

February 2022

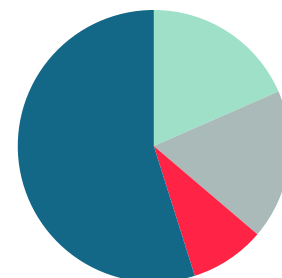
Area Delimited by County Of Washington



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%
Median List Price	116,450	130,000	11.64%
Median Sale Price	117,000	132,000	12.82%
Median Percent of Selling Price to List Price	99.68%	100.00%	0.32%
Median Days on Market to Sale	16.50	8.00	-51.52%
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.

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 **12.82%** in February 2022 to \$132,000 versus the previous year at \$117,000.

Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 8.50 days or **51.52%** in February 2022 compared to last year's same month at **16.50** DOM.

Sales Success for February 2022 is Positive

Overall, with Median 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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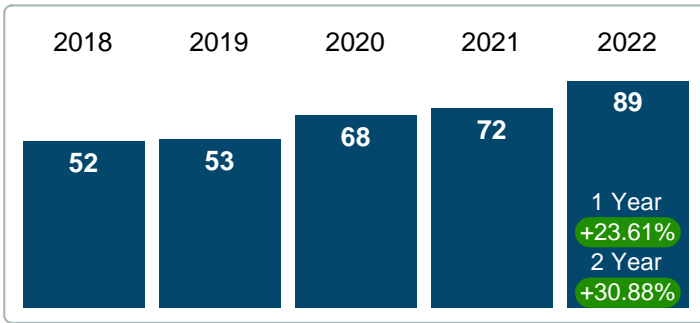
Area Delimited by County Of Washington



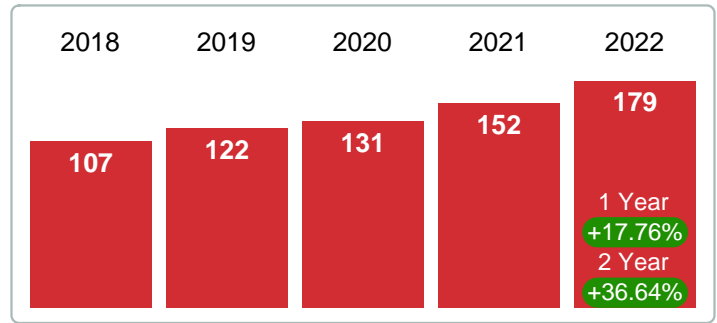
CLOSED LISTINGS

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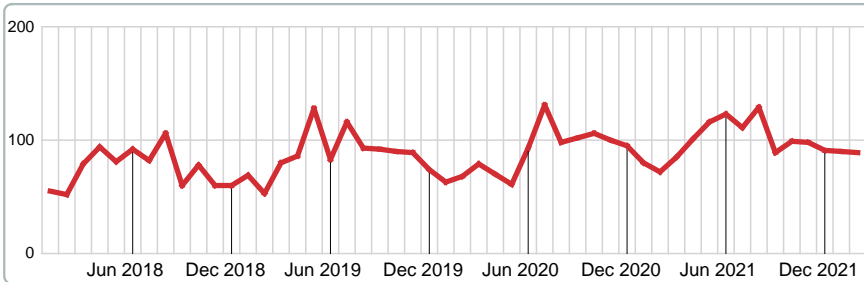
FEBRUARY



YEAR TO DATE (YTD)

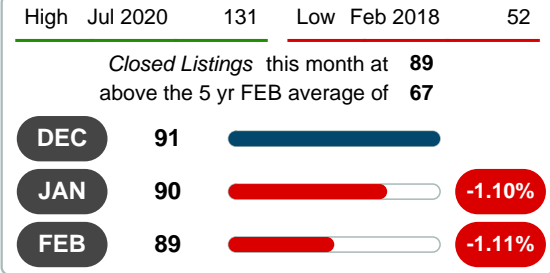


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 67



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	8.99%	14.0	5	2	1	0
\$30,001 - \$70,000	15	16.85%	2.0	7	8	0	0
\$70,001 - \$90,000	10	11.24%	8.5	3	5	2	0
\$90,001 - \$170,000	24	26.97%	14.0	4	17	3	0
\$170,001 - \$220,000	11	12.36%	8.0	1	4	6	0
\$220,001 - \$290,000	13	14.61%	4.0	0	6	7	0
\$290,001 and up	8	8.99%	54.0	2	1	5	0
Total Closed Units	89			22	43	24	0
Total Closed Volume	14,411,639	100%	8.0	3.10M	5.91M	5.40M	0.00B
Median Closed Price	\$132,000			\$63,000	\$132,000	\$217,500	\$0

