

February 2022

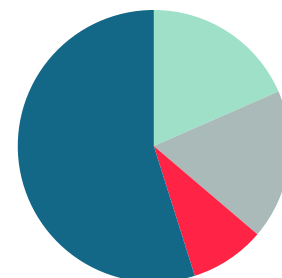
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 14, 2022 for MLS Technology Inc.

Compared Metrics	February		+/-%
	2021	2022	
Closed Listings	72	89	23.61%
Pending Listings	60	86	43.33%
New Listings	82	89	8.54%
Average List Price	128,505	166,454	29.53%
Average Sale Price	125,579	161,929	28.95%
Average Percent of Selling Price to List Price	95.61%	98.41%	2.93%
Average Days on Market to Sale	33.03	24.17	-26.82%
End of Month Inventory	332	265	-20.18%
Months Supply of Inventory	3.67	2.60	-28.94%



■ Closed (18.43%)
■ Pending (17.81%)
■ Other OffMarket (8.90%)
■ Active (54.87%)

Absorption: Last 12 months, an Average of **102** Sales/Month
Active Inventory as of February 28, 2022 = **265**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2022 decreased **20.18%** to 265 existing homes available for sale. Over the last 12 months this area has had an average of 102 closed sales per month. This represents an unsold inventory index of **2.60** 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 **28.95%** in February 2022 to \$161,929 versus the previous year at \$125,579.

Average Days on Market Shortens

The average number of **24.17** days that homes spent on the market before selling decreased by 8.86 days or **26.82%** in February 2022 compared to last year's same month at **33.03** DOM.

Sales Success for February 2022 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 89 New Listings in February 2022, up **8.54%** from last year at 82. Furthermore, there were 89 Closed Listings this month versus last year at 72, a **23.61%** increase.

Closed versus Listed trends yielded a **100.0%** ratio, up from previous year's, February 2021, at **87.8%**, a **13.89%** upswing. 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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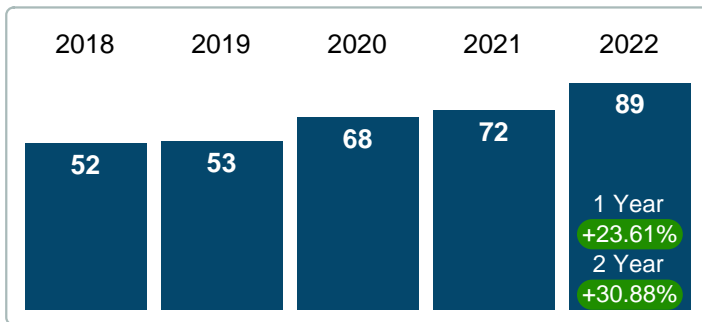
Area Delimited by County Of Washington



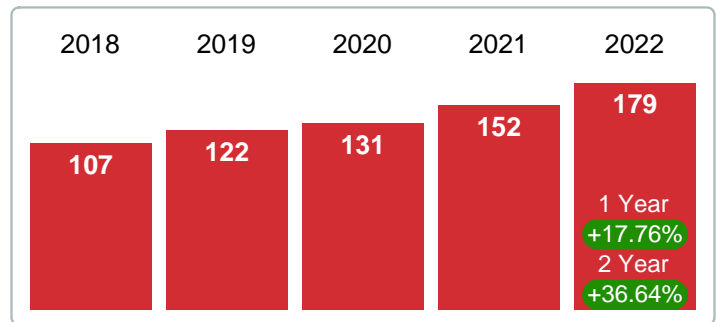
CLOSED LISTINGS

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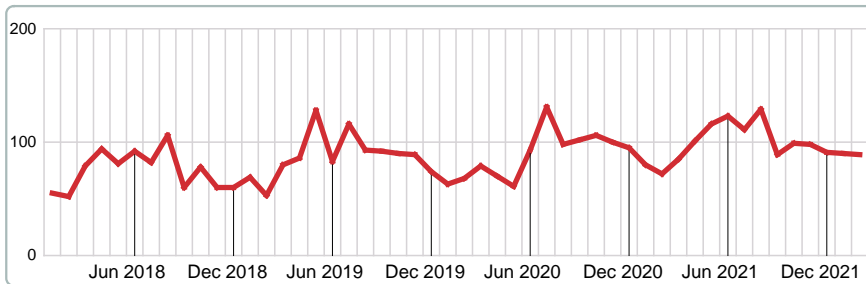
FEBRUARY



YEAR TO DATE (YTD)

