

August 2022



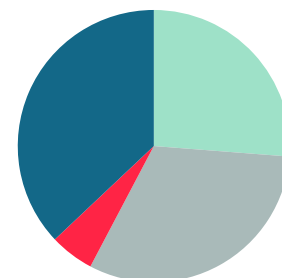
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 12, 2022 for MLS Technology Inc.

Compared Metrics	2021	August 2022	+/-%
Closed Listings	109	85	-22.02%
Pending Listings	89	102	14.61%
New Listings	113	90	-20.35%
Average List Price	191,847	188,885	-1.54%
Average Sale Price	190,390	182,496	-4.15%
Average Percent of Selling Price to List Price	99.28%	98.39%	-0.89%
Average Days on Market to Sale	14.29	18.56	29.88%
End of Month Inventory	224	120	-46.43%
Months Supply of Inventory	2.61	1.44	-44.77%



■ Closed (26.23%)
■ Pending (31.48%)
■ Other OffMarket (5.25%)
■ Active (37.04%)

Absorption: Last 12 months, an Average of **83** Sales/Month
Active Inventory as of August 31, 2022 = **120**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2022 decreased **46.43%** to 120 existing homes available for sale. Over the last 12 months this area has had an average of 83 closed sales per month. This represents an unsold inventory index of **1.44** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **4.15%** in August 2022 to \$182,496 versus the previous year at \$190,390.

Average Days on Market Lengthens

The average number of **18.56** days that homes spent on the market before selling increased by 4.27 days or **29.88%** in August 2022 compared to last year's same month at **14.29** DOM.

Sales Success for August 2022 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 90 New Listings in August 2022, down **20.35%** from last year at 113. Furthermore, there were 85 Closed Listings this month versus last year at 109, a **-22.02%** decrease.

Closed versus Listed trends yielded a **94.4%** ratio, down from previous year's, August 2021, at **96.5%**, a **2.09%** 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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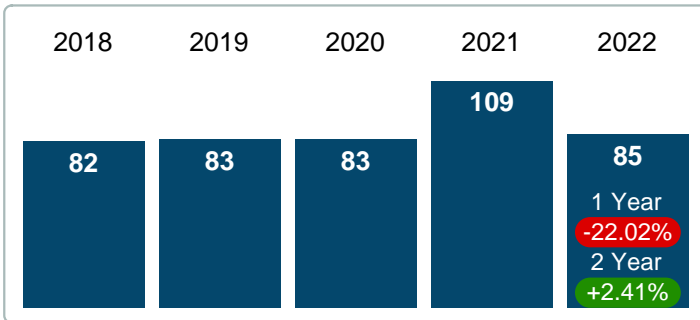
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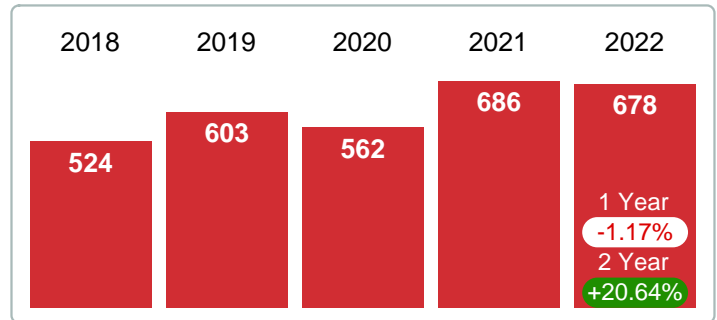
CLOSED LISTINGS

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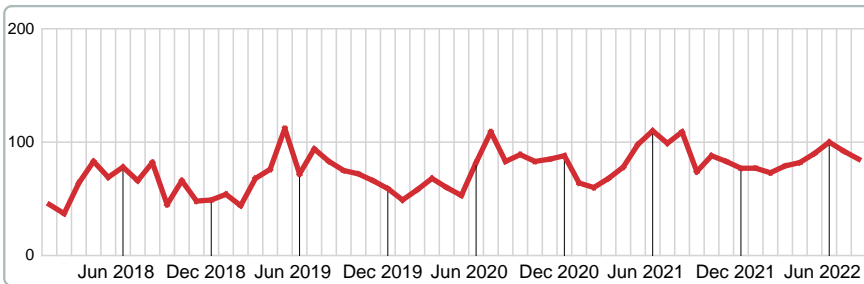
AUGUST



YEAR TO DATE (YTD)