February 2022



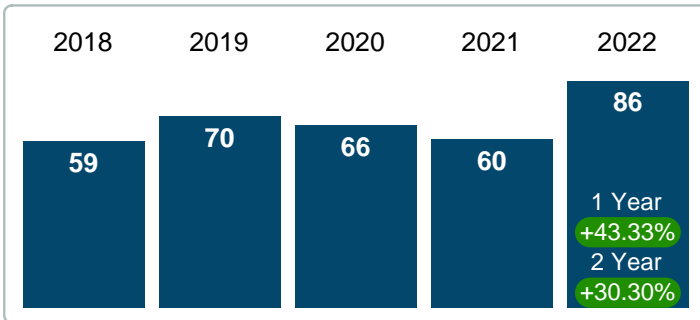
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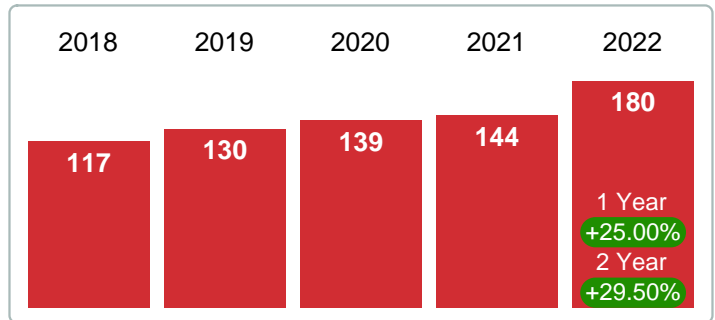
PENDING LISTINGS

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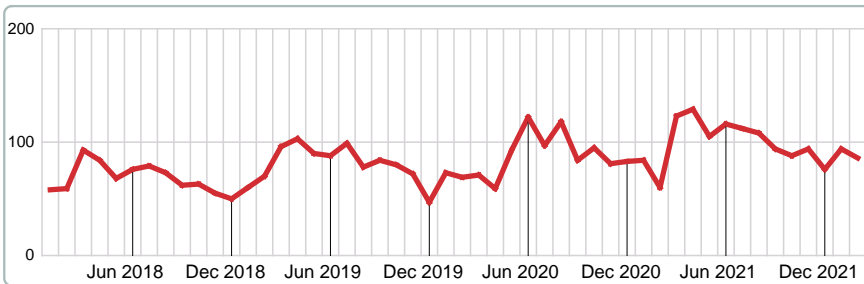
FEBRUARY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	11.63%	19.0	5	4	1	0
\$50,001 - \$75,000	8	9.30%	6.5	4	4	0	0
\$75,001 - \$125,000	13	15.12%	19.0	5	7	0	1
\$125,001 - \$200,000	23	26.74%	26.0	7	10	6	0
\$200,001 - \$250,000	10	11.63%	33.0	2	4	3	1
\$250,001 - \$400,000	13	15.12%	12.0	2	3	8	0
\$400,001 and up	9	10.47%	57.0	1	1	6	1
Total Pending Units	86			26	33	24	3
Total Pending Volume	17,150,800	100%	25.0	3.68M	5.01M	7.22M	1.25M
Median Listing Price	\$162,950			\$122,500	\$135,000	\$260,995	\$239,400