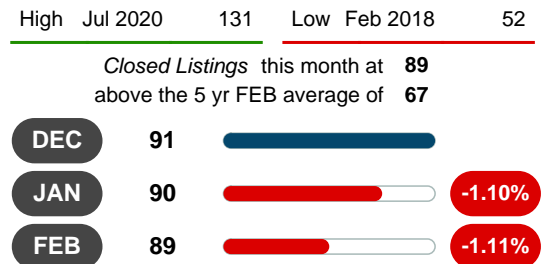


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 67



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	8	8.99%	27.4	5	2	1	0
\$25,001 - \$50,000	7	7.87%	9.3	5	2	0	0
\$50,001 - \$75,000	11	12.36%	32.5	4	7	0	0
\$75,001 - \$150,000	25	28.09%	20.0	5	16	4	0
\$150,001 - \$200,000	14	15.73%	16.1	1	9	4	0
\$200,001 - \$275,000	15	16.85%	23.1	0	5	10	0
\$275,001 and up	9	10.11%	48.6	2	2	5	0
Total Closed Units	89			22	43	24	0
Total Closed Volume	14,411,639	100%	24.2	3.10M	5.91M	5.40M	0.00B
Average Closed Price	\$161,929			\$140,837	\$137,539	\$224,961	\$0

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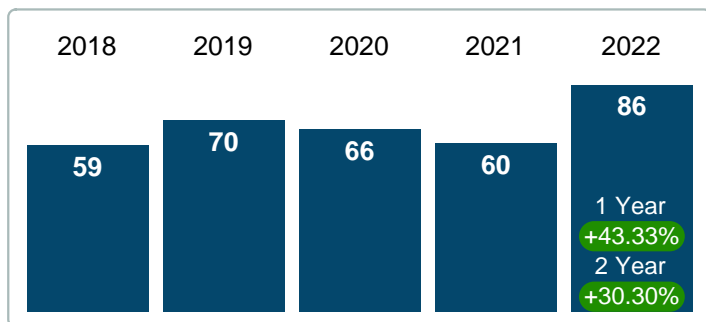
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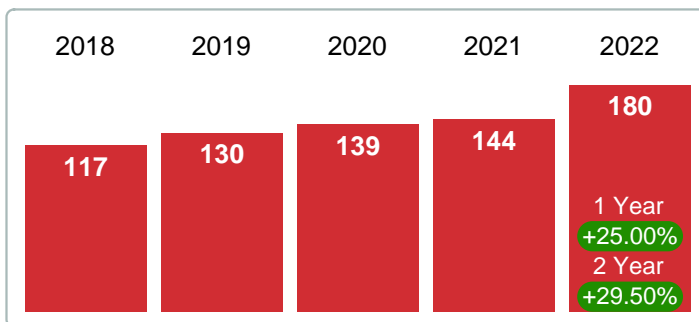
PENDING LISTINGS

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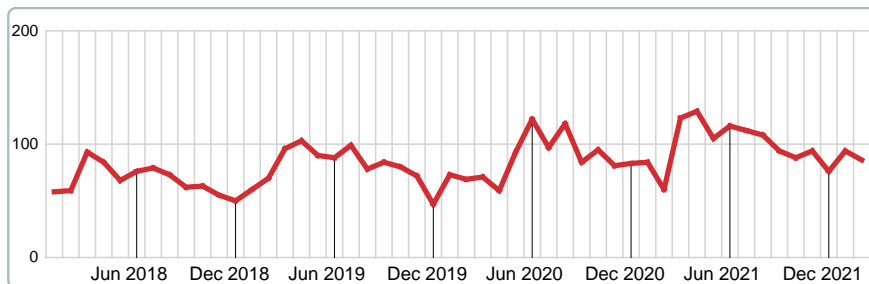
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

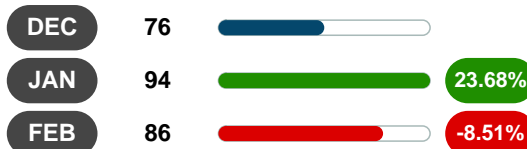


3 MONTHS

5 year FEB AVG = 68

High Apr 2021 129 Low Dec 2019 47

Pending Listings this month at **86**
above the 5 yr FEB average of **68**



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	10	11.63%	45.1	5	4	1	0
\$50,001 - \$80,000	8	9.30%	29.1	4	4	0	0
\$80,001 - \$120,000	11	12.79%	48.3	4	6	0	1
\$120,001 - \$200,000	25	29.07%	60.2	8	11	6	0
\$200,001 - \$260,000	12	13.95%	47.3	2	4	5	1
\$260,001 - \$400,000	11	12.79%	37.0	2	3	6	0
\$400,001 and up	9	10.47%	60.4	1	1	6	1
Total Pending Units	86			26	33	24	3
Total Pending Volume	17,150,800	100%	24.0	3.68M	5.01M	7.22M	1.25M
Average Listing Price	\$118,382			\$141,388	\$151,795	\$300,670	\$416,467

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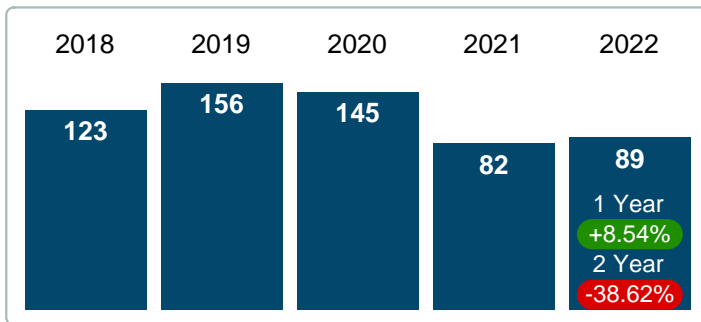
Area Delimited by County Of Washington



