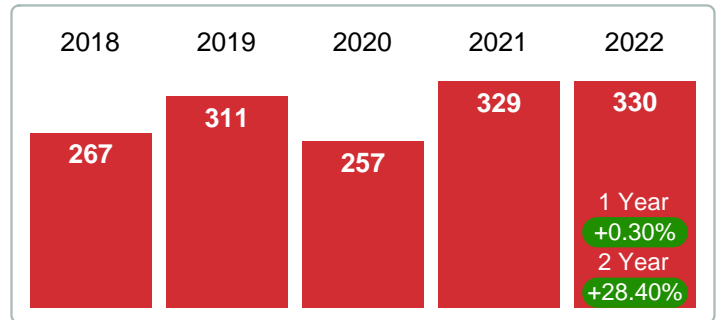
## PENDING LISTINGS

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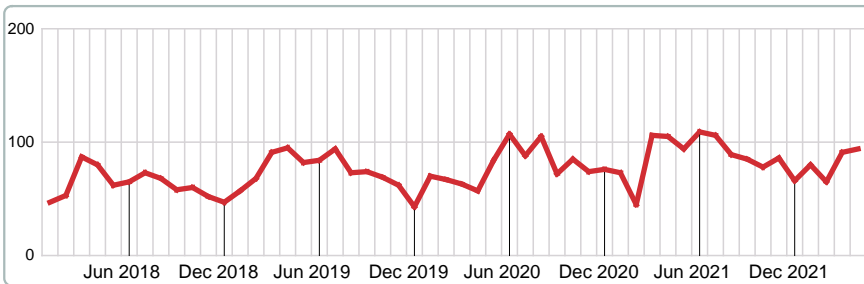
### APRIL



### YEAR TO DATE (YTD)

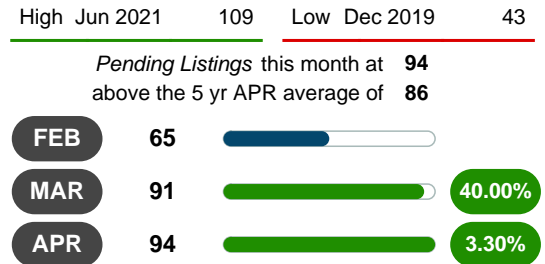


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 86



### 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	5	5.32%	32.0	1	4	0	0
\$50,001 - \$100,000	17	18.09%	7.0	10	7	0	0
\$100,001 - \$125,000	8	8.51%	5.5	1	6	1	0
\$125,001 - \$175,000	22	23.40%	6.0	4	16	2	0
\$175,001 - \$250,000	18	19.15%	9.5	1	10	7	0
\$250,001 - \$325,000	12	12.77%	17.5	0	3	9	0
\$325,001 and up	12	12.77%	4.5	0	3	8	1
<b>Total Pending Units</b>	<b>94</b>			<b>17</b>	<b>49</b>	<b>27</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>18,277,130</b>	<b>100%</b>	<b>7.0</b>	<b>1.72M</b>	<b>8.06M</b>	<b>7.64M</b>	<b>850.00K</b>
<b>Median Listing Price</b>	<b>\$164,950</b>			<b>\$95,000</b>	<b>\$144,900</b>	<b>\$265,000</b>	<b>\$850,000</b>

# April 2022



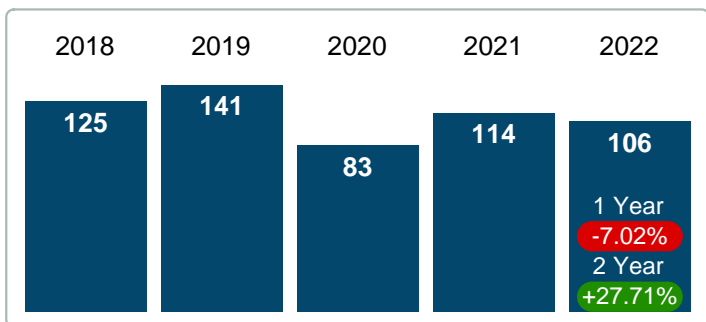
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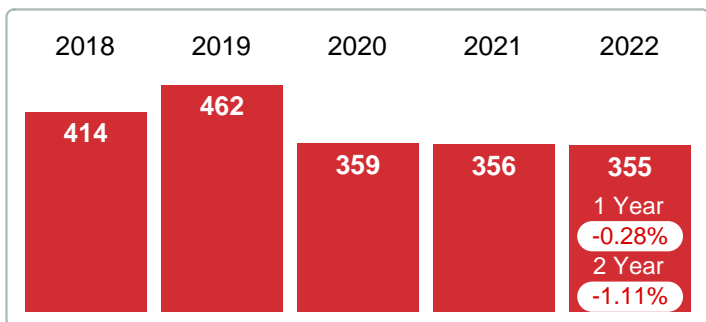
## NEW LISTINGS