February 2022



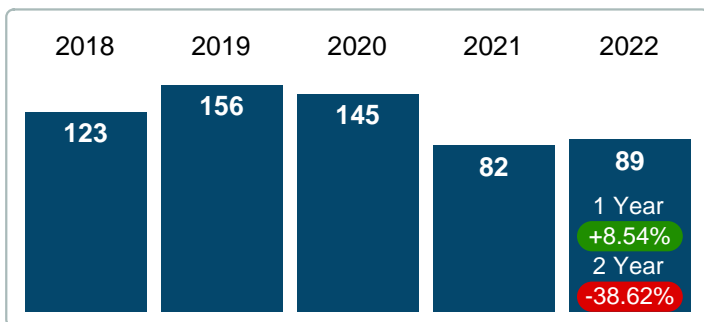
Area Delimited by County Of Washington



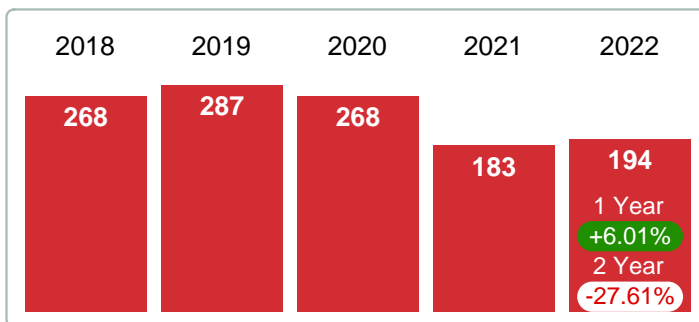
NEW LISTINGS

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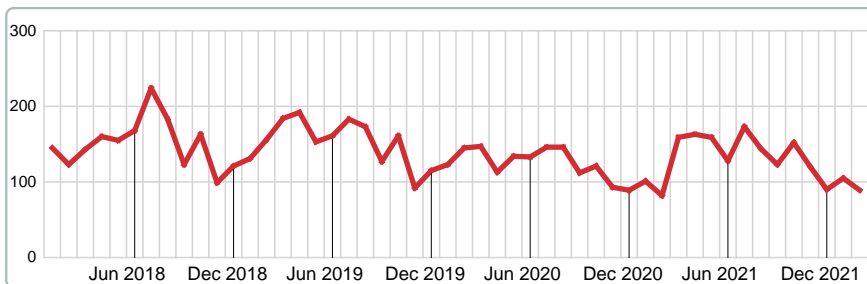
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 119

High Jul 2018 224 Low Feb 2021 82

New Listings this month at **89**
below the 5 yr FEB average of **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
Median New Listed Listing Price	\$129,900		\$80,000	\$142,450	\$275,000	\$245,000

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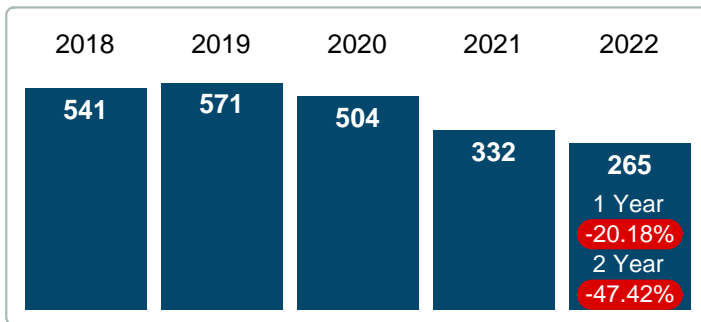
Area Delimited by County Of Washington



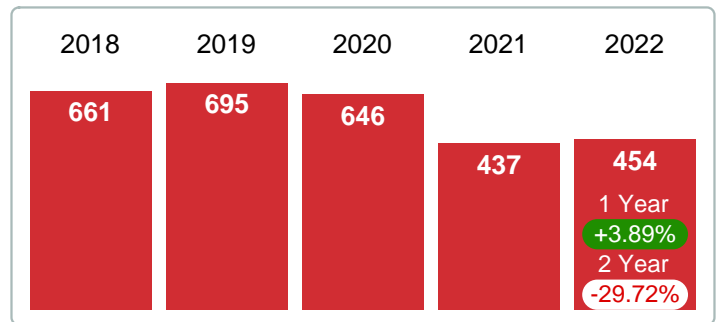
ACTIVE INVENTORY

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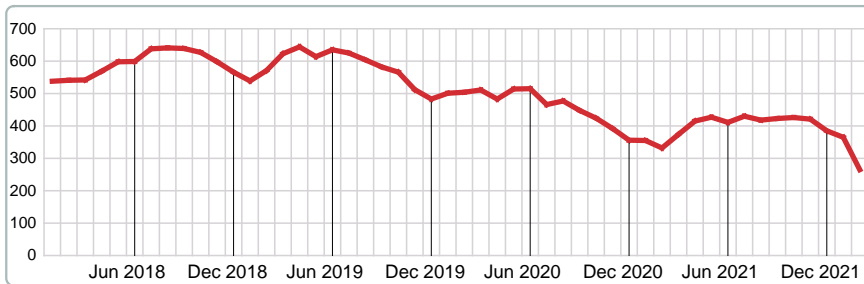
END OF FEBRUARY