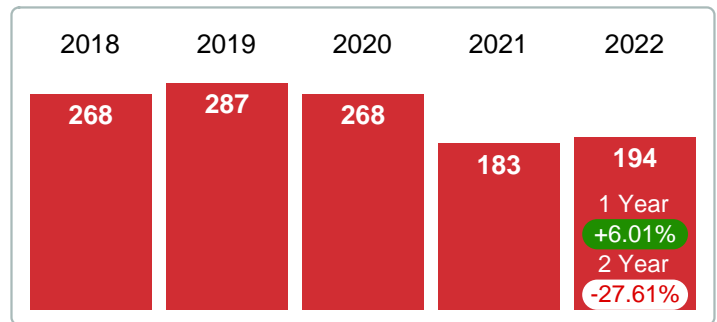
NEW LISTINGS

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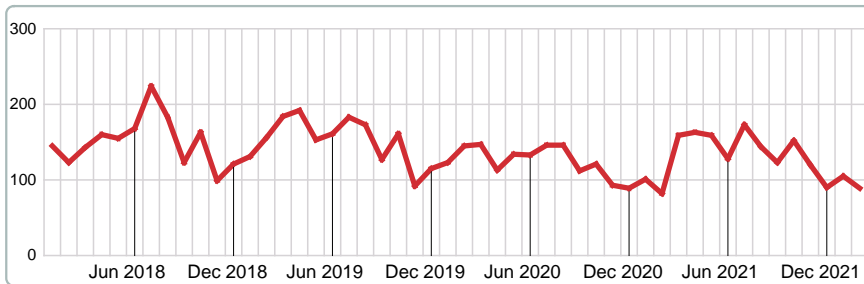
FEBRUARY



YEAR TO DATE (YTD)

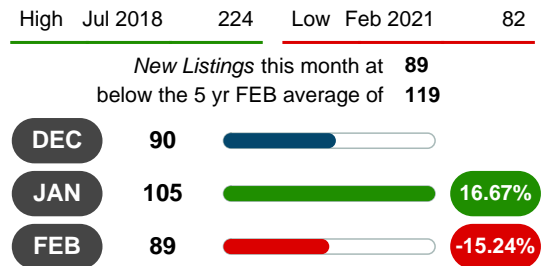


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 119



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	8	8.99%	4	2	2	0
\$20,001 - \$60,000	13	14.61%	10	3	0	0
\$60,001 - \$100,000	12	13.48%	7	5	0	0
\$100,001 - \$180,000	21	23.60%	10	11	0	0
\$180,001 - \$260,000	14	15.73%	1	7	5	1
\$260,001 - \$370,000	12	13.48%	3	2	7	0
\$370,001 and up	9	10.11%	2	2	5	0
Total New Listed Units	89		37	32	19	1
Total New Listed Volume	16,877,350	100%	5.73M	5.21M	5.69M	245.00K
Average New Listed Listing Price	\$55,793		\$154,993	\$162,733	\$299,482	\$245,000

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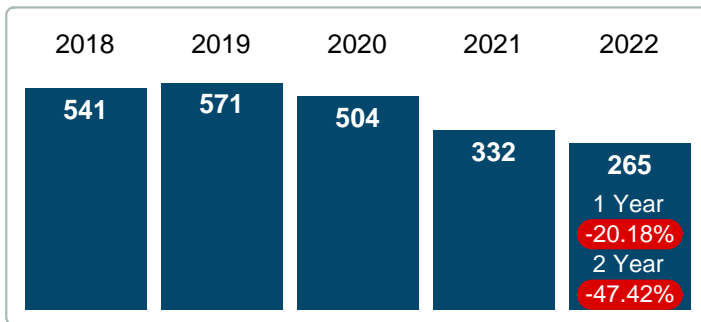
Area Delimited by County Of Washington