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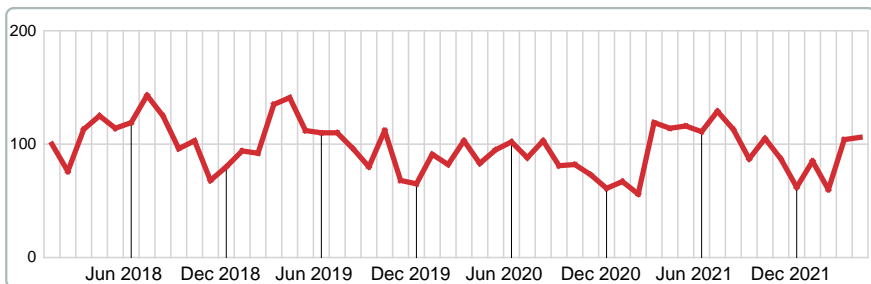
### APRIL



### YEAR TO DATE (YTD)

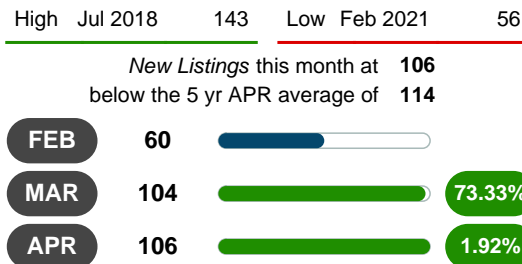


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 114



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	5.66%	1	5	0	0
\$75,001 - \$100,000	11	10.38%	6	5	0	0
\$100,001 - \$125,000	10	9.43%	1	9	0	0
\$125,001 - \$225,000	34	32.08%	4	23	7	0
\$225,001 - \$250,000	14	13.21%	0	8	6	0
\$250,001 - \$425,000	21	19.81%	1	3	16	1
\$425,001 and up	10	9.43%	0	3	6	1
<b>Total New Listed Units</b>	<b>106</b>		<b>13</b>	<b>56</b>	<b>35</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>24,265,200</b>	<b>100%</b>	<b>1.63M</b>	<b>10.44M</b>	<b>11.06M</b>	<b>1.14M</b>
<b>Median New Listed Listing Price</b>	<b>\$183,500</b>		<b>\$99,900</b>	<b>\$148,000</b>	<b>\$263,990</b>	<b>\$569,950</b>

# April 2022



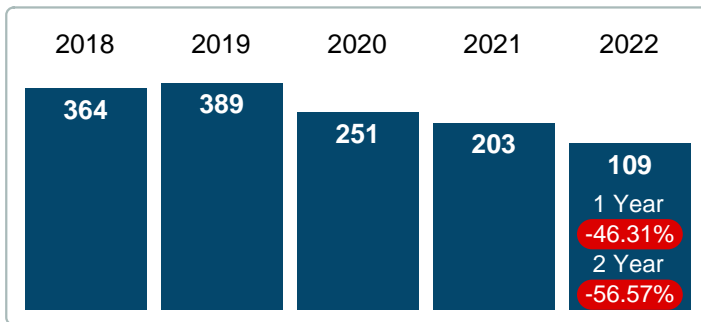
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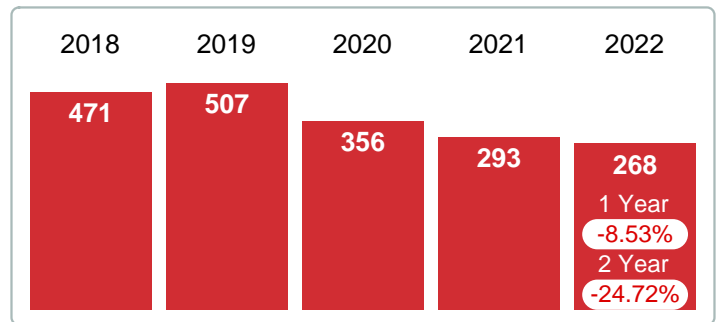
## ACTIVE INVENTORY