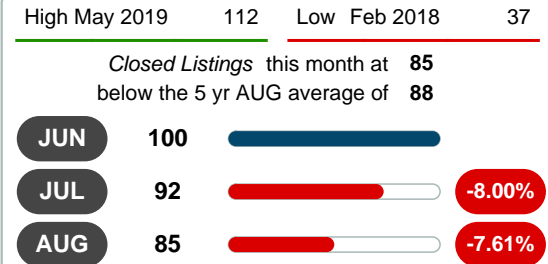


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 88



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	2	2.35%	19.5	1	1	0	0
\$25,001 - \$75,000	13	15.29%	29.8	4	7	2	0
\$75,001 - \$125,000	13	15.29%	9.1	6	6	1	0
\$125,001 - \$200,000	25	29.41%	9.4	3	20	2	0
\$200,001 - \$225,000	7	8.24%	43.7	0	3	4	0
\$225,001 - \$300,000	14	16.47%	30.0	1	7	5	1
\$300,001 and up	11	12.94%	6.7	1	4	5	1
Total Closed Units	85			16	48	19	2
Total Closed Volume	15,512,154	100%	18.6	1.87M	7.99M	5.11M	540.50K
Average Closed Price	\$182,496			\$116,838	\$166,491	\$268,984	\$270,250

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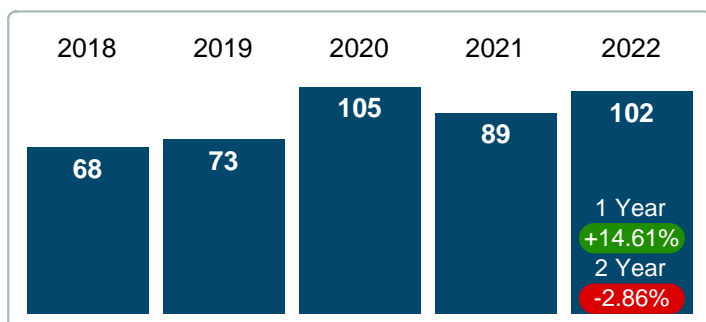
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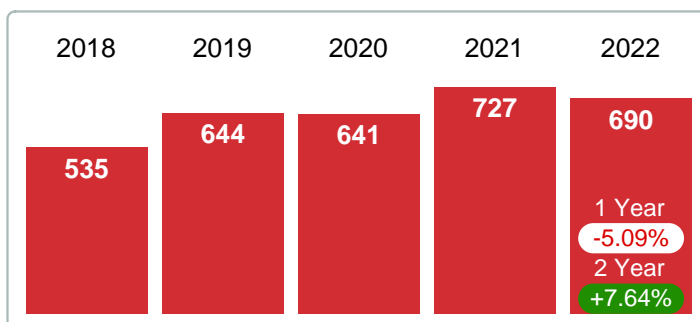
PENDING LISTINGS

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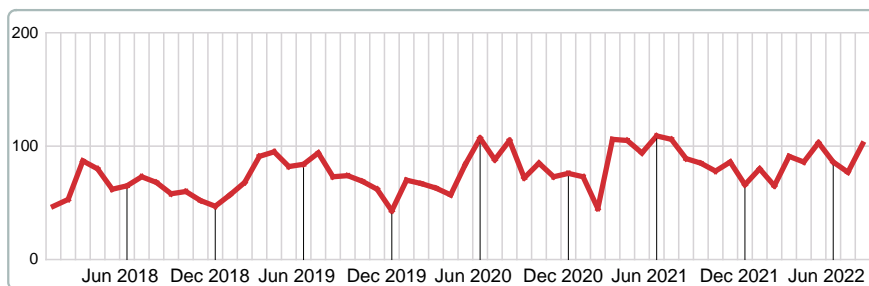
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

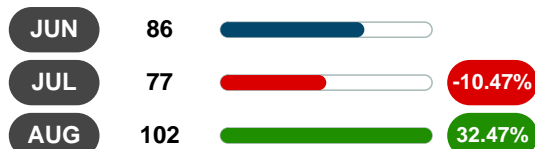


3 MONTHS

5 year AUG AVG = 87

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at **102**
above the 5 yr AUG average of **87**



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	5	4.90%	32.2	0	3	2	0
\$50,001 - \$75,000	11	10.78%	29.6	5	6	0	0
\$75,001 - \$125,000	15	14.71%	30.1	4	10	1	0
\$125,001 - \$225,000	34	33.33%	25.6	2	21	10	1
\$225,001 - \$250,000	9	8.82%	41.1	0	6	3	0
\$250,001 - \$300,000	14	13.73%	45.2	1	5	8	0
\$300,001 and up	14	13.73%	29.2	1	3	10	0
Total Pending Units	102			13	54	34	1
Total Pending Volume	20,449,150	100%	27.8	1.67M	9.02M	9.54M	220.00K
Average Listing Price	\$167,705			\$128,492	\$166,981	\$280,641	\$220,000

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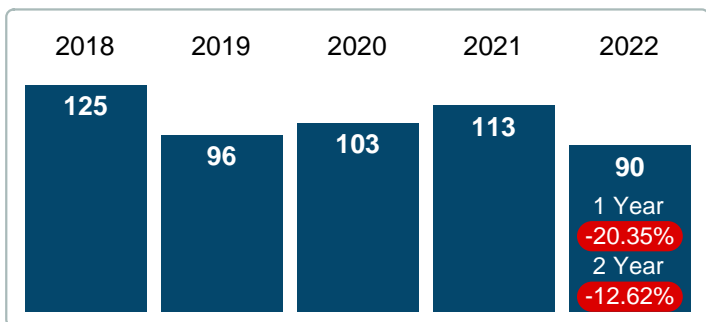
Area Delimited by County Of Washington - Residential Property Type