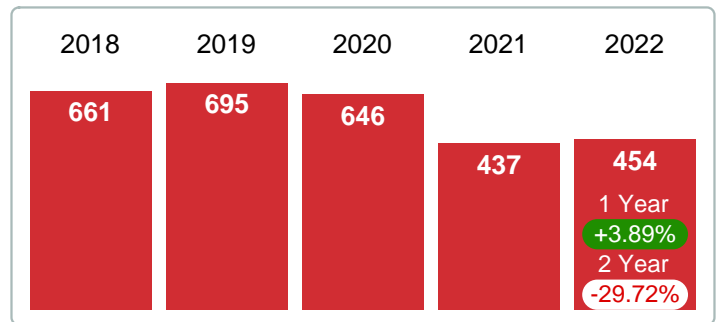
ACTIVE INVENTORY

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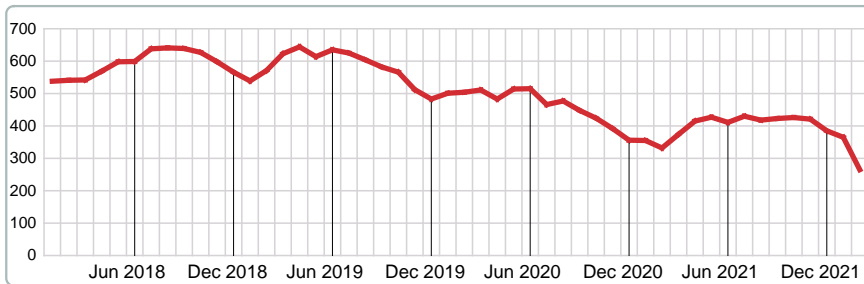
END OF FEBRUARY



ACTIVE DURING FEBRUARY

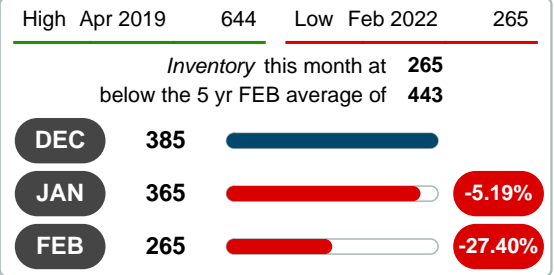


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB 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	35	13.21%	88.8	29	4	2	0
\$25,001-\$50,000	33	12.45%	164.9	30	3	0	0
\$50,001-\$150,000	89	33.58%	130.6	72	15	1	1
\$150,001-\$225,000	37	13.96%	88.6	14	15	7	1
\$225,001-\$375,000	41	15.47%	74.1	11	8	19	3
\$375,001 and up	30	11.32%	139.1	17	4	8	1
Total Active Inventory by Units	265			173	49	37	6
Total Active Inventory by Volume	47,137,569	100%	115.7	26.39M	8.89M	10.14M	1.71M
Average Active Inventory Listing Price	\$177,878			\$152,566	\$181,360	\$274,153	\$285,567

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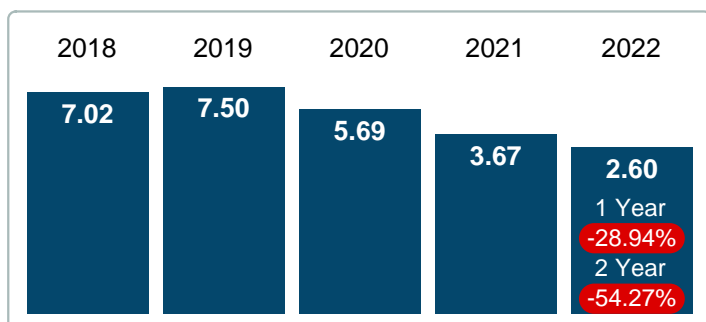
Area Delimited by County Of Washington



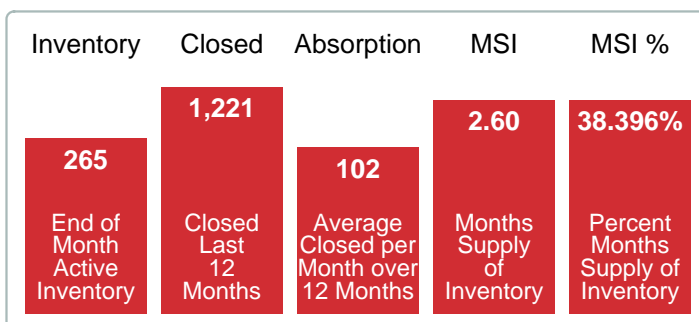
MONTHS SUPPLY of INVENTORY (MSI)

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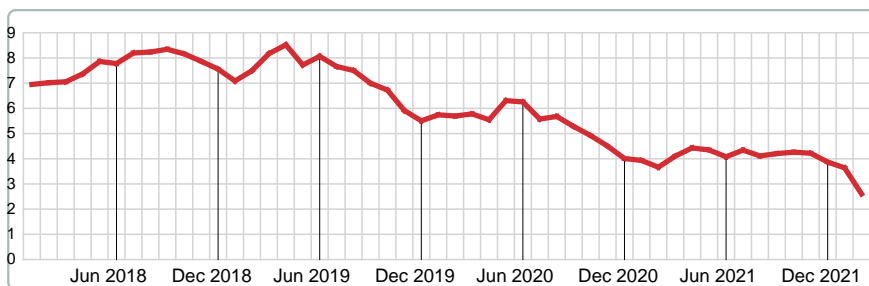
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2022