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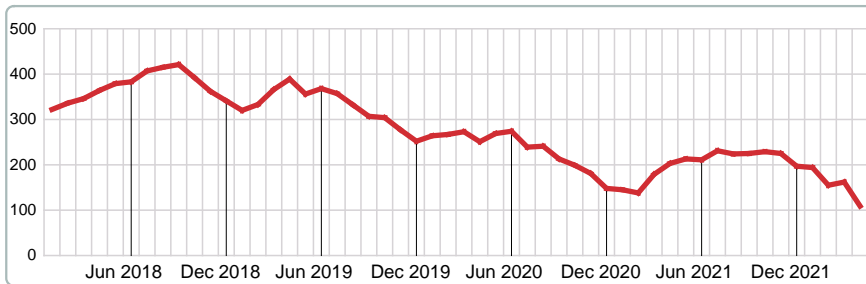
### END OF APRIL



### ACTIVE DURING APRIL

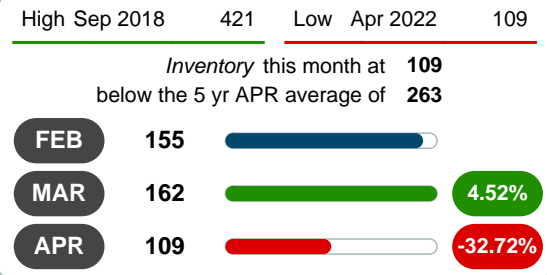


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 263



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	11	10.09%	39.0	1	8	2	0
\$75,001 - \$100,000	9	8.26%	39.0	0	7	2	0
\$100,001 - \$175,000	21	19.27%	29.0	4	14	3	0
\$175,001 - \$225,000	15	13.76%	45.0	0	12	3	0
\$225,001 - \$300,000	27	24.77%	29.0	1	14	11	1
\$300,001 - \$475,000	16	14.68%	36.0	0	5	10	1
\$475,001 and up	10	9.17%	25.0	0	4	6	0
<b>Total Active Inventory by Units</b>	<b>109</b>			<b>6</b>	<b>64</b>	<b>37</b>	<b>2</b>
<b>Total Active Inventory by Volume</b>	<b>26,612,440</b>	<b>100%</b>	<b>29.0</b>	<b>810.00K</b>	<b>13.63M</b>	<b>11.55M</b>	<b>619.90K</b>
<b>Median Active Inventory Listing Price</b>	<b>\$220,990</b>			<b>\$115,000</b>	<b>\$186,000</b>	<b>\$274,990</b>	<b>\$309,950</b>

# April 2022



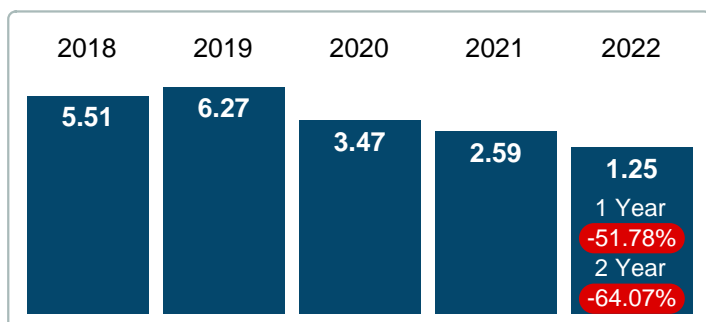
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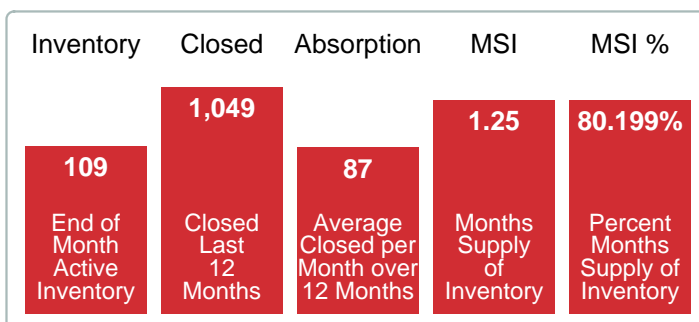
## MONTHS SUPPLY of INVENTORY (MSI)