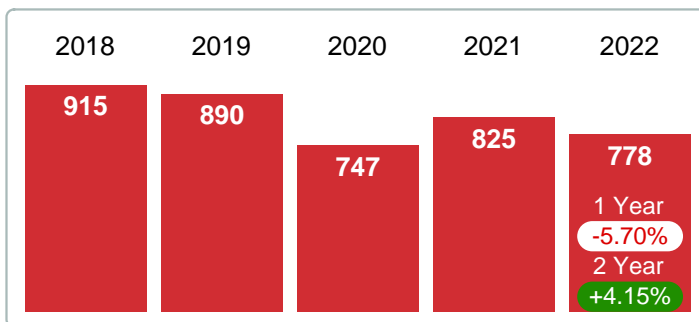
NEW LISTINGS

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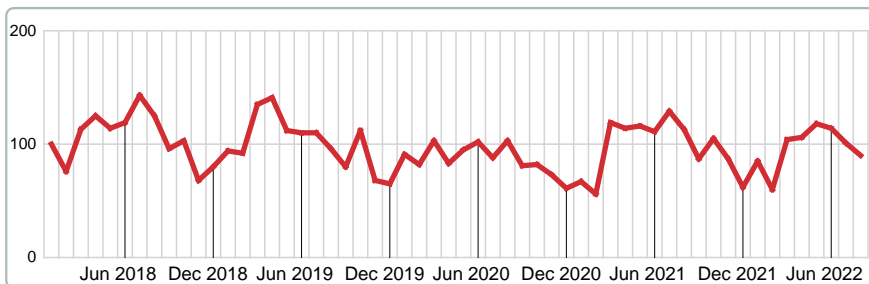
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 105

High Jul 2018 143 Low Feb 2021 56

New Listings this month at 90
 below the 5 yr AUG 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
\$75,000 and less	10	11.11%	4	4	2	0
\$75,001 - \$100,000	7	7.78%	3	4	0	0
\$100,001 - \$150,000	16	17.78%	3	10	2	1
\$150,001 - \$200,000	20	22.22%	2	13	5	0
\$200,001 - \$275,000	16	17.78%	0	10	5	1
\$275,001 - \$375,000	13	14.44%	1	1	10	1
\$375,001 and up	8	8.89%	0	2	4	2
Total New Listed Units	90		13	44	28	5
Total New Listed Volume	20,934,899	100%	1.62M	8.53M	8.17M	2.61M
Average New Listed Listing Price	\$216,056		\$124,946	\$193,818	\$291,921	\$521,760

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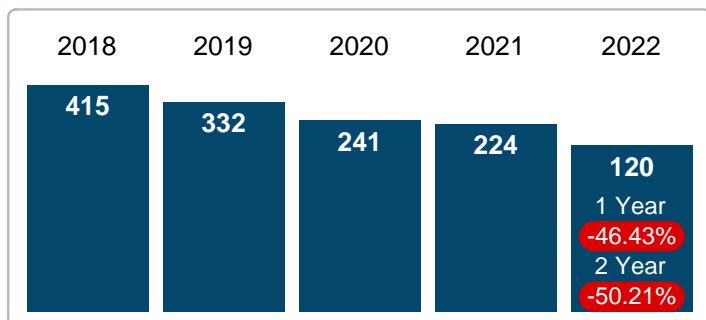
Area Delimited by County Of Washington - Residential Property Type



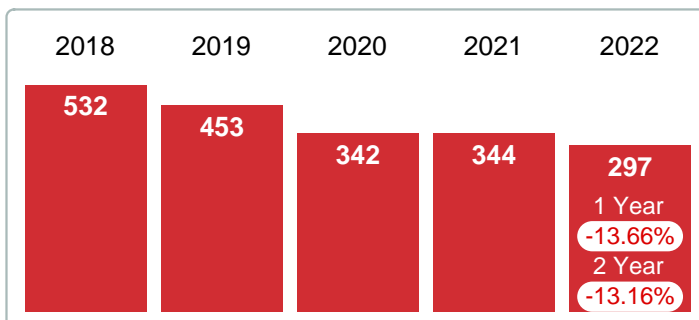
ACTIVE INVENTORY

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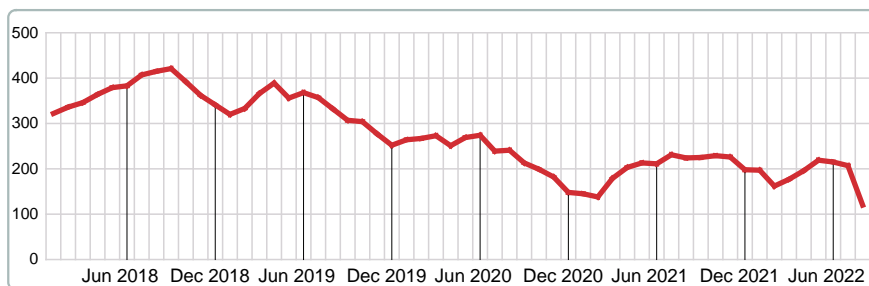
END OF AUGUST