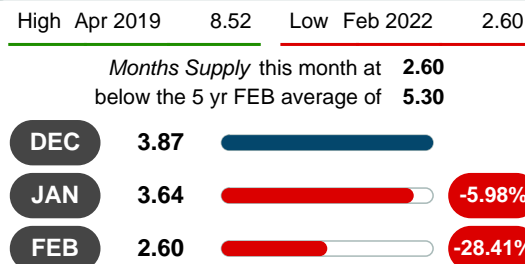


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 5.30



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	8	3.02%	1.66	0.65	2.53	12.00	0.00
\$10,001 \$40,000	42	15.85%	7.88	10.47	0.75	0.00	0.00
\$40,001 \$70,000	50	18.87%	4.84	7.71	1.02	1.71	0.00
\$70,001 \$160,000	66	24.91%	1.87	6.76	0.61	0.29	12.00
\$160,001 \$240,000	38	14.34%	1.63	6.00	1.43	1.05	2.40
\$240,001 \$390,000	33	12.45%	1.86	5.71	0.46	1.95	1.04
\$390,001 and up	28	10.57%	5.69	20.40	3.43	2.88	1.20
Market Supply of Inventory (MSI)			2.60	7.16	0.98	1.56	1.64
Total Active Inventory by Units		100%	260	173	49	37	6

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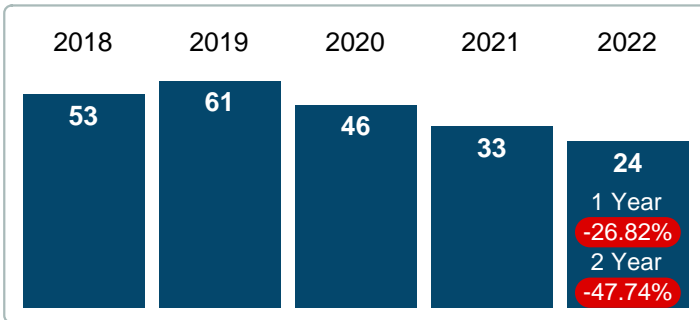
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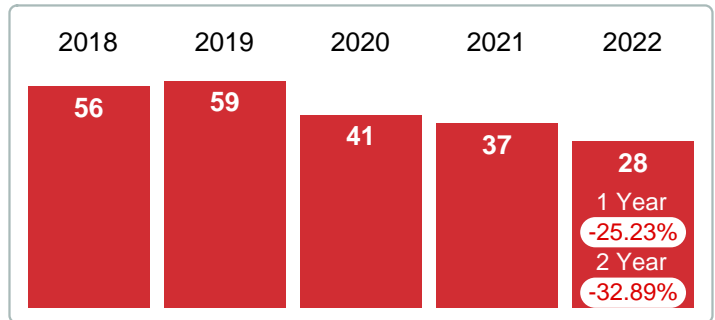
AVERAGE DAYS ON MARKET TO SALE

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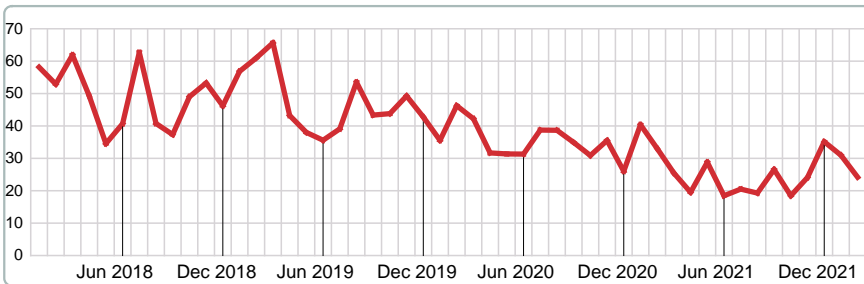
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

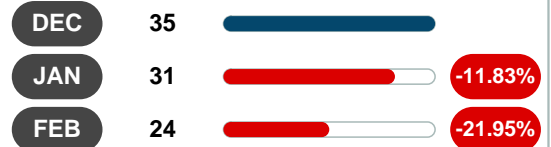


3 MONTHS

5 year FEB AVG = 43

High Mar 2019 66 Low Jun 2021 18

Average Days on Market to Sale this month at 24 below the 5 yr FEB average of 43



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	8.99%	27	29	36	5	0
\$25,001 - \$50,000	7.87%	9	11	5	0	0
\$50,001 - \$75,000	12.36%	32	31	33	0	0
\$75,001 - \$150,000	28.09%	20	37	11	36	0
\$150,001 - \$200,000	15.73%	16	18	12	25	0
\$200,001 - \$275,000	16.85%	23	0	8	31	0
\$275,001 and up	10.11%	49	59	49	44	0
Average Closed DOM		24				
Total Closed Units	100%	24	22	43	24	0
Total Closed Volume		14,411,639	3.10M	5.91M	5.40M	0.00B

