

# January 2022

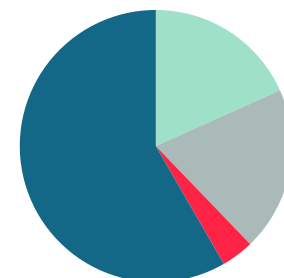
Area Delimited by County Of Washington



## 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%
Median List Price	114,200	152,200	33.27%
Median Sale Price	104,000	154,750	48.80%
Median Percent of Selling Price to List Price	98.75%	100.00%	1.27%
Median Days on Market to Sale	23.00	10.00	-56.52%
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.

#### 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 **48.80%** in January 2022 to \$154,750 versus the previous year at \$104,000.

#### Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 13.00 days or **56.52%** in January 2022 compared to last year's same month at **23.00** DOM.

#### Sales Success for January 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 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>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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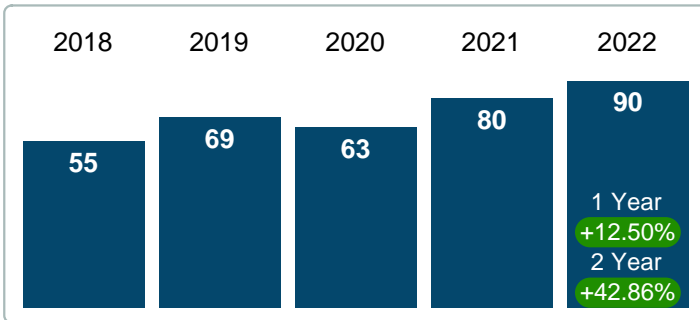
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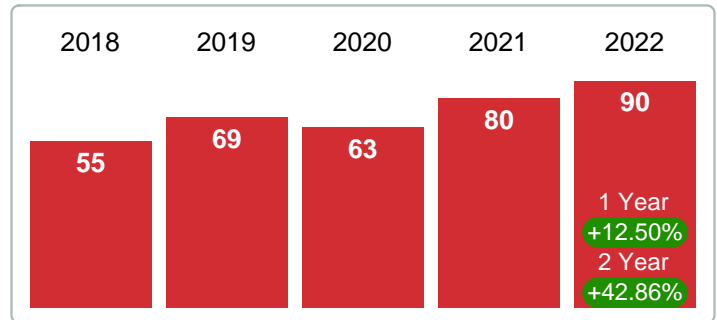
## CLOSED LISTINGS

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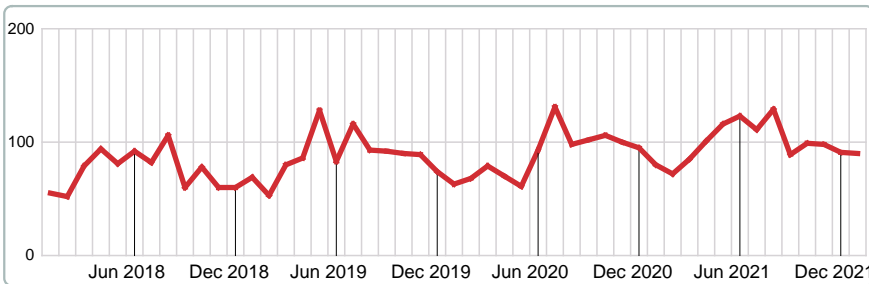
### JANUARY



### YEAR TO DATE (YTD)

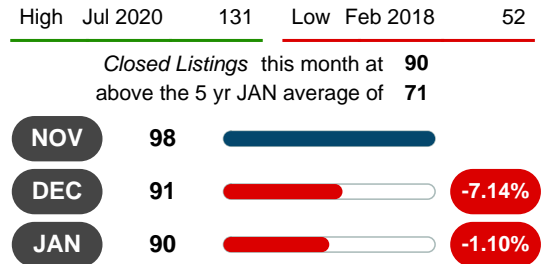


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 71



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	7.78%	13.0	4	3	0	0
\$25,001 - \$50,000	5	5.56%	42.0	2	3	0	0
\$50,001 - \$100,000	15	16.67%	17.0	7	8	0	0
\$100,001 - \$175,000	29	32.22%	6.0	5	15	9	0
\$175,001 - \$200,000	8	8.89%	7.0	1	6	1	0
\$200,001 - \$275,000	17	18.89%	18.0	1	8	8	0
\$275,001 and up	9	10.00%	10.0	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>10.0</b>	<b>2.35M</b>	<b>6.64M</b>	<b>4.98M</b>	<b>280.00K</b>
<b>Median Closed Price</b>	<b>\$154,750</b>			<b>\$66,550</b>	<b>\$145,000</b>	<b>\$223,650</b>	<b>\$280,000</b>