ACTIVE DURING AUGUST

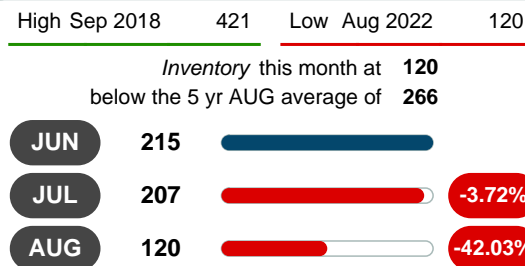


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 266



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	8.33%	121.1	2	6	2	0
\$75,001 - \$125,000	17	14.17%	55.8	5	9	3	0
\$125,001 - \$150,000	10	8.33%	48.2	2	6	1	1
\$150,001 - \$225,000	31	25.83%	47.5	3	17	11	0
\$225,001 - \$275,000	22	18.33%	80.3	0	12	8	2
\$275,001 - \$475,000	17	14.17%	54.2	0	4	10	3
\$475,001 and up	13	10.83%	54.5	1	5	4	3
Total Active Inventory by Units	120			13	59	39	9
Total Active Inventory by Volume	30,528,018	100%	62.6	2.17M	13.73M	10.57M	4.06M
Average Active Inventory Listing Price	\$254,400			\$167,192	\$232,686	\$270,958	\$450,967

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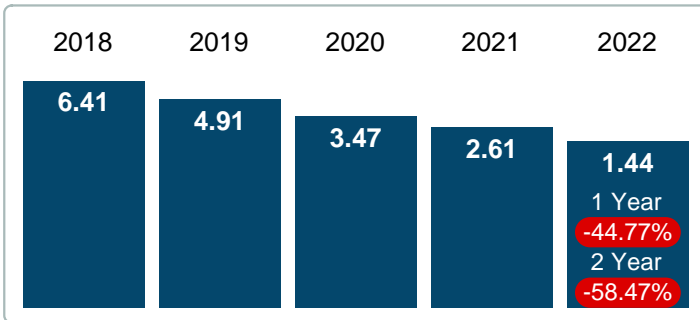
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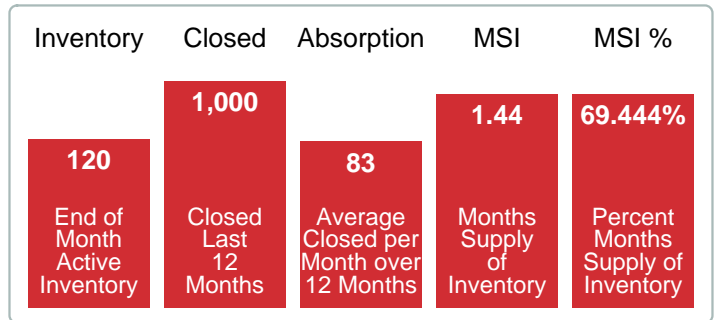
MONTHS SUPPLY of INVENTORY (MSI)

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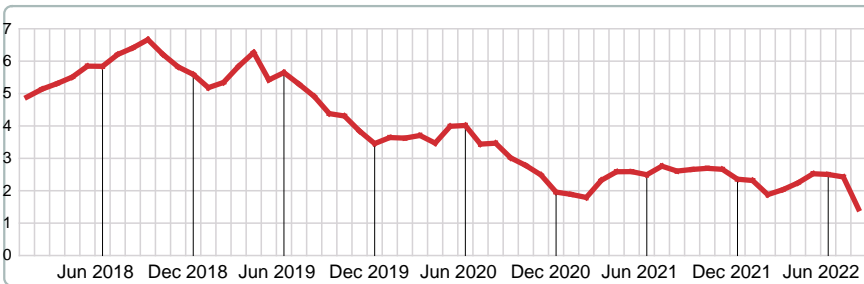
MSI FOR AUGUST