February 2022



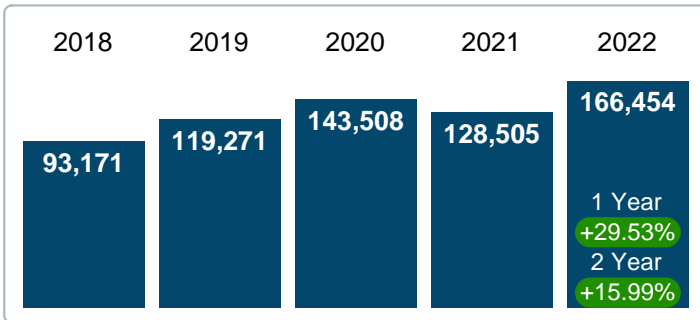
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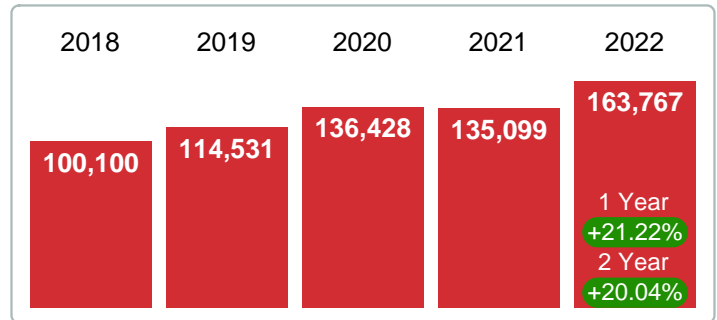
AVERAGE LIST PRICE AT CLOSING

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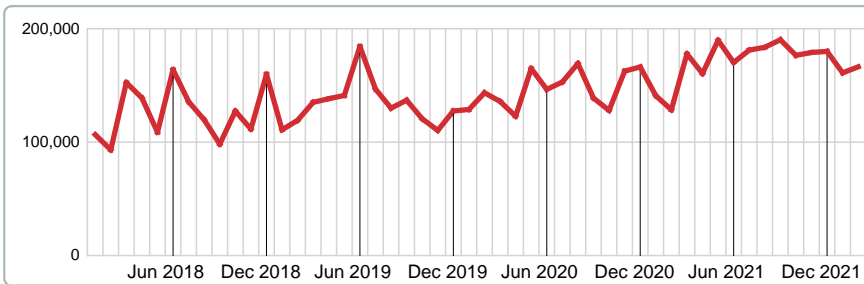
FEBRUARY



YEAR TO DATE (YTD)

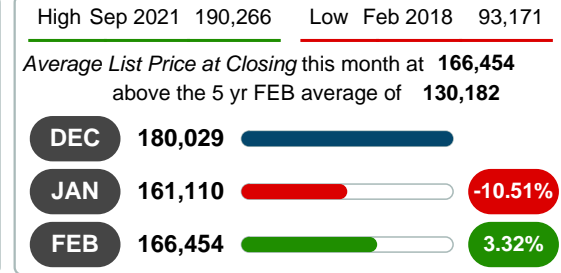


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 130,182



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	7.87%	3,701	6,642	10,600	1,400	0
\$25,001 - \$50,000	6.74%	41,550	43,880	53,500	0	0
\$50,001 - \$75,000	13.48%	64,067	71,600	65,057	0	0
\$75,001 - \$150,000	28.09%	112,032	113,960	117,256	112,475	0
\$150,001 - \$200,000	19.10%	178,394	185,000	173,311	183,500	0
\$200,001 - \$275,000	14.61%	240,924	0	229,180	236,501	0
\$275,001 and up	10.11%	533,878	1,055,500	394,500	380,980	0
Average List Price		166,454	154,764	138,474	227,300	0
Total Closed Units	100%	166,454	22	43	24	0
Total Closed Volume		14,814,419	3.40M	5.95M	5.46M	0.00B