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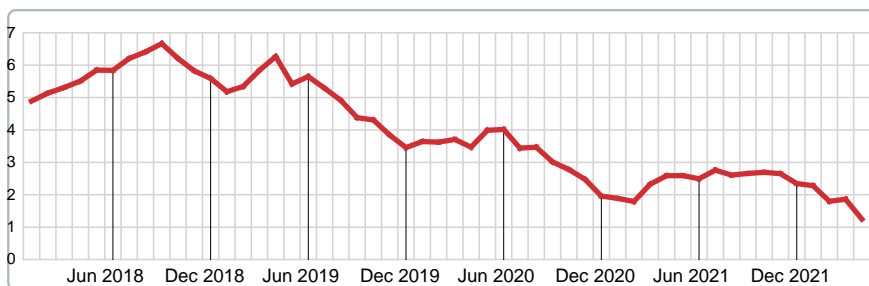
### MSI FOR APRIL



### INDICATORS FOR APRIL 2022

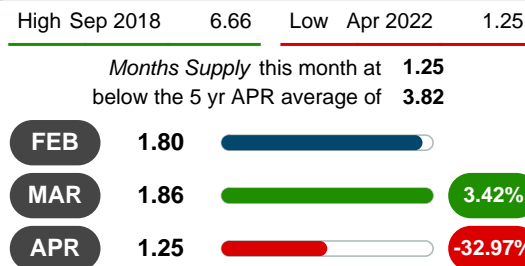


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 3.82



### 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
\$75,000 and less	11	10.09%	0.86	0.16	1.26	6.00	0.00
\$75,001 - \$100,000	9	8.26%	1.13	0.00	1.22	3.00	0.00
\$100,001 - \$175,000	21	19.27%	0.75	1.37	0.67	0.78	0.00
\$175,001 - \$225,000	15	13.76%	1.18	0.00	1.62	0.69	0.00
\$225,001 - \$300,000	27	24.77%	1.88	4.00	2.58	1.43	1.00
\$300,001 - \$475,000	16	14.68%	1.83	0.00	4.29	1.62	0.80
\$475,001 and up	10	9.17%	3.43	0.00	3.69	5.14	0.00
Market Supply of Inventory (MSI)			1.25	0.53	1.33	1.53	0.50
Total Active Inventory by Units		100%	1.25	6	64	37	2

# April 2022



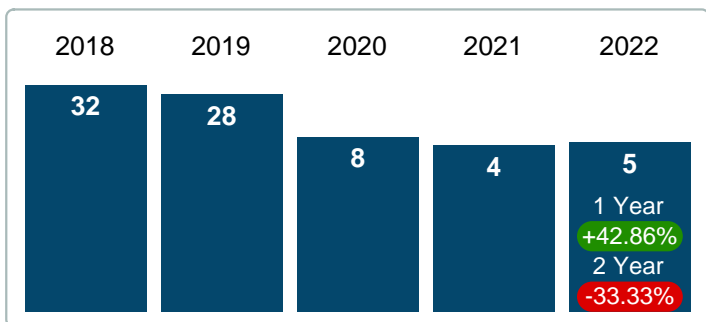
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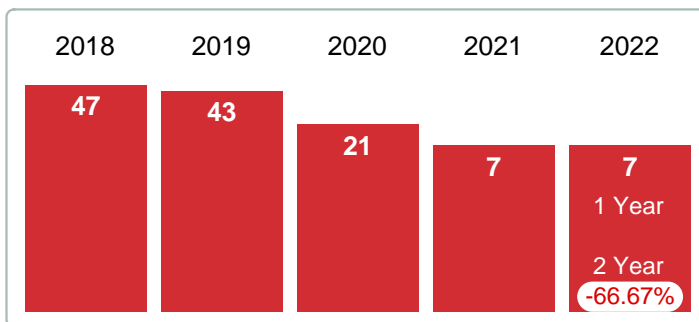
## MEDIAN DAYS ON MARKET TO SALE

