

# January 2022

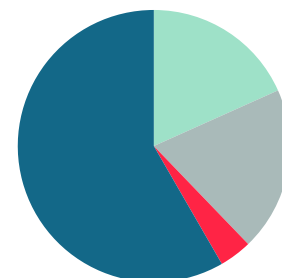
Area Delimited by County Of Washington



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	January 2022	+/-%
Closed Listings	80	90	12.50%
Pending Listings	84	96	14.29%
New Listings	101	105	3.96%
Average List Price	141,034	161,110	14.24%
Average Sale Price	135,189	158,289	17.09%
Average Percent of Selling Price to List Price	96.19%	97.82%	1.70%
Average Days on Market to Sale	40.38	30.97	-23.30%
End of Month Inventory	355	287	-19.15%
Months Supply of Inventory	3.93	2.86	-27.28%



■ Closed (18.29%)  
■ Pending (19.51%)  
■ Other OffMarket (3.86%)  
■ Active (58.33%)

**Absorption:** Last 12 months, an Average of **100** Sales/Month  
**Active Inventory** as of January 31, 2022 = **287**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2022 decreased **19.15%** to 287 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 **2.86** 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 **17.09%** in January 2022 to \$158,289 versus the previous year at \$135,189.

#### Average Days on Market Shortens

The average number of **30.97** days that homes spent on the market before selling decreased by 9.41 days or **23.30%** in January 2022 compared to last year's same month at **40.38** DOM.

#### Sales Success for January 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 105 New Listings in January 2022, up **3.96%** from last year at 101. Furthermore, there were 90 Closed Listings this month versus last year at 80, a **12.50%** increase.

Closed versus Listed trends yielded a **85.7%** ratio, up from previous year's, January 2021, at **79.2%**, a **8.21%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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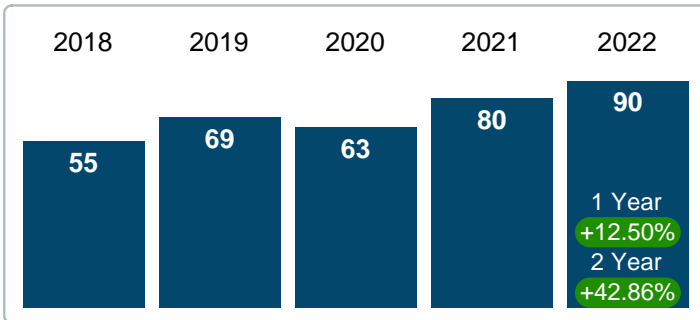
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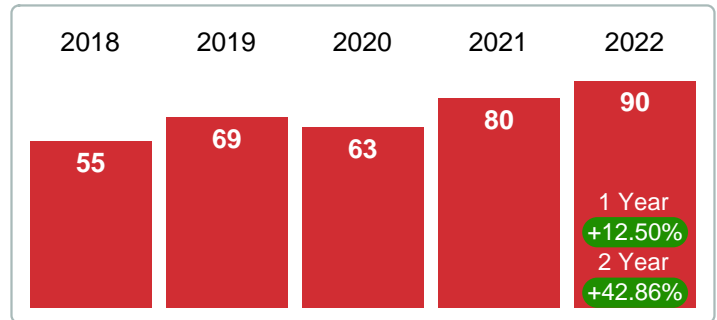
## CLOSED LISTINGS

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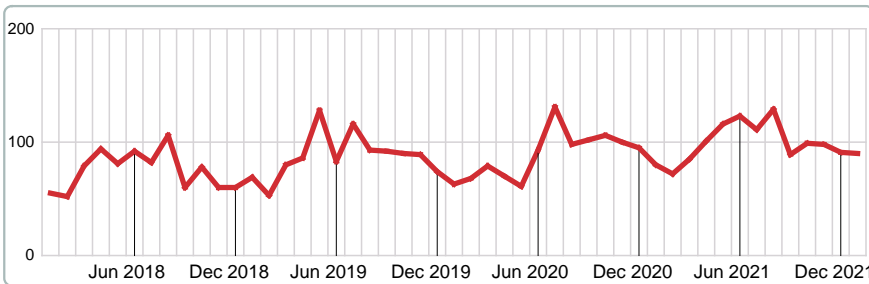
### JANUARY



### YEAR TO DATE (YTD)

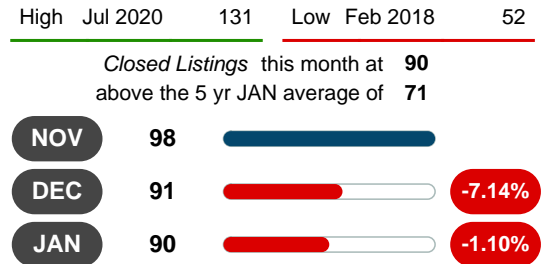


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 71



### 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	7	7.78%	31.0	4	3	0	0
\$25,001 - \$50,000	5	5.56%	52.4	2	3	0	0
\$50,001 - \$100,000	15	16.67%	32.1	7	8	0	0
\$100,001 - \$175,000	29	32.22%	22.8	5	15	9	0
\$175,001 - \$200,000	8	8.89%	11.4	1	6	1	0
\$200,001 - \$275,000	17	18.89%	40.3	1	8	8	0
\$275,001 and up	9	10.00%	43.4	2	2	4	1
<b>Total Closed Units</b>	<b>90</b>			<b>22</b>	<b>45</b>	<b>22</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>14,246,020</b>	<b>100%</b>	<b>31.0</b>	<b>2.35M</b>	<b>6.64M</b>	<b>4.98M</b>	<b>280.00K</b>
<b>Average Closed Price</b>	<b>\$158,289</b>			<b>\$106,679</b>	<b>\$147,520</b>	<b>\$226,394</b>	<b>\$280,000</b>