February 2022

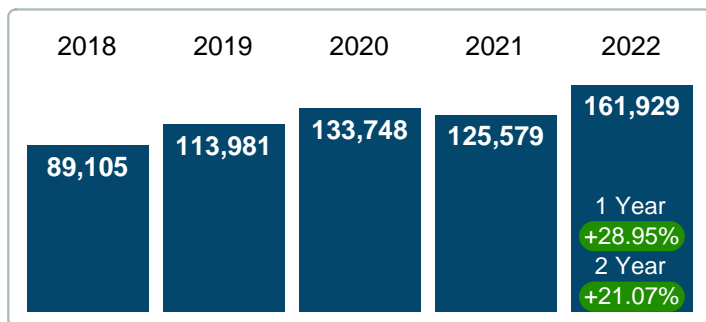
Area Delimited by County Of Washington



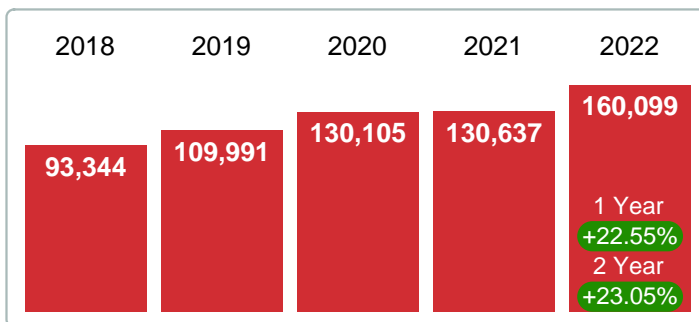
AVERAGE SOLD PRICE AT CLOSING

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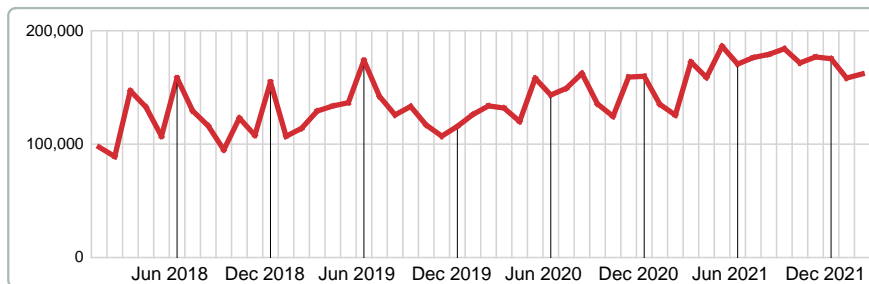
FEBRUARY



YEAR TO DATE (YTD)

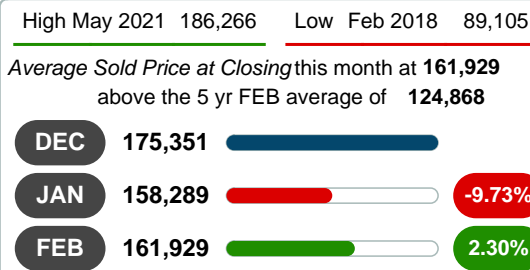


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 124,868



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	8.99%	6,464	5,662	11,000	1,400	0
\$25,001 - \$50,000	7.87%	44,629	42,980	48,750	0	0
\$50,001 - \$75,000	12.36%	66,055	68,850	64,457	0	0
\$75,001 - \$150,000	28.09%	113,353	113,960	114,098	109,613	0
\$150,001 - \$200,000	15.73%	175,643	185,000	172,667	180,000	0
\$200,001 - \$275,000	16.85%	236,281	0	234,980	236,931	0
\$275,001 and up	10.11%	498,211	912,500	394,500	373,980	0
Average Sold Price		161,929	140,837	137,539	224,961	0
Total Closed Units	100%	161,929	22	43	24	0
Total Closed Volume		14,411,639	3.10M	5.91M	5.40M	0.00B

February 2022

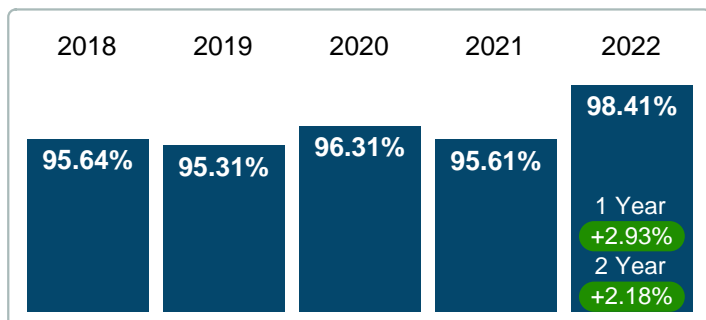
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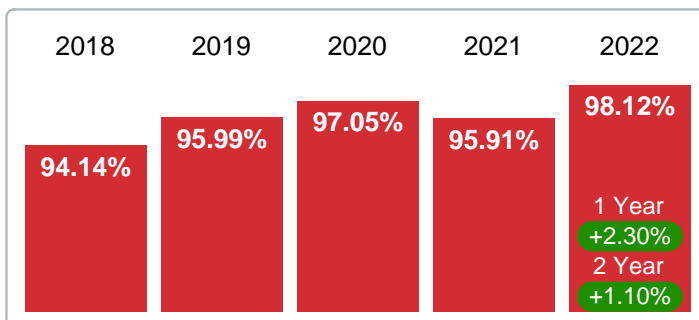
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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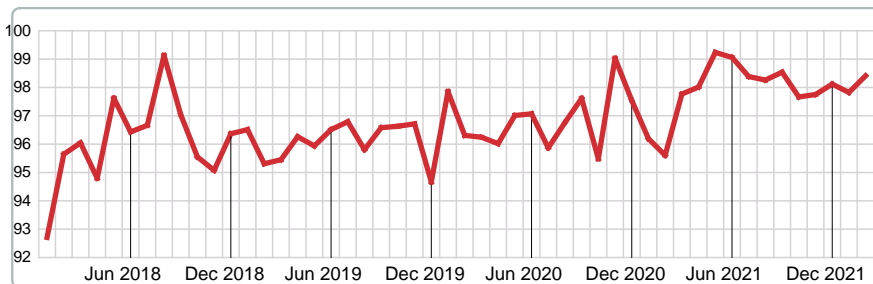
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