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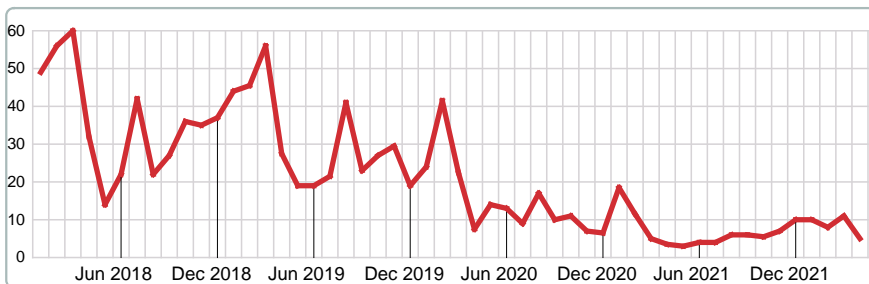
### APRIL



### YEAR TO DATE (YTD)

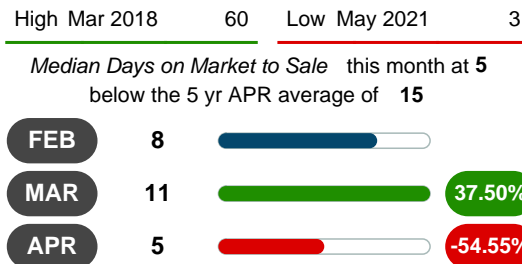


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 15



### 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	12.20%	5	58	5	0	0
\$75,001 - \$100,000	6.10%	1	1	1	0	0
\$100,001 - \$150,000	17.07%	3	1	3	20	0
\$150,001 - \$225,000	19.51%	7	0	6	8	6
\$225,001 - \$250,000	9.76%	10	0	15	4	0
\$250,001 - \$400,000	24.39%	7	0	4	13	7
\$400,001 and up	10.98%	19	0	13	21	37
Median Closed DOM		5	1	5	9	7
Total Closed Units	100%	82	7	45	27	3
Total Closed Volume		17,549,228	672.70K	7.87M	7.92M	1.09M

# April 2022



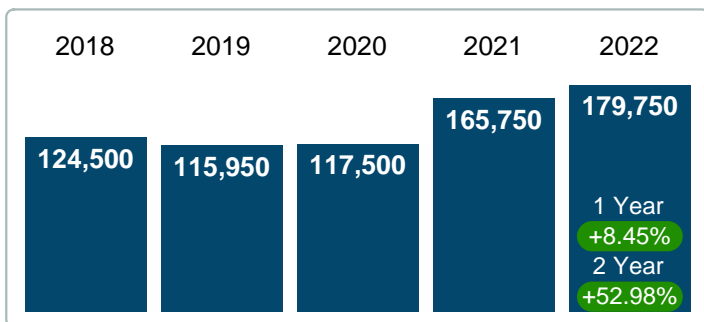
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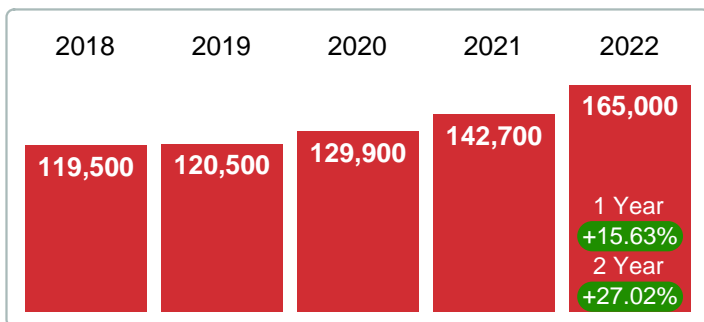
## MEDIAN LIST PRICE AT CLOSING