ACTIVE DURING FEBRUARY

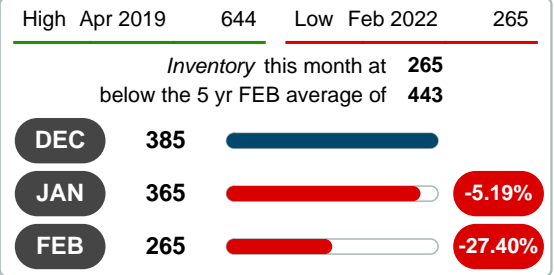


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 443



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	8	3.02%	48.0	2	4	2	0
\$10,001 - \$40,000	42	15.85%	79.0	41	1	0	0
\$40,001 - \$70,000	50	18.87%	181.0	45	4	1	0
\$70,001 - \$160,000	66	24.91%	117.0	49	15	1	1
\$160,001 - \$240,000	38	14.34%	76.0	9	19	8	2
\$240,001 - \$390,000	33	12.45%	47.0	10	2	19	2
\$390,001 and up	28	10.57%	136.5	17	4	6	1
Total Active Inventory by Units		265		173	49	37	6
Total Active Inventory by Volume		47,137,569	100%	26.39M	8.89M	10.14M	1.71M
Median Active Inventory Listing Price		\$109,900		\$70,000	\$165,000	\$252,990	\$242,200

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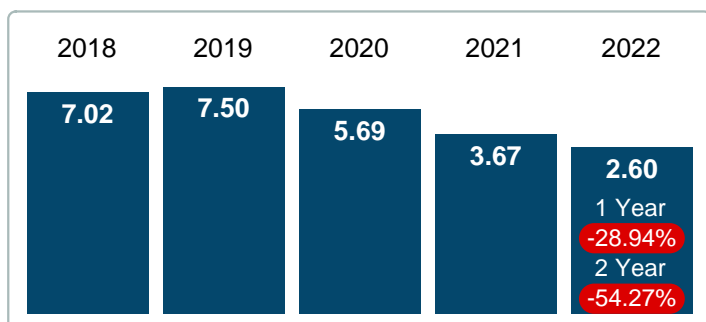
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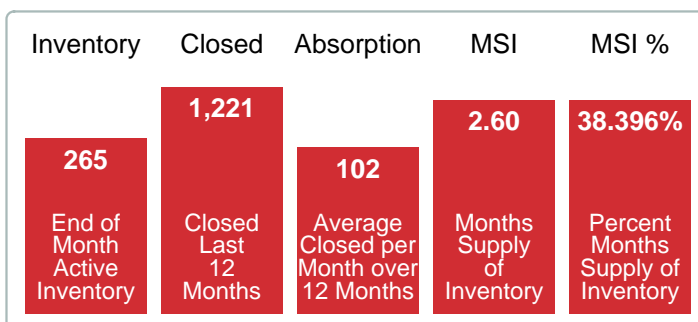
MONTHS SUPPLY of INVENTORY (MSI)

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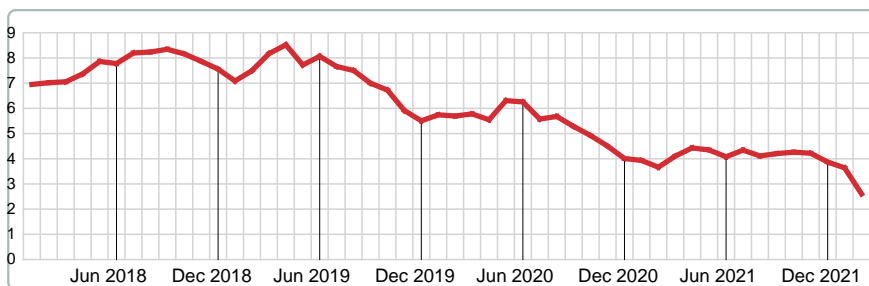
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2022



5 YEAR MARKET ACTIVITY TRENDS

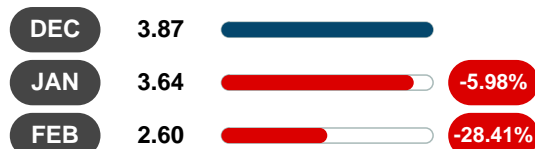


3 MONTHS

5 year FEB AVG = 5.30

High Apr 2019 8.52 Low Feb 2022 2.60

Months Supply this month at **2.60**
below the 5 yr FEB average of **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%	265	173	49	37	6