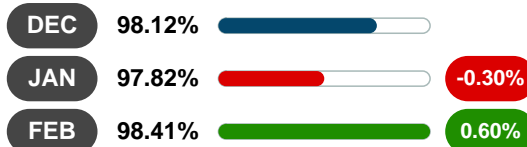


3 MONTHS

5 year FEB AVG = 96.26%

High May 2021 99.24% Low Jan 2018 92.71%

Average Sold/List Ratio this month at **98.41%**
above the 5 yr FEB average of **96.26%**



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	8	8.99%	95.76%	96.72%	91.23%	100.00%	0.00%
\$25,001 \$50,000	7	7.87%	95.94%	97.87%	91.13%	0.00%	0.00%
\$50,001 \$75,000	11	12.36%	98.56%	96.17%	99.93%	0.00%	0.00%
\$75,001 \$150,000	25	28.09%	98.41%	100.00%	98.14%	97.51%	0.00%
\$150,001 \$200,000	14	15.73%	99.37%	100.00%	99.86%	98.12%	0.00%
\$200,001 \$275,000	15	16.85%	101.21%	0.00%	102.59%	100.52%	0.00%
\$275,001 and up	9	10.11%	96.36%	87.87%	100.00%	98.29%	0.00%
Average Sold/List Ratio		98.40%		96.97%	98.75%	99.13%	0.00%
Total Closed Units		89	100%	22	43	24	
Total Closed Volume		14,411,639		3.10M	5.91M	5.40M	0.00B

February 2022

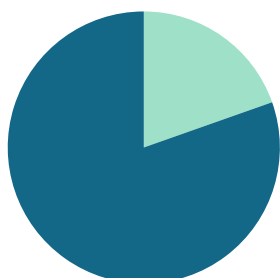
Area Delimited by County Of Washington



MARKET SUMMARY

Report produced on Mar 14, 2022 for MLS Technology Inc.

INVENTORY

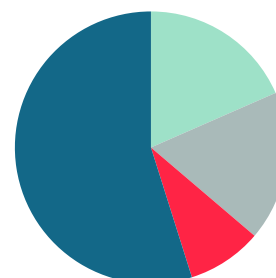


Inventory
 New Listings
89 = 19.60%
 Start Inventory
365
 Total Inventory Units
454
 Volume
\$96,545,938

Market Activity

Closed Sales
89 = 18.43%
 Pending Sales
86 = 17.81%
 Other Off Market
43 = 8.90%
 Active Inventory
265 = 54.87%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	72	89	23.61%	152	179	17.76%
Pending Sales	60	86	43.33%	144	180	25.00%
New Listings	82	89	8.54%	183	194	6.01%
Average List Price	128,505	166,454	29.53%	135,099	163,767	21.22%
Average Sale Price	125,579	161,929	28.95%	130,637	160,099	22.55%
Average Percent of Selling Price to List Price	95.61%	98.41%	2.93%	95.91%	98.12%	2.30%
Average Days on Market to Sale	33.03	24.17	-26.82%	36.89	27.59	-25.23%
Monthly Inventory	332	265	-20.18%	332	265	-20.18%
Months Supply of Inventory	3.67	2.60	-28.94%	3.67	2.60	-28.94%

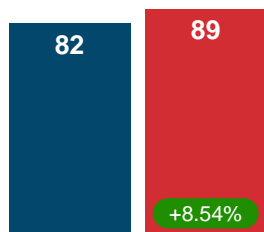
Absorption: Last 12 months, an Average of **102** Sales/Month

Inventory on February 28, 2022 = **265** 2021 2022

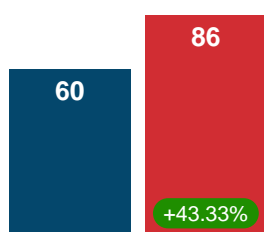
FEBRUARY MARKET

AVERAGE PRICES

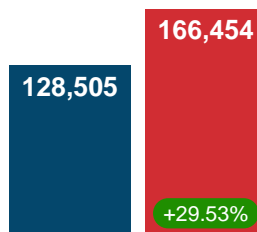
New Listings



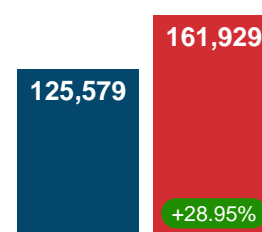
Pending Listings



List Price



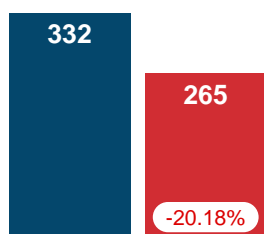
Sale Price



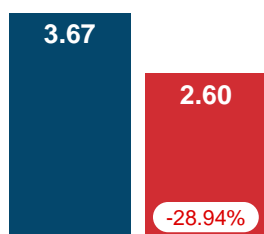
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

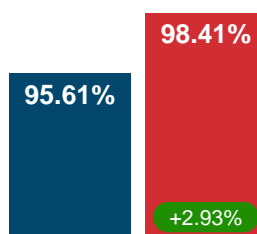
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