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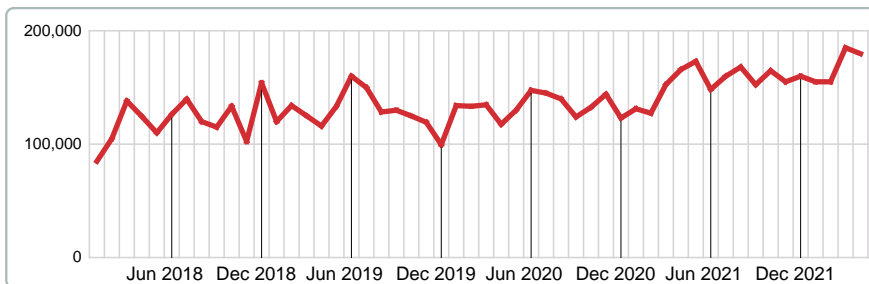
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

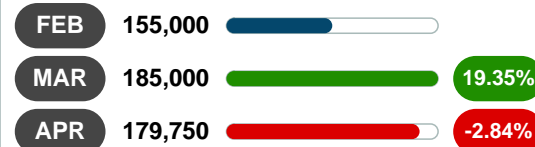


### 3 MONTHS

5 year APR AVG = 140,690

High Mar 2022 185,000 Low Jan 2018 84,900

Median List Price at Closing this month at **179,750**  
above the 5 yr APR average of **140,690**



### 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	10	12.20%	61,250	56,950	61,250	0
\$75,001 - \$100,000	6	7.32%	84,950	81,200	87,500	0
\$100,001 - \$150,000	15	18.29%	127,000	118,000	128,500	127,450
\$150,001 - \$225,000	15	18.29%	165,000	0	159,950	199,000
\$225,001 - \$250,000	8	9.76%	234,950	0	239,900	230,000
\$250,001 - \$400,000	19	23.17%	275,000	0	304,750	262,245
\$400,001 and up	9	10.98%	450,000	0	467,500	447,500
<b>Median List Price</b>		<b>179,750</b>		<b>82,500</b>	<b>154,900</b>	<b>260,000</b>
<b>Total Closed Units</b>		<b>82</b>	<b>100%</b>	<b>179,750</b>	<b>7</b>	<b>45</b>
<b>Total Closed Volume</b>		<b>17,562,080</b>		<b>641.80K</b>	<b>7.82M</b>	<b>8.03M</b>



# April 2022



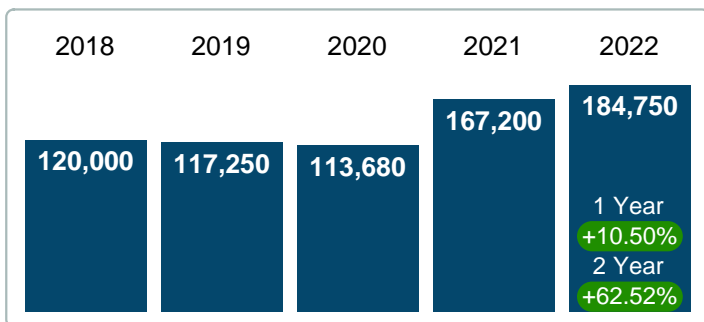
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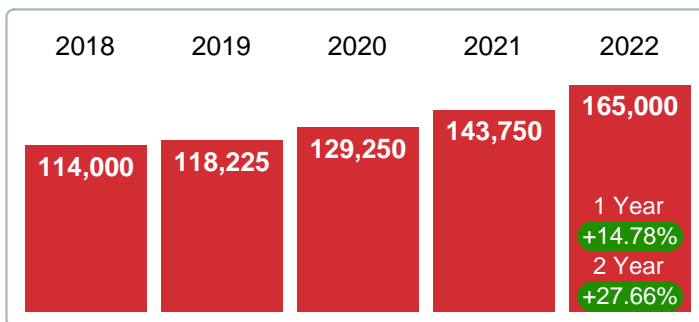
## MEDIAN SOLD PRICE AT CLOSING