February 2022

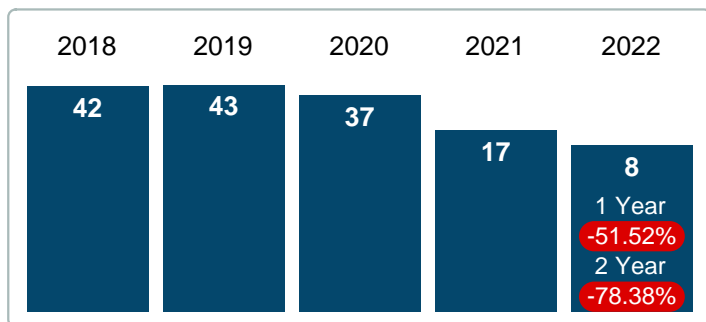
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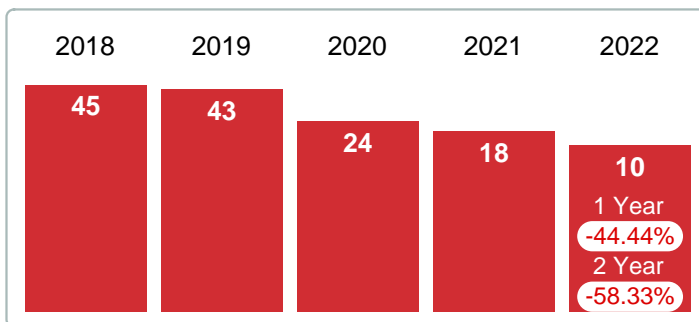
MEDIAN DAYS ON MARKET TO SALE

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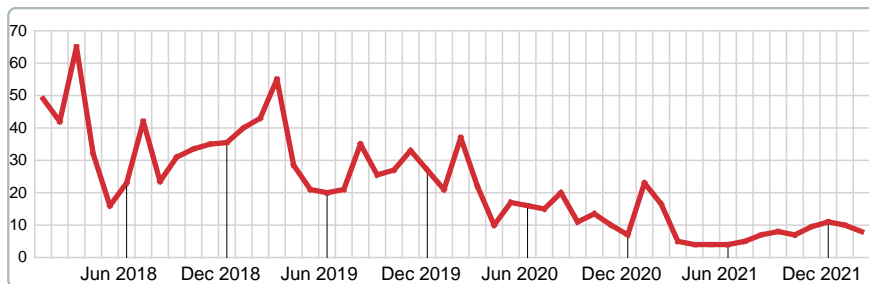
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

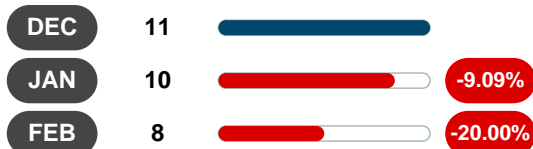


3 MONTHS

5 year FEB AVG = 29

High Mar 2018 65 Low Jun 2021 4

Median Days on Market to Sale this month at 8 below the 5 yr FEB average of 29



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
\$30,000 and less	8.99%	14	17	36	5	0
\$30,001 - \$70,000	16.85%	2	2	6	0	0
\$70,001 - \$90,000	11.24%	9	11	3	13	0
\$90,001 - \$170,000	26.97%	14	48	7	43	0
\$170,001 - \$220,000	12.36%	8	18	13	7	0
\$220,001 - \$290,000	14.61%	4	0	4	7	0
\$290,001 and up	8.99%	54	59	95	37	0
Median Closed DOM		8	14	6	15	0
Total Closed Units	100%	89	22	43	24	
Total Closed Volume		14,411,639	3.10M	5.91M	5.40M	0.00B