# January 2022



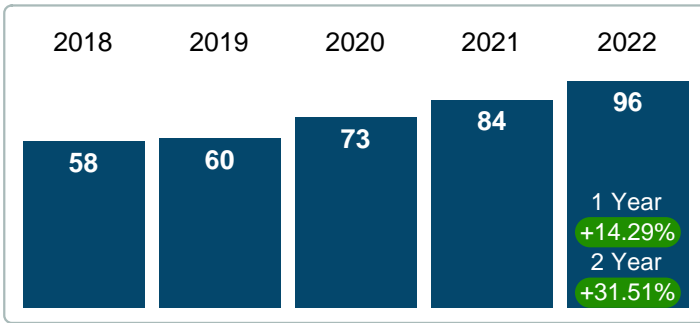
Area Delimited by County Of Washington



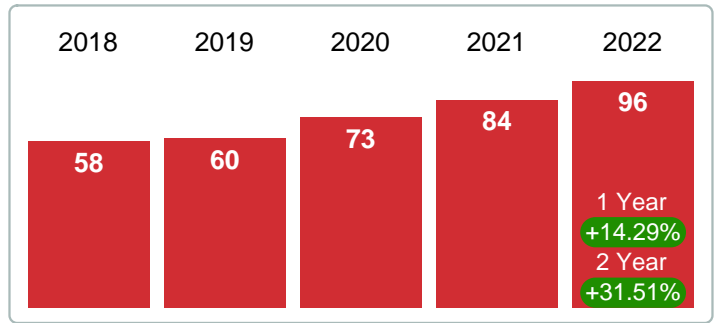
## PENDING LISTINGS

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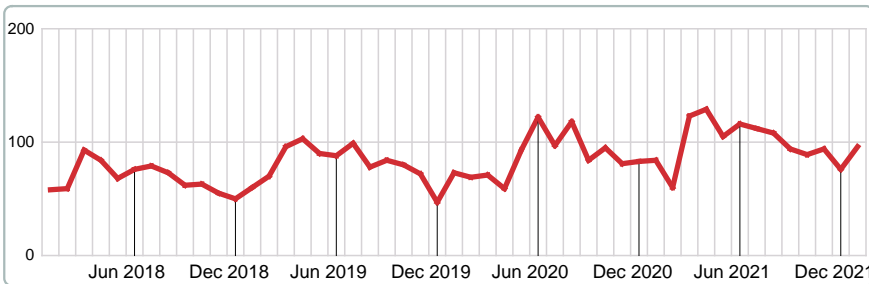
### JANUARY



### YEAR TO DATE (YTD)

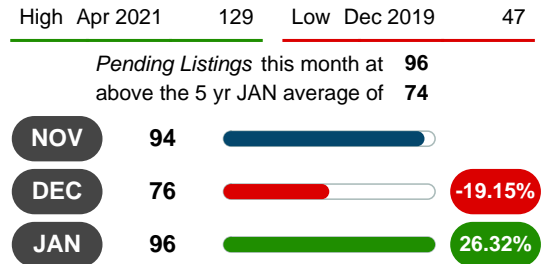


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 74



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	6.25%	11.0	4	2	0	0
\$50,001 - \$75,000	12	12.50%	9.5	7	5	0	0
\$75,001 - \$125,000	19	19.79%	7.0	7	11	1	0
\$125,001 - \$175,000	18	18.75%	12.0	1	14	3	0
\$175,001 - \$225,000	15	15.63%	13.0	2	7	5	1
\$225,001 - \$325,000	16	16.67%	8.0	0	3	13	0
\$325,001 and up	10	10.42%	46.5	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>11.5</b>	<b>2.69M</b>	<b>6.97M</b>	<b>6.81M</b>	<b>564.00K</b>
<b>Median Listing Price</b>	<b>\$165,000</b>			<b>\$84,500</b>	<b>\$141,000</b>	<b>\$255,840</b>	<b>\$282,000</b>