# January 2022



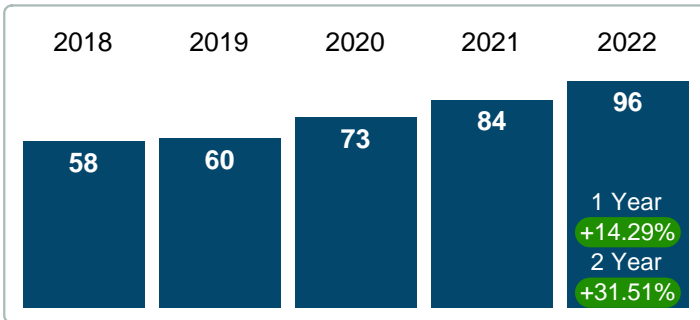
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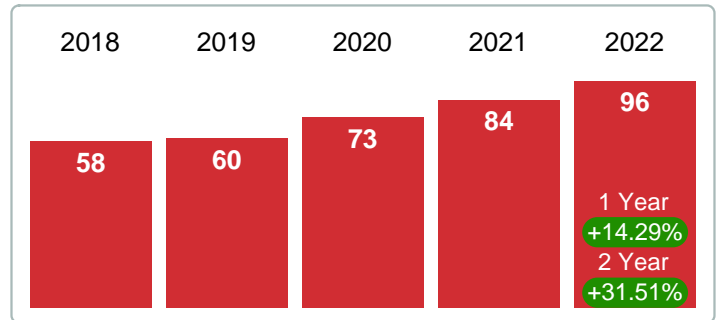
## PENDING LISTINGS

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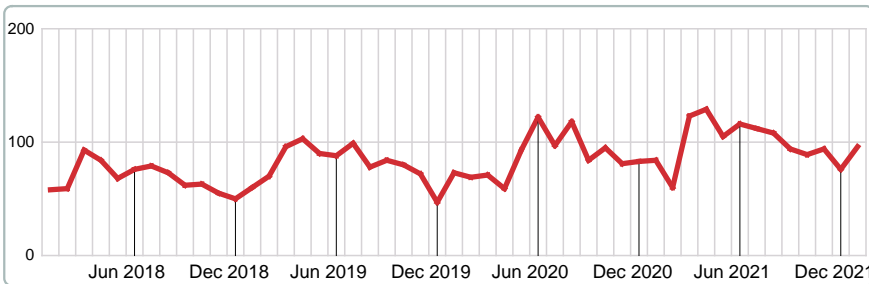
### JANUARY



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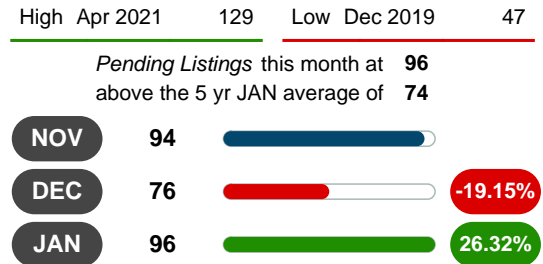


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 74



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	10	10.42%	16.7	5	5	0	0
\$60,001 - \$80,000	10	10.42%	39.0	6	4	0	0
\$80,001 - \$120,000	16	16.67%	20.1	7	8	1	0
\$120,001 - \$180,000	21	21.88%	27.4	1	16	4	0
\$180,001 - \$230,000	17	17.71%	24.9	2	9	5	1
\$230,001 - \$340,000	12	12.50%	29.8	0	0	12	0
\$340,001 and up	10	10.42%	49.6	2	2	5	1
<b>Total Pending Units</b>	<b>96</b>			<b>23</b>	<b>44</b>	<b>27</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>17,042,190</b>	<b>100%</b>	<b>7.2</b>	<b>2.69M</b>	<b>6.97M</b>	<b>6.81M</b>	<b>564.00K</b>
<b>Average Listing Price</b>	<b>\$130,156</b>			<b>\$116,965</b>	<b>\$158,488</b>	<b>\$252,389</b>	<b>\$282,000</b>