INDICATORS FOR AUGUST 2022

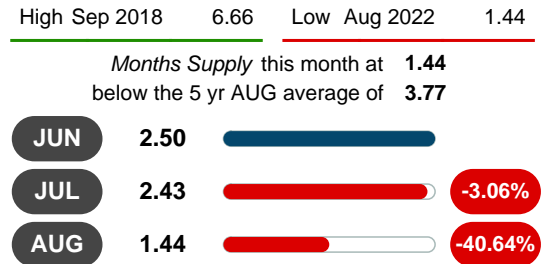


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 3.77



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
\$75,000 and less	10	8.33%	0.88	0.38	1.07	4.00	0.00
\$75,001 - \$125,000	17	14.17%	1.14	1.46	0.91	2.00	0.00
\$125,001 - \$150,000	10	8.33%	1.10	1.41	0.89	1.09	0.00
\$150,001 - \$225,000	31	25.83%	1.44	4.00	1.13	2.00	0.00
\$225,001 - \$275,000	22	18.33%	1.82	0.00	2.72	1.16	4.00
\$275,001 - \$475,000	17	14.17%	1.49	0.00	1.78	1.22	3.60
\$475,001 and up	13	10.83%	4.46	0.00	4.29	3.69	4.50
Market Supply of Inventory (MSI)			1.44	1.16	1.31	1.59	3.72
Total Active Inventory by Units		100%	1.44	13	59	39	9

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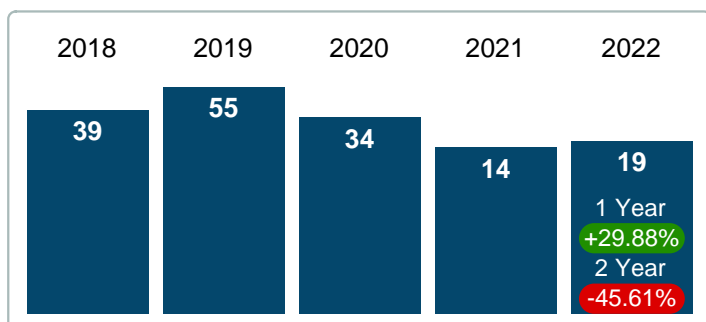
Area Delimited by County Of Washington - Residential Property Type



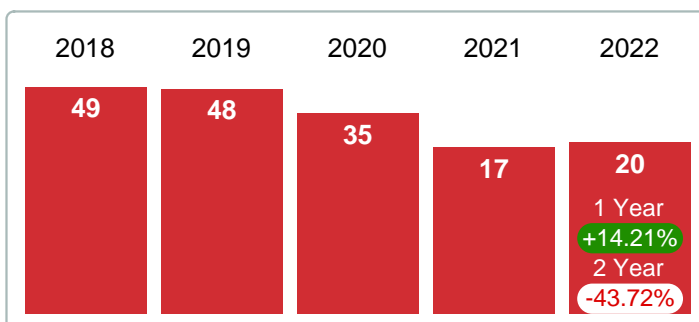
AVERAGE DAYS ON MARKET TO SALE

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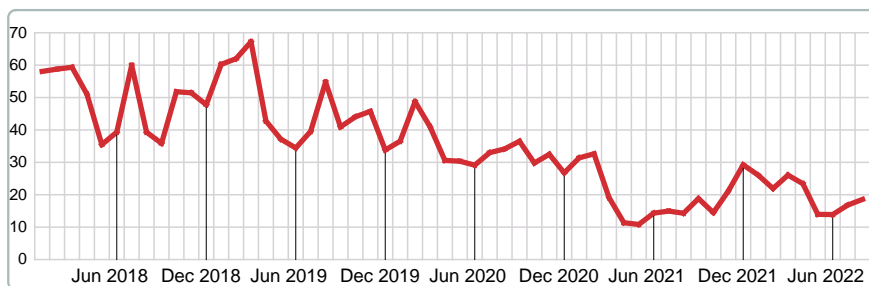
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

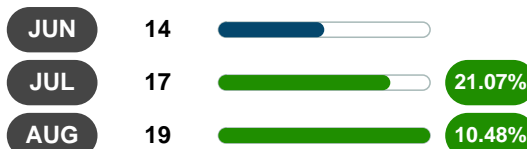


3 MONTHS

5 year AUG AVG = 32

High Mar 2019 67 Low May 2021 11

Average Days on Market to Sale this month at 19 below the 5 yr AUG average of 32



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	2.35%	20	7	32	0	0
\$25,001 - \$75,000	15.29%	30	27	29	39	0
\$75,001 - \$125,000	15.29%	9	8	8	24	0
\$125,001 - \$200,000	29.41%	9	14	6	32	0
\$200,001 - \$225,000	8.24%	44	0	92	8	0
\$225,001 - \$300,000	16.47%	30	4	45	12	44
\$300,001 and up	12.94%	7	4	3	10	9
Average Closed DOM		19	13	21	16	27
Total Closed Units	100%	85	16	48	19	2
Total Closed Volume		15,512,154	1.87M	7.99M	5.11M	540.50K