February 2022



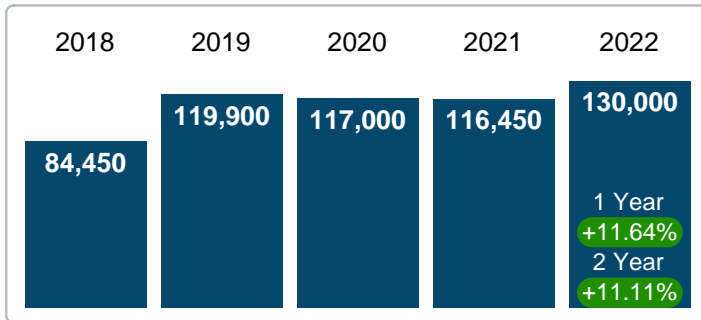
Area Delimited by County Of Washington



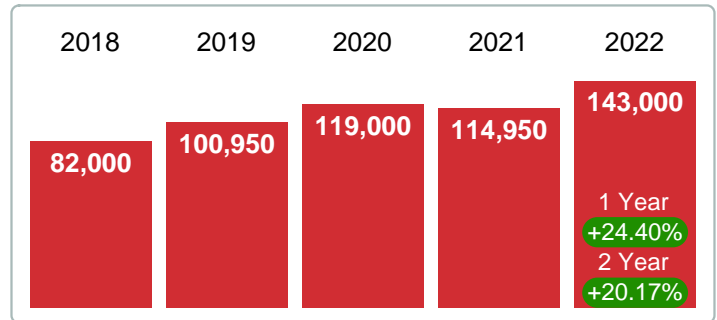
MEDIAN LIST PRICE AT CLOSING

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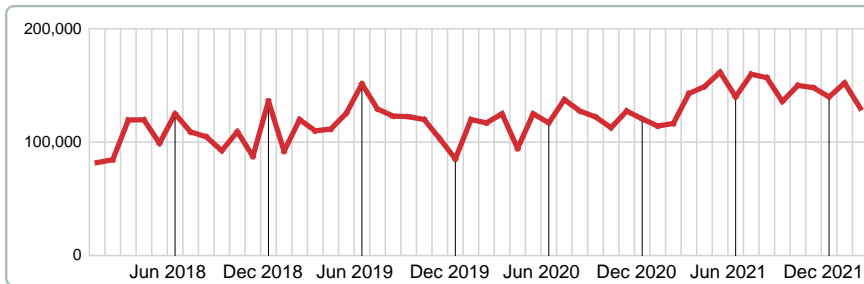
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

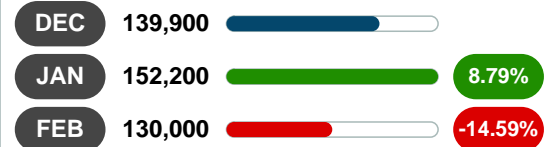


3 MONTHS

5 year FEB AVG = 113,560

High May 2021 161,700 Low Jan 2018 82,000

Median List Price at Closing this month at **130,000**
above the 5 yr FEB average of **113,560**



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
\$30,000 and less	8.99%	1,183	1,000	10,600	1,400	0
\$30,001 - \$70,000	14.61%	53,500	47,950	55,000	0	0
\$70,001 - \$90,000	12.36%	80,000	74,700	82,500	90,000	0
\$90,001 - \$170,000	24.72%	129,950	125,000	139,900	129,900	0
\$170,001 - \$220,000	16.85%	185,000	185,000	181,900	189,000	0
\$220,001 - \$290,000	13.48%	249,150	0	230,000	255,840	0
\$290,001 and up	8.99%	387,450	1,055,500	499,000	385,000	0
Median List Price		130,000	68,500	129,000	227,500	0
Total Closed Units	100%	130,000	22	43	24	0
Total Closed Volume		14,814,419	3.40M	5.95M	5.46M	0.00B