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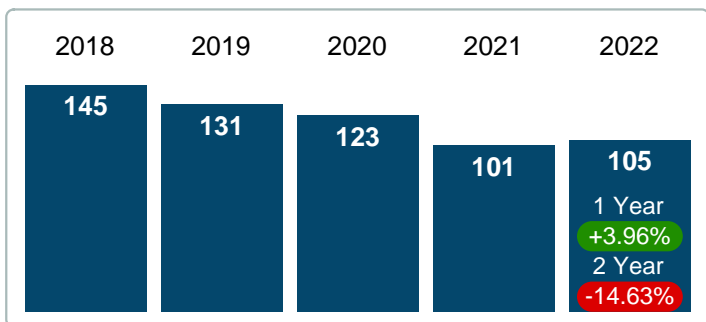
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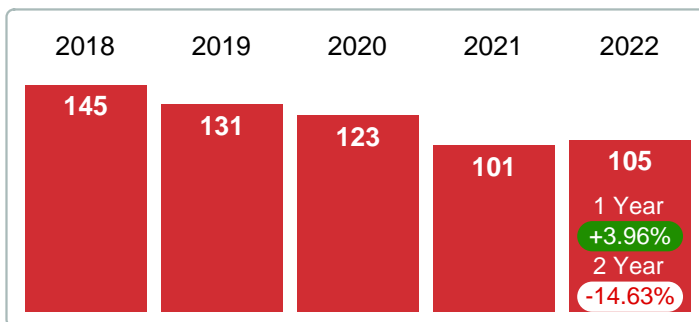
## NEW LISTINGS

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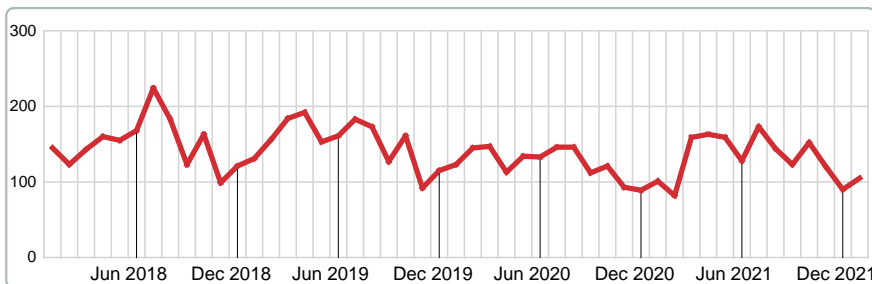
### JANUARY



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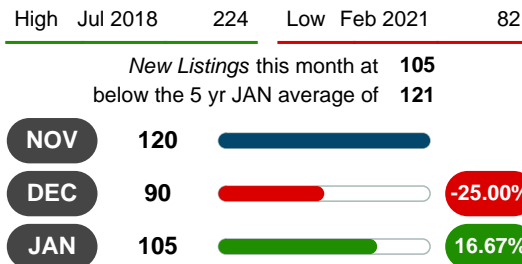


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 121



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	11	10.48%	5	5	1	0
\$30,001 - \$60,000	11	10.48%	7	4	0	0
\$60,001 - \$110,000	14	13.33%	6	8	0	0
\$110,001 - \$190,000	28	26.67%	4	17	7	0
\$190,001 - \$240,000	17	16.19%	1	11	5	0
\$240,001 - \$290,000	13	12.38%	0	0	13	0
\$290,001 and up	11	10.48%	2	1	6	2
<b>Total New Listed Units</b>	<b>105</b>		<b>25</b>	<b>46</b>	<b>32</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>17,864,139</b>	<b>100%</b>	<b>2.33M</b>	<b>6.12M</b>	<b>7.97M</b>	<b>1.45M</b>
<b>Average New Listed Listing Price</b>	<b>\$120,278</b>		<b>\$93,027</b>	<b>\$133,042</b>	<b>\$249,172</b>	<b>\$722,500</b>

# January 2022



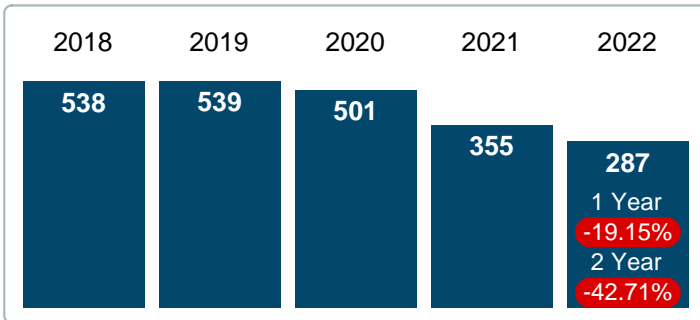
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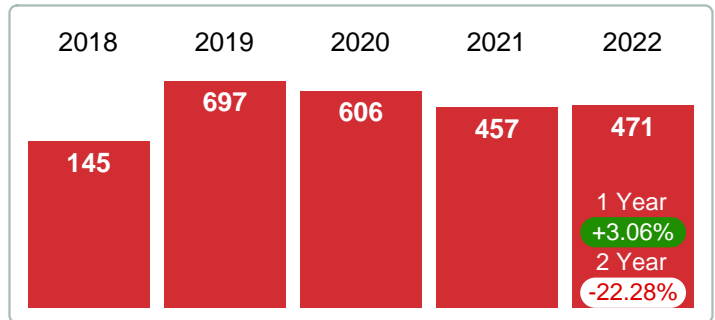
## ACTIVE INVENTORY