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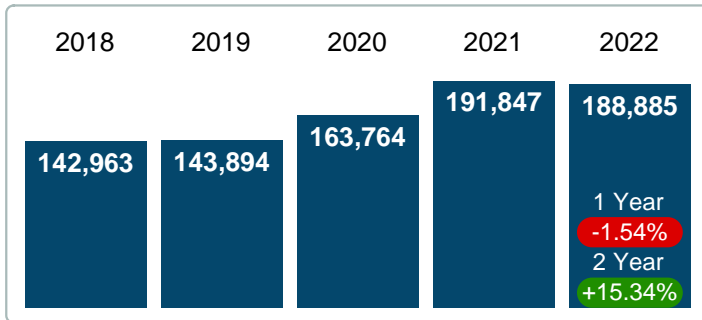
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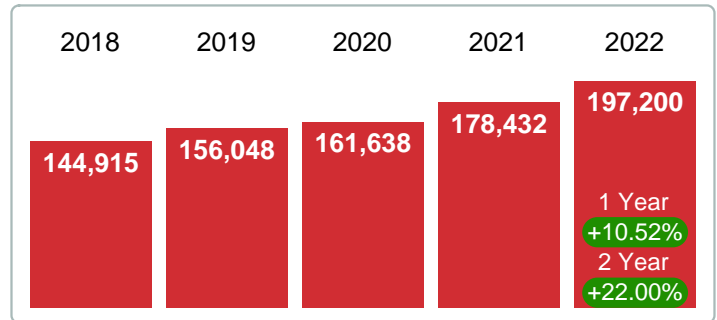
AVERAGE LIST PRICE AT CLOSING

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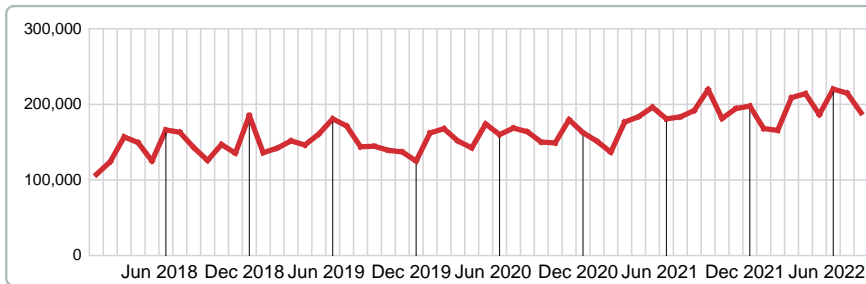
AUGUST



YEAR TO DATE (YTD)

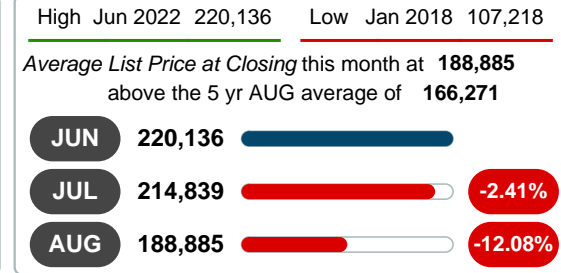


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 166,271



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	0	0.00%	0	28,500	32,900	0	
\$25,001 - \$75,000	16	18.82%	49,931	61,375	47,286	43,000	
\$75,001 - \$125,000	15	17.65%	103,807	97,800	94,717	120,000	
\$125,001 - \$200,000	21	24.71%	165,862	135,000	162,855	442,500	
\$200,001 - \$225,000	8	9.41%	215,974	0	217,630	210,725	
\$225,001 - \$300,000	13	15.29%	261,842	270,000	252,710	272,996	
\$300,001 and up	12	14.12%	423,700	325,000	341,225	477,000	
Average List Price		188,885		116,300	166,168	299,152	267,250
Total Closed Units		85	100%	188,885	16	48	19
Total Closed Volume		16,055,240			1.86M	7.98M	5.68M

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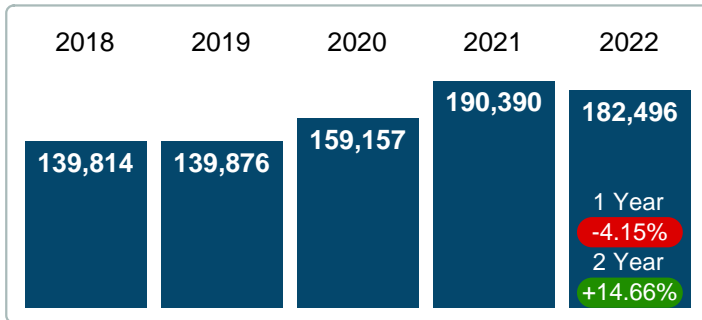
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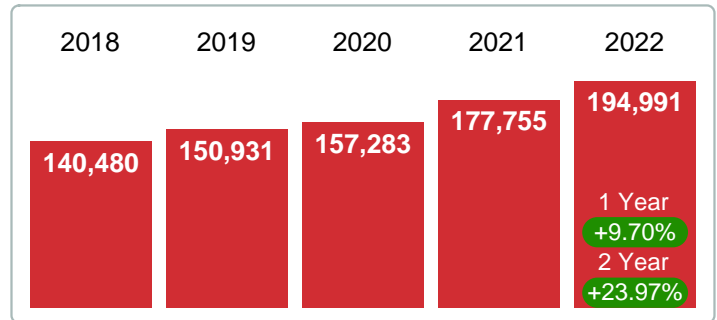
AVERAGE SOLD PRICE AT CLOSING