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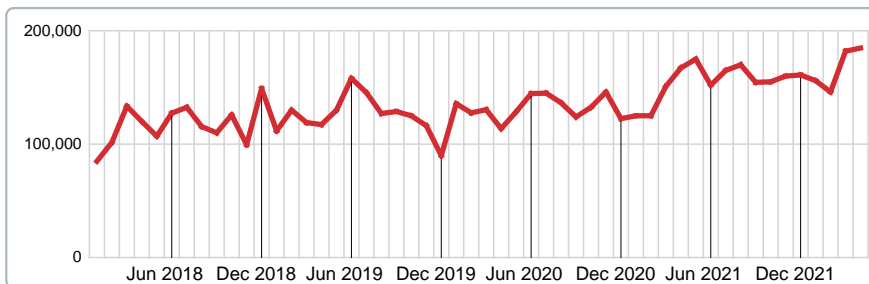
### APRIL



### YEAR TO DATE (YTD)

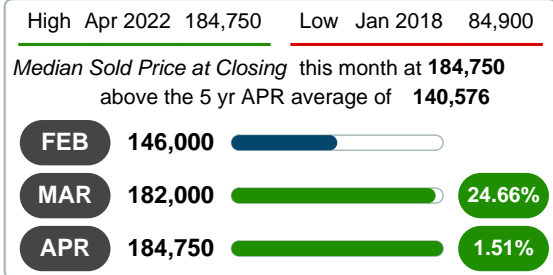


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 140,576



### 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	10	12.20%	62,500	56,950	62,500	0
\$75,001 - \$100,000	5	6.10%	85,000	88,750	85,000	0
\$100,001 - \$150,000	14	17.07%	126,000	120,000	127,000	122,000
\$150,001 - \$225,000	16	19.51%	165,000	0	160,250	189,000
\$225,001 - \$250,000	8	9.76%	237,950	0	230,000	245,000
\$250,001 - \$400,000	20	24.39%	270,500	0	285,000	264,990
\$400,001 and up	9	10.98%	430,000	0	457,500	427,500
Median Sold Price		184,750		95,000	155,000	260,000
Total Closed Units		82	100%	7	45	27
Total Closed Volume		17,549,228	184,750	672.70K	7.87M	7.92M

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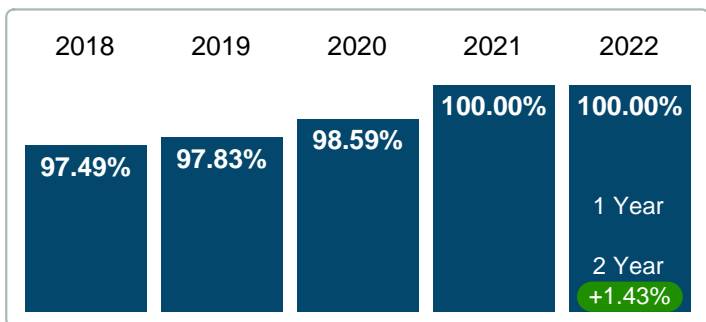
Area Delimited by County Of Washington - Residential Property Type



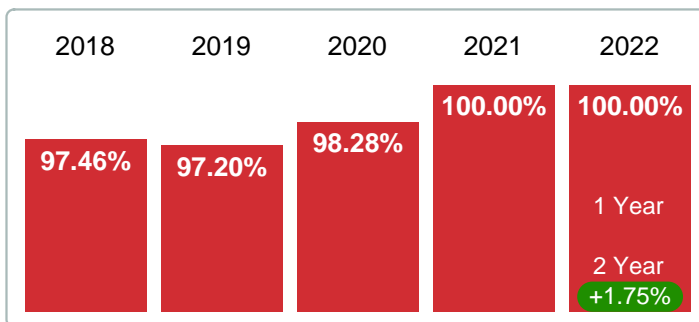
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 98.78%

High Apr 2022 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%** above the 5 yr APR average of **98.78%**