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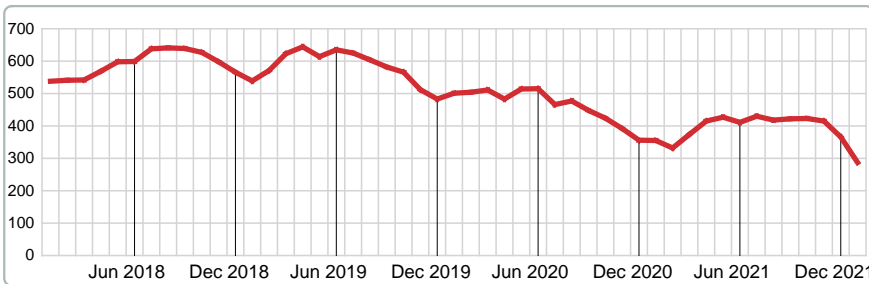
### END OF JANUARY



### ACTIVE DURING JANUARY

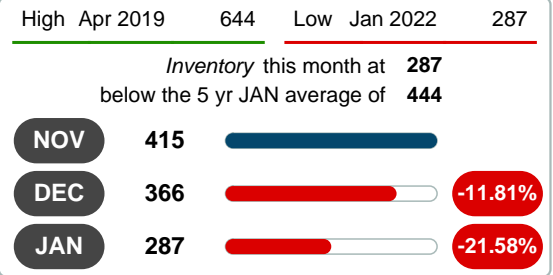


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 444



### 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	36	12.54%	75.6	30	5	1	0
\$25,001-\$50,000	34	11.85%	194.8	32	2	0	0
\$50,001-\$175,000	109	37.98%	124.2	80	22	6	1
\$175,001-\$250,000	40	13.94%	65.2	8	15	16	1
\$250,001-\$475,000	36	12.54%	108.6	15	4	16	1
\$475,001 and up	32	11.15%	128.0	20	4	4	4
<b>Total Active Inventory by Units</b>	<b>287</b>			<b>185</b>	<b>52</b>	<b>43</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>64,479,278</b>	<b>100%</b>	<b>116.7</b>	<b>34.77M</b>	<b>12.31M</b>	<b>13.18M</b>	<b>4.21M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$224,666</b>			<b>\$187,940</b>	<b>\$236,794</b>	<b>\$306,600</b>	<b>\$601,914</b>

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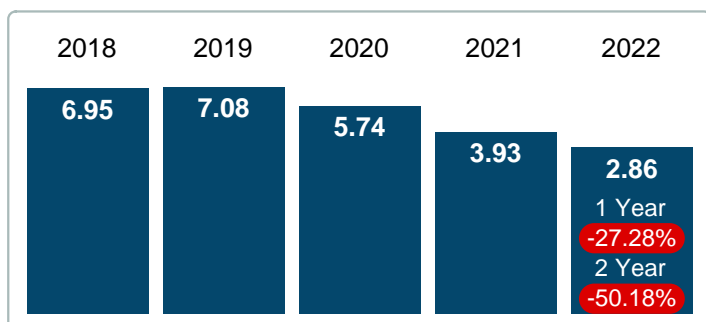
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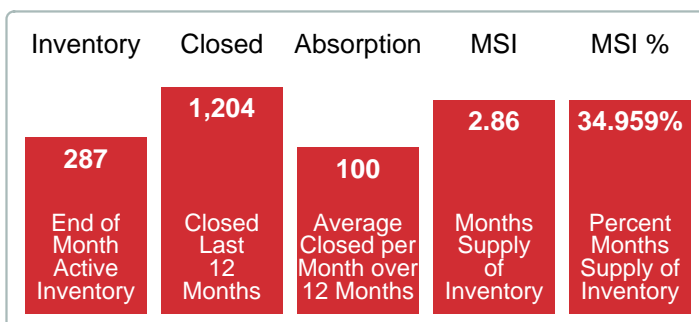
## MONTHS SUPPLY of INVENTORY (MSI)

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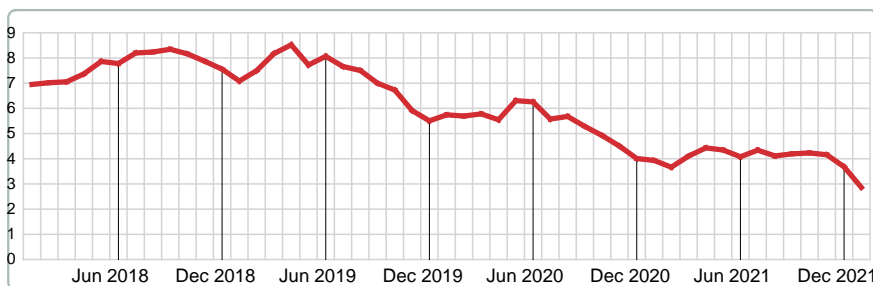
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2022