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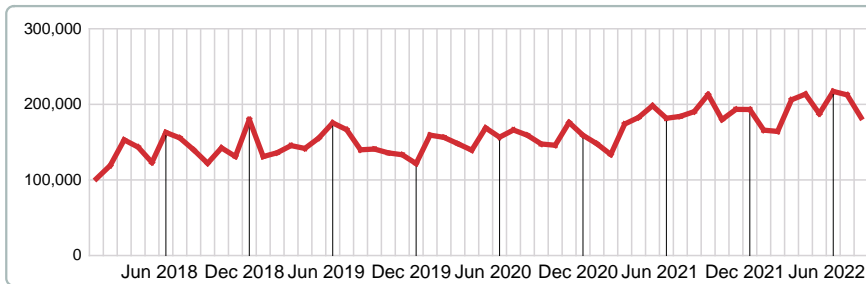
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

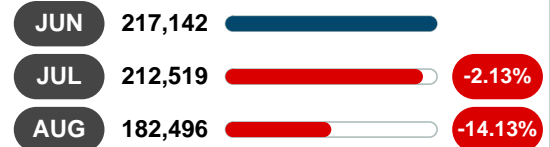


3 MONTHS

5 year AUG AVG = 162,346

High Jun 2022 217,142 Low Jan 2018 101,572

Average Sold Price at Closing this month at **182,496** above the 5 yr AUG average of **162,346**



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	2.35%	22,500	20,000	25,000	0	0
\$25,001 - \$75,000	15.29%	48,577	60,875	43,857	40,500	0
\$75,001 - \$125,000	15.29%	97,762	102,900	91,417	105,000	0
\$125,001 - \$200,000	29.41%	162,945	134,333	165,245	182,857	0
\$200,001 - \$225,000	8.24%	215,856	0	216,997	215,000	0
\$225,001 - \$300,000	16.47%	259,982	255,500	257,181	270,596	231,000
\$300,001 and up	12.94%	394,582	330,000	338,725	469,200	309,500
Average Sold Price		182,496	116,838	166,491	268,984	270,250
Total Closed Units	100%	182,496	16	48	19	2
Total Closed Volume		15,512,154	1.87M	7.99M	5.11M	540.50K

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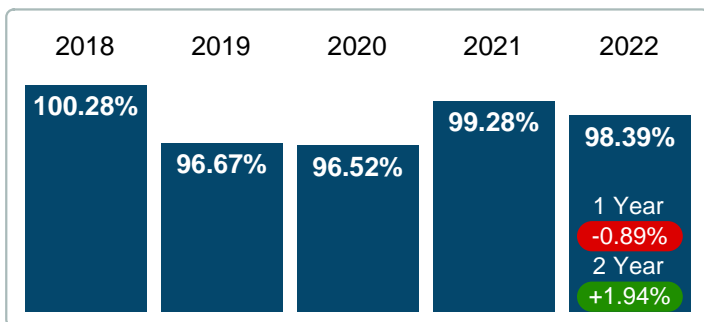
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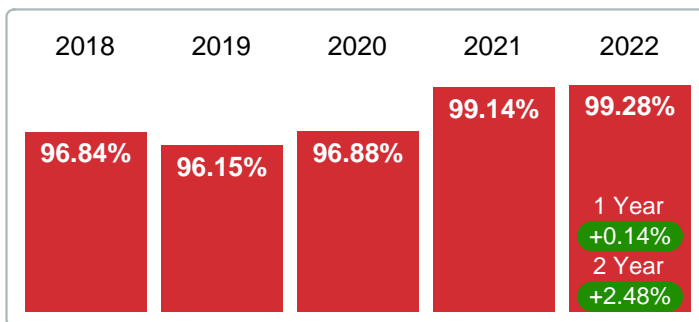
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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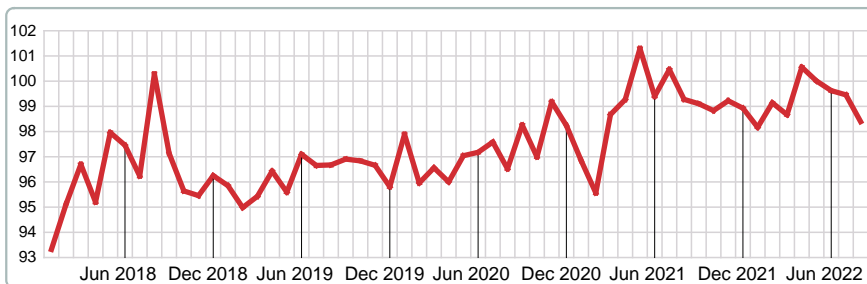
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