February 2022



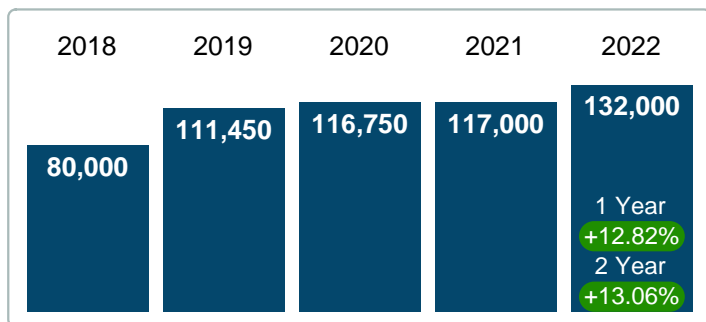
Area Delimited by County Of Washington



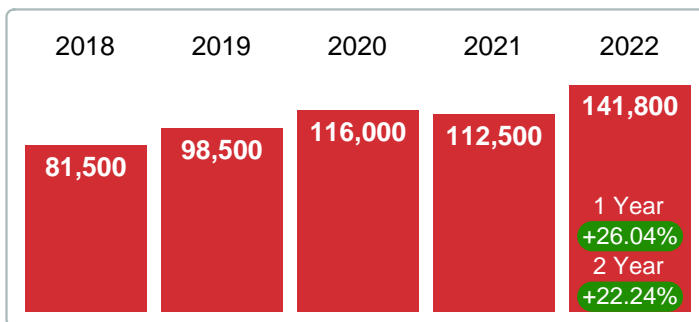
MEDIAN SOLD PRICE AT CLOSING

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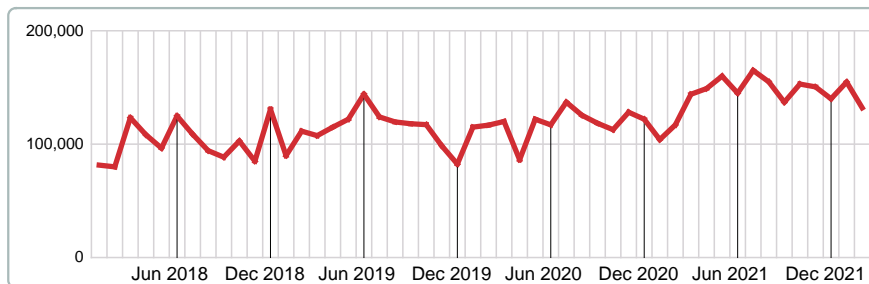
FEBRUARY



YEAR TO DATE (YTD)

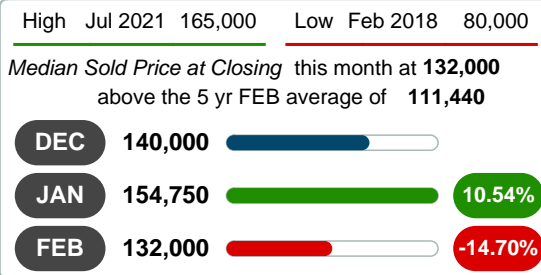


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 111,440



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
\$30,000 and less	8.99%	1,033	1,000	11,000	1,400	0
\$30,001 - \$70,000	16.85%	53,500	48,000	57,600	0	0
\$70,001 - \$90,000	11.24%	86,250	75,000	85,000	89,725	0
\$90,001 - \$170,000	26.97%	132,250	125,000	132,870	139,000	0
\$170,001 - \$220,000	12.36%	185,000	185,000	182,500	197,750	0
\$220,001 - \$290,000	14.61%	250,000	0	236,450	255,840	0
\$290,001 and up	8.99%	387,950	912,500	499,000	385,000	0
Median Sold Price		132,000	63,000	132,000	217,500	0
Total Closed Units	100%	132,000	22	43	24	
Total Closed Volume		14,411,639	3.10M	5.91M	5.40M	0.00B

February 2022



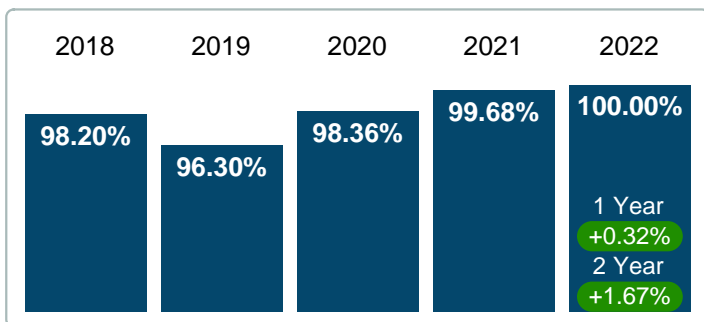
Area Delimited by County Of Washington



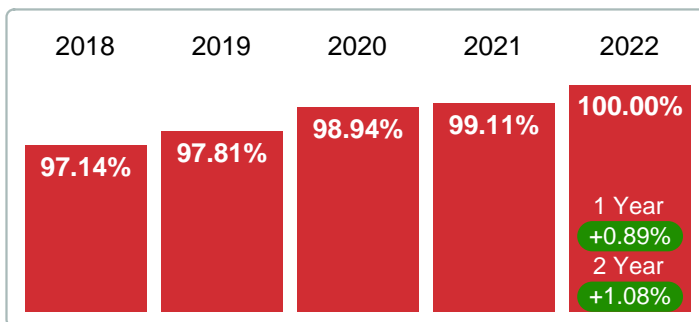
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 98.51%