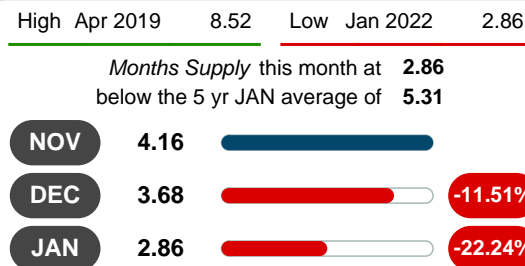


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 5.31



### 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	2.79%	1.71	1.33	2.00	6.00	0.00
\$10,001 - \$40,000	45	15.68%	8.06	10.70	2.53	0.00	0.00
\$40,001 - \$70,000	48	16.72%	4.61	7.44	0.78	1.50	0.00
\$70,001 - \$170,000	76	26.48%	1.97	7.12	0.70	1.30	3.00
\$170,001 - \$250,000	42	14.63%	1.89	6.67	1.30	1.94	1.00
\$250,001 - \$490,000	39	13.59%	2.44	9.71	1.17	1.91	0.52
\$490,001 and up	29	10.10%	10.55	36.00	8.00	2.57	6.86
Market Supply of Inventory (MSI)			2.86	7.82	1.05	1.86	1.83
Total Active Inventory by Units		100%	286	185	52	43	7

# January 2022



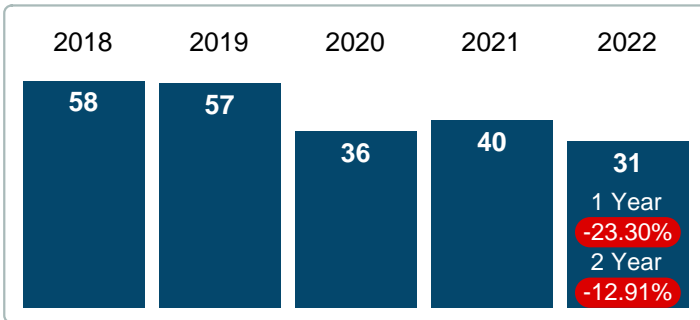
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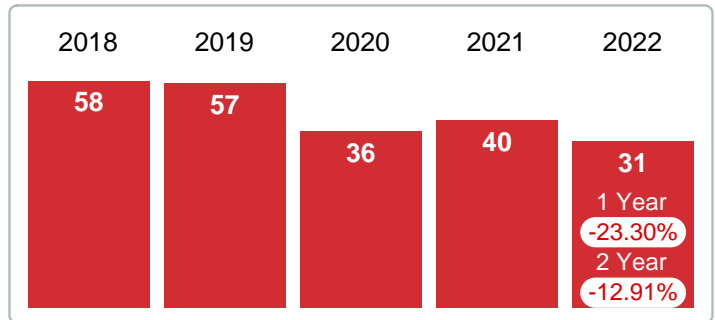
## AVERAGE DAYS ON MARKET TO SALE

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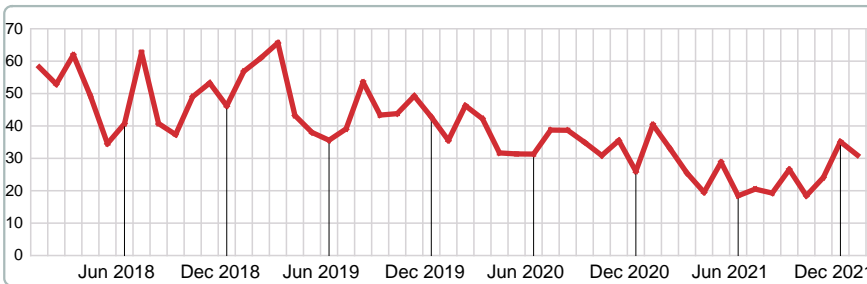
### JANUARY



### YEAR TO DATE (YTD)

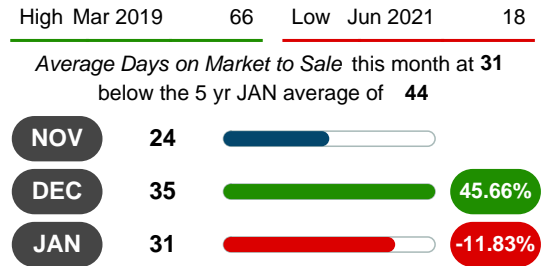


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 44



### 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	7.78%	31	10	59	0	0
\$25,001 - \$50,000	5.56%	52	22	73	0	0
\$50,001 - \$100,000	16.67%	32	36	28	0	0
\$100,001 - \$175,000	32.22%	23	32	25	14	0
\$175,001 - \$200,000	8.89%	11	7	8	37	0
\$200,001 - \$275,000	18.89%	40	185	45	18	0
\$275,001 and up	10.00%	43	99	46	23	10
<b>Average Closed DOM</b>		<b>31</b>	<b>40</b>	<b>33</b>	<b>18</b>	<b>10</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>31</b>	<b>22</b>	<b>45</b>	<b>22</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>14,246,020</b>	<b>2.35M</b>	<b>6.64M</b>	<b>4.98M</b>	<b>280.00K</b>