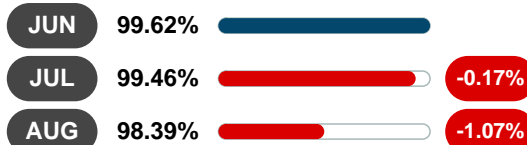


3 MONTHS

5 year AUG AVG = 98.23%

High May 2021 101.30% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **98.39%**
equal to 5 yr AUG average of **98.23%**



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	2	2.35%	73.08%	70.18%	75.99%	0.00%	0.00%
\$25,001 - \$75,000	13	15.29%	94.94%	99.17%	92.83%	93.91%	0.00%
\$75,001 - \$125,000	13	15.29%	100.67%	106.82%	96.72%	87.50%	0.00%
\$125,001 - \$200,000	25	29.41%	98.64%	99.51%	102.18%	61.91%	0.00%
\$200,001 - \$225,000	7	8.24%	101.07%	0.00%	99.71%	102.09%	0.00%
\$225,001 - \$300,000	14	16.47%	100.25%	94.63%	101.63%	98.97%	102.67%
\$300,001 and up	11	12.94%	99.73%	101.54%	99.25%	99.69%	100.00%
Average Sold/List Ratio		98.40%		100.15%	99.11%	94.78%	101.33%
Total Closed Units		85	100%	16	48	19	2
Total Closed Volume		15,512,154		1.87M	7.99M	5.11M	540.50K

August 2022



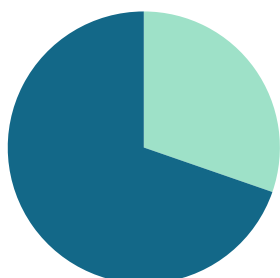
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

Report produced on Sep 12, 2022 for MLS Technology Inc.

INVENTORY

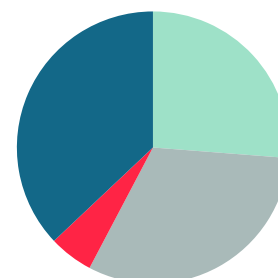


Inventory
 New Listings
90 = 30.30%
 Start Inventory
207
 Total Inventory Units
297
 Volume
\$67,275,028

Market Activity

Closed Sales
85 = 26.23%
 Pending Sales
102 = 31.48%
 Other Off Market
17 = 5.25%
 Active Inventory
120 = 37.04%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	109	85	-22.02%	686	678	-1.17%
Pending Sales	89	102	14.61%	727	690	-5.09%
New Listings	113	90	-20.35%	825	778	-5.70%
Average List Price	191,847	188,885	-1.54%	178,432	197,200	10.52%
Average Sale Price	190,390	182,496	-4.15%	177,755	194,991	9.70%
Average Percent of Selling Price to List Price	99.28%	98.39%	-0.89%	99.14%	99.28%	0.14%
Average Days on Market to Sale	14.29	18.56	29.88%	17.24	19.69	14.21%
Monthly Inventory	224	120	-46.43%	224	120	-46.43%
Months Supply of Inventory	2.61	1.44	-44.77%	2.61	1.44	-44.77%

Absorption: Last 12 months, an Average of **83** Sales/Month

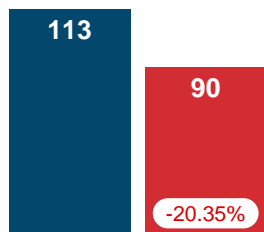
Inventory on August 31, 2022 = **120**

2021 **2022**

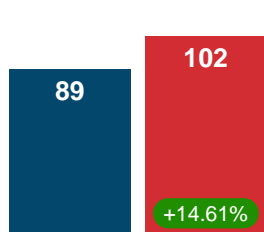
AUGUST MARKET

AVERAGE PRICES

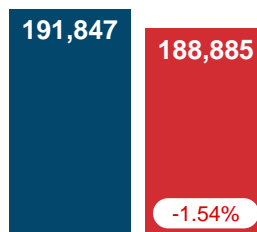
New Listings



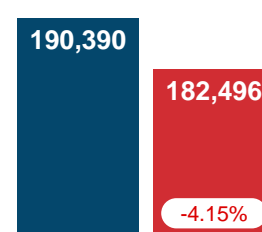
Pending Listings



List Price



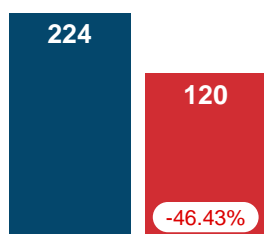
Sale Price



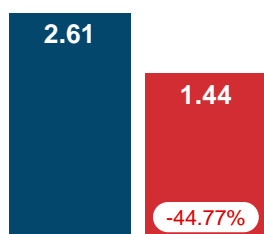
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

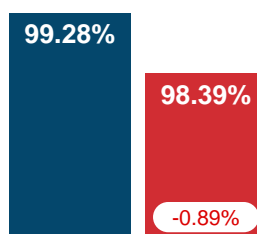
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