High Feb 2022 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr FEB average of **98.51%**

DEC 100.00% ✓
JAN 100.00% ✓ 0.00%
FEB 100.00% ✓ 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
\$30,000 and less	8	8.99%	100.00%	100.00%	91.23%	100.00%	0.00%
\$30,001 - \$70,000	15	16.85%	96.00%	96.00%	94.98%	0.00%	0.00%
\$70,001 - \$90,000	10	11.24%	100.00%	100.00%	100.00%	97.08%	0.00%
\$90,001 - \$170,000	24	26.97%	100.00%	100.00%	100.00%	94.97%	0.00%
\$170,001 - \$220,000	11	12.36%	100.00%	100.00%	99.75%	100.00%	0.00%
\$220,001 - \$290,000	13	14.61%	100.00%	0.00%	101.00%	100.00%	0.00%
\$290,001 and up	8	8.99%	98.33%	87.87%	100.00%	100.00%	0.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	0.00%
Total Closed Units	89	100%	100.00%	22	43	24	
Total Closed Volume	14,411,639			3.1M	5.91M	5.40M	0.00B

February 2022

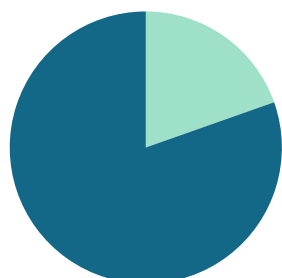
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

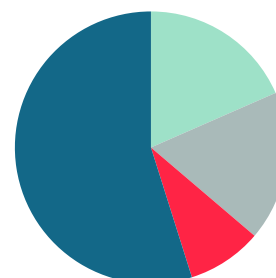


Inventory
 New Listings
89 = 19.60%
 Start Inventory
365
 Total Inventory Units
454
 Volume
\$96,545,938

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%
Median List Price	116,450	130,000	11.64%	114,950	143,000	24.40%
Median Sale Price	117,000	132,000	12.82%	112,500	141,800	26.04%
Median Percent of Selling Price to List Price	99.68%	100.00%	0.32%	99.11%	100.00%	0.89%
Median Days on Market to Sale	16.50	8.00	-51.52%	18.00	10.00	-44.44%
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

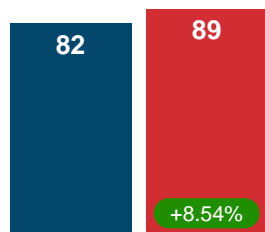
Inventory on February 28, 2022 = **265**

2021 **2022**

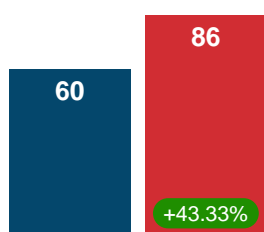
FEBRUARY MARKET

MEDIAN PRICES

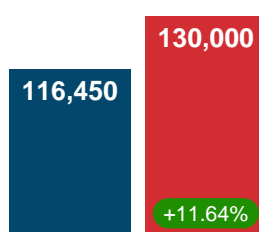
New Listings



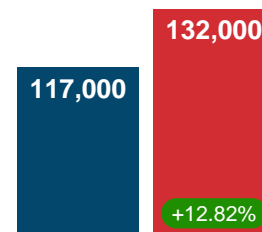
Pending Listings



List Price



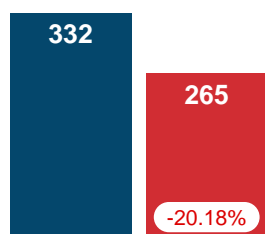
Sale Price



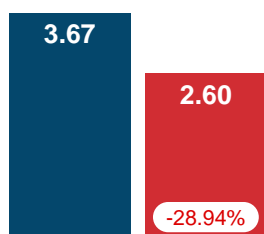
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

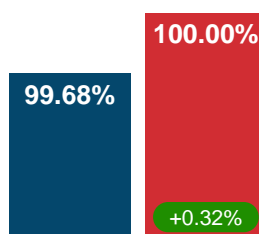
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