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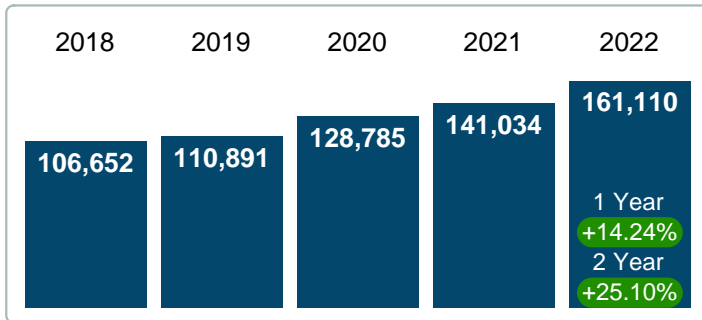
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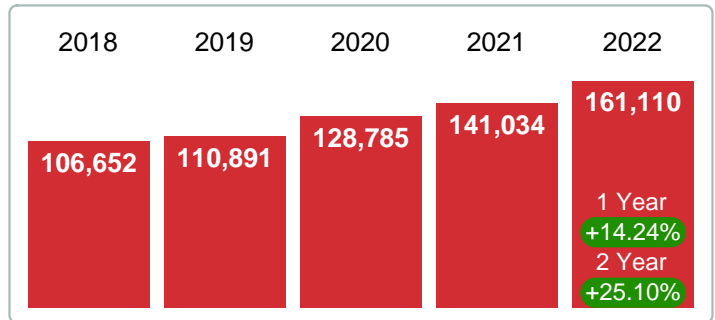
## AVERAGE LIST PRICE AT CLOSING

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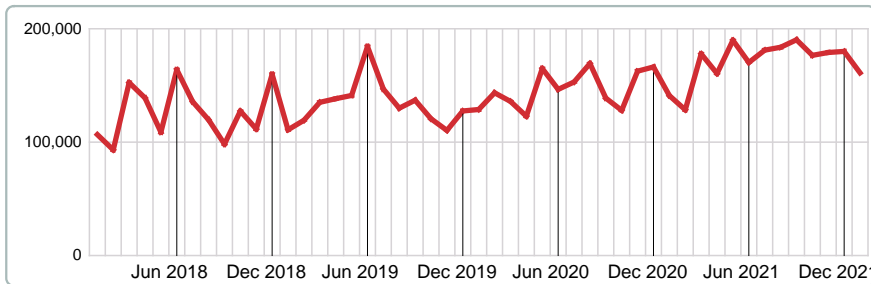
### JANUARY



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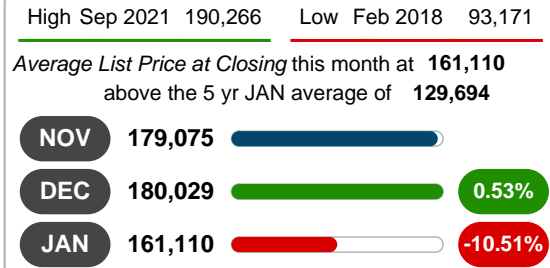


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 129,694



### 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	6.67%	8,492	14,113	8,167	0	0
\$25,001 \$50,000	5.56%	38,400	42,500	44,000	0	0
\$50,001 \$100,000	16.67%	70,507	65,043	84,663	0	0
\$100,001 \$175,000	33.33%	141,140	137,200	141,340	148,067	0
\$175,001 \$200,000	7.78%	188,614	199,900	180,983	209,000	0
\$200,001 \$275,000	18.89%	233,255	266,900	239,209	232,596	0
\$275,001 and up	11.11%	367,950	357,500	389,000	400,500	299,500
Average List Price		161,110	112,025	149,588	227,471	299,500
Total Closed Units	100%	161,110	22	45	22	1
Total Closed Volume		14,499,890	2.46M	6.73M	5.00M	299.50K



# January 2022



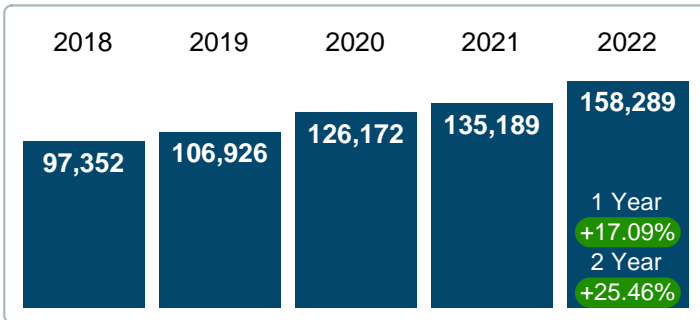
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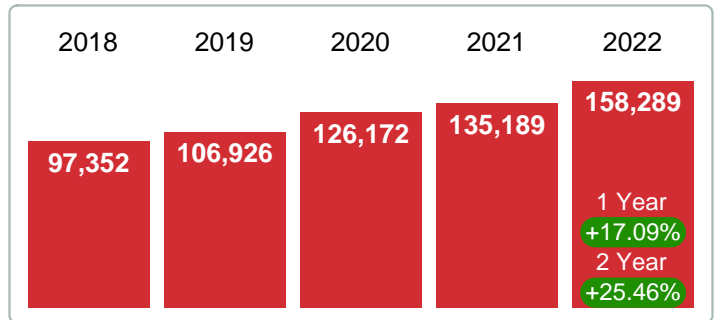
## AVERAGE SOLD PRICE AT CLOSING