FEB 100.00%  
MAR 100.00%  
APR 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	10	12.20%	100.00%	100.00%	100.10%	0.00%	0.00%
\$75,001 - \$100,000	5	6.10%	100.00%	109.45%	100.00%	0.00%	0.00%
\$100,001 - \$150,000	14	17.07%	101.65%	103.45%	101.60%	95.59%	0.00%
\$150,001 - \$225,000	16	19.51%	102.96%	0.00%	101.43%	106.03%	106.94%
\$225,001 - \$250,000	8	9.76%	100.00%	0.00%	100.00%	100.00%	0.00%
\$250,001 - \$400,000	20	24.39%	100.00%	0.00%	99.82%	100.00%	101.82%
\$400,001 and up	9	10.98%	98.82%	0.00%	97.65%	97.72%	100.00%
Median Sold/List Ratio		100.00%		101.69%	100.00%	100.00%	101.82%
Total Closed Units		82	100%	7	45	27	3
Total Closed Volume		17,549,228		672.70K	7.87M	7.92M	1.09M

# April 2022



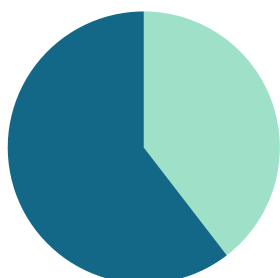
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

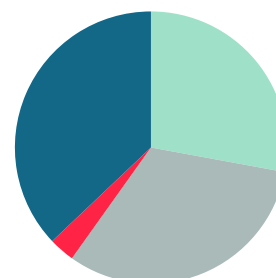


**Inventory**  
 New Listings **106 = 39.55%**  
 Start Inventory **162**  
 Total Inventory Units **268**  
 Volume **\$58,862,670**

### Market Activity

Closed Sales **82 = 27.89%**  
 Pending Sales **94 = 31.97%**  
 Other Off Market **9 = 3.06%**  
 Active Inventory **109 = 37.07%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	78	82	5.13%	270	311	15.19%
Pending Sales	105	94	-10.48%	329	330	0.30%
New Listings	114	106	-7.02%	356	355	-0.28%
Median List Price	165,750	179,750	8.45%	142,700	165,000	15.63%
Median Sale Price	167,200	184,750	10.50%	143,750	165,000	14.78%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	3.50	5.00	42.86%	7.00	7.00	0.00%
Monthly Inventory	203	109	-46.31%	203	109	-46.31%
Months Supply of Inventory	2.59	1.25	-51.78%	2.59	1.25	-51.78%

**Absorption:** Last 12 months, an Average of **87** Sales/Month

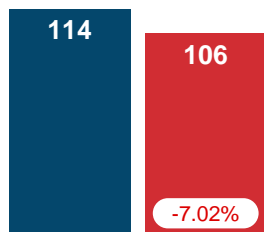
**Inventory** on April 30, 2022 = **109**

**2021** **2022**

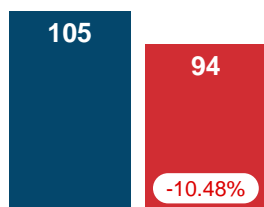
### APRIL MARKET

### MEDIAN PRICES

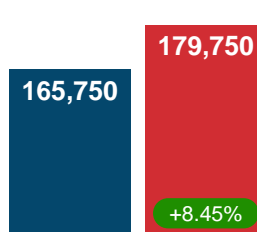
#### New Listings



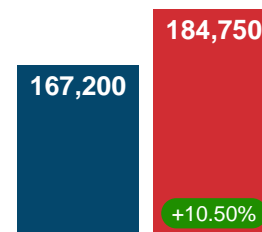
#### Pending Listings



#### List Price



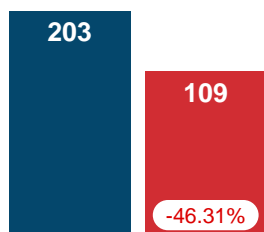
#### Sale Price



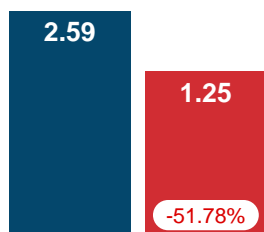
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