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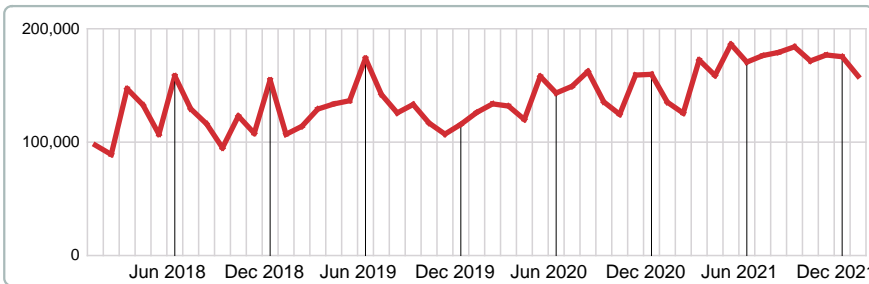
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

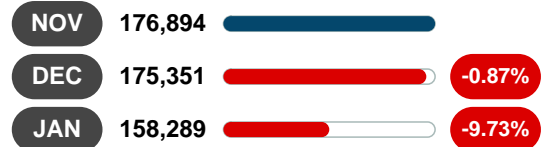


### 3 MONTHS

5 year JAN AVG = 124,785

High May 2021 186,266 Low Feb 2018 89,105

Average Sold Price at Closing this month at **158,289** above the 5 yr JAN average of **124,785**



### 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	7.78%	10,364	12,863	7,033	0	0
\$25,001 - \$50,000	5.56%	40,600	39,000	41,667	0	0
\$50,001 - \$100,000	16.67%	70,373	62,257	77,475	0	0
\$100,001 - \$175,000	32.22%	141,738	136,100	139,033	149,378	0
\$175,001 - \$200,000	8.89%	187,991	178,680	187,708	199,000	0
\$200,001 - \$275,000	18.89%	235,179	232,500	235,721	234,971	0
\$275,001 and up	10.00%	366,944	345,000	387,500	389,375	280,000
<b>Average Sold Price</b>		<b>158,289</b>	<b>106,679</b>	<b>147,520</b>	<b>226,394</b>	<b>280,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>158,289</b>	<b>22</b>	<b>45</b>	<b>22</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>14,246,020</b>	<b>2.35M</b>	<b>6.64M</b>	<b>4.98M</b>	<b>280.00K</b>

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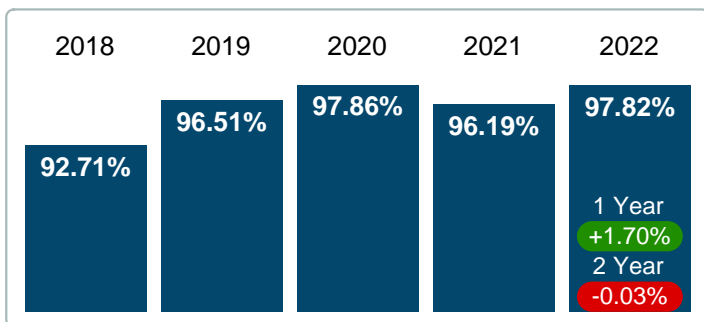
Area Delimited by County Of Washington



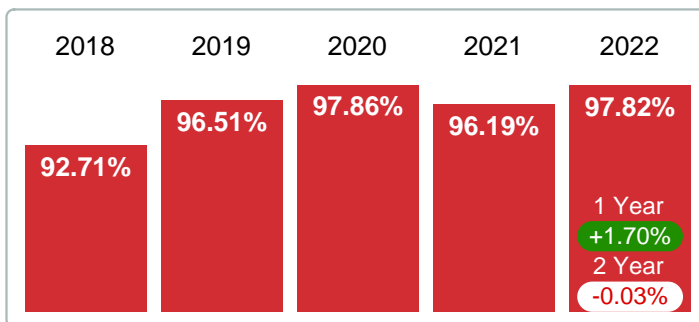
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

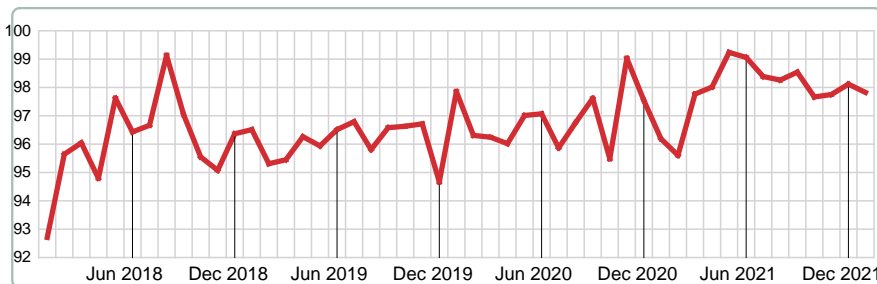
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

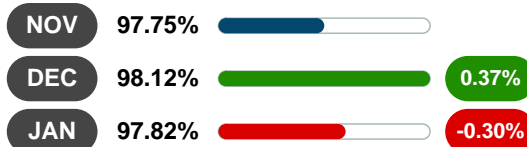


### 3 MONTHS

5 year JAN AVG = 96.22%

High May 2021 99.24% Low Jan 2018 92.71%

Average Sold/List Ratio this month at **97.82%**  
above the 5 yr JAN average of **96.22%**



### 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	<b>7</b>	7.78%	95.40%	95.83%	94.82%	0.00%	0.00%
\$25,001 \$50,000	<b>5</b>	5.56%	94.34%	92.22%	95.76%	0.00%	0.00%
\$50,001 \$100,000	<b>15</b>	16.67%	94.02%	95.78%	92.48%	0.00%	0.00%
\$100,001 \$175,000	<b>29</b>	32.22%	99.34%	99.49%	98.36%	100.89%	0.00%
\$175,001 \$200,000	<b>8</b>	8.89%	101.12%	89.38%	104.06%	95.22%	0.00%
\$200,001 \$275,000	<b>17</b>	18.89%	99.19%	87.11%	98.82%	101.07%	0.00%
\$275,001 and up	<b>9</b>	10.00%	97.60%	96.03%	99.76%	98.34%	93.49%
Average Sold/List Ratio		97.80%		95.65%	97.81%	100.23%	93.49%
Total Closed Units		90	100%	22	45	22	1
Total Closed Volume		14,246,020		2.35M	6.64M	4.98M	280.00K

# January 2022

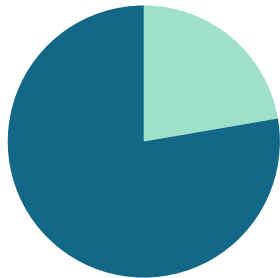
Area Delimited by County Of Washington



## MARKET SUMMARY

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

### INVENTORY

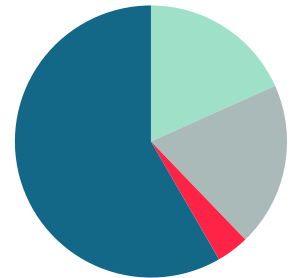


**Inventory**  
 New Listings  
**105 = 22.29%**  
 Start Inventory  
**366**  
 Total Inventory Units  
**471**  
 Volume  
**\$99,131,533**

### Market Activity

Closed Sales  
**90 = 18.29%**  
 Pending Sales  
**96 = 19.51%**  
 Other Off Market  
**19 = 3.86%**  
 Active Inventory  
**287 = 58.33%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	80	90	12.50%	80	90	12.50%
Pending Sales	84	96	14.29%	84	96	14.29%
New Listings	101	105	3.96%	101	105	3.96%
Average List Price	141,034	161,110	14.24%	141,034	161,110	14.24%
Average Sale Price	135,189	158,289	17.09%	135,189	158,289	17.09%
Average Percent of Selling Price to List Price	96.19%	97.82%	1.70%	96.19%	97.82%	1.70%
Average Days on Market to Sale	40.38	30.97	-23.30%	40.38	30.97	-23.30%
Monthly Inventory	355	287	-19.15%	355	287	-19.15%
Months Supply of Inventory	3.93	2.86	-27.28%	3.93	2.86	-27.28%

**Absorption:** Last 12 months, an Average of **100** Sales/Month

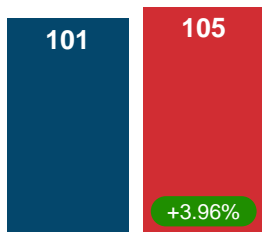
**Inventory** on January 31, 2022 = **287**

**2021** **2022**

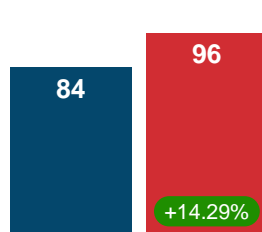
### JANUARY MARKET

### AVERAGE PRICES

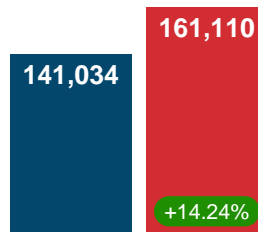
#### New Listings



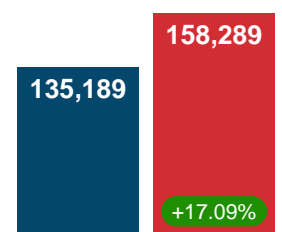
#### Pending Listings



#### List Price



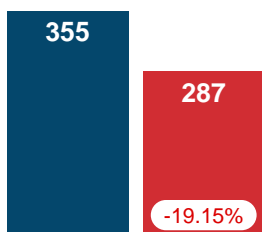
#### Sale Price



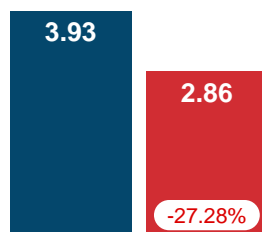
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

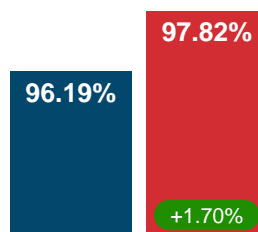
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