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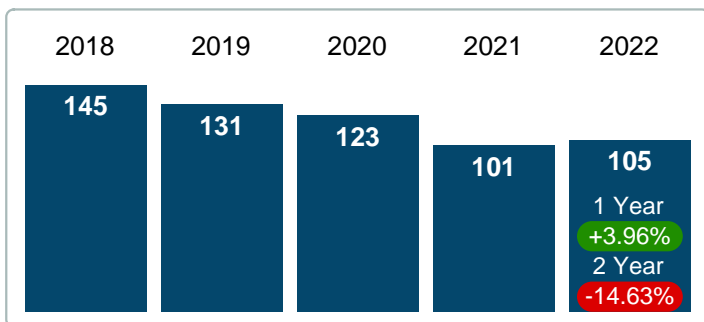
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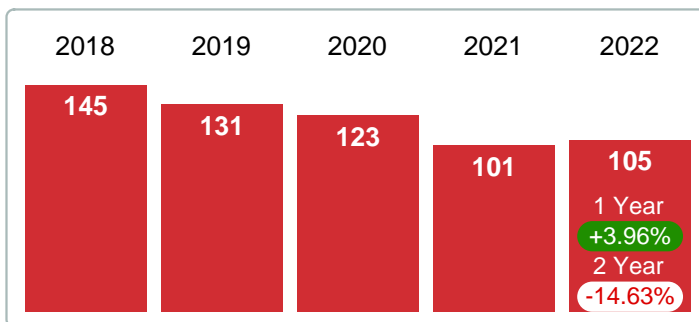
## NEW LISTINGS

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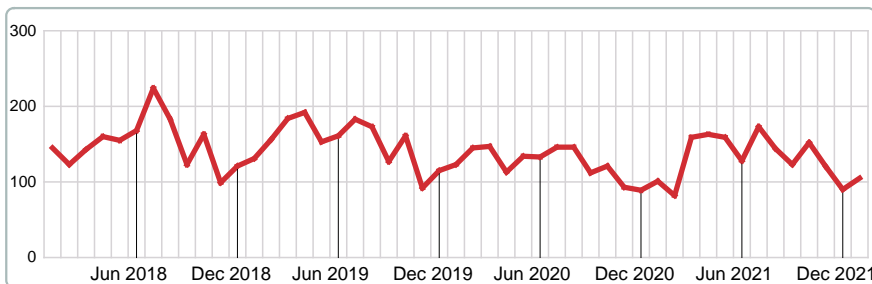
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 121

High Jul 2018 224 Low Feb 2021 82

New Listings this month at 105  
below the 5 yr JAN average of 121



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	10	9.52%	4	5	1	0
\$25,001 - \$50,000	5	4.76%	5	0	0	0
\$50,001 - \$100,000	19	18.10%	8	11	0	0
\$100,001 - \$175,000	25	23.81%	5	16	4	0
\$175,001 - \$225,000	15	14.29%	1	8	6	0
\$225,001 - \$275,000	20	19.05%	0	5	15	0
\$275,001 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>Median New Listed Listing Price</b>	<b>\$160,000</b>		<b>\$64,500</b>	<b>\$129,950</b>	<b>\$246,495</b>	<b>\$722,500</b>

# January 2022

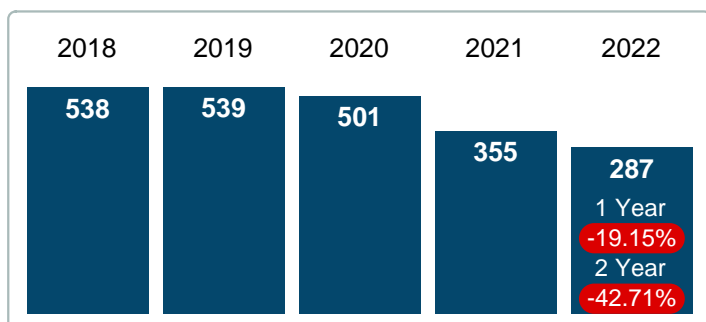
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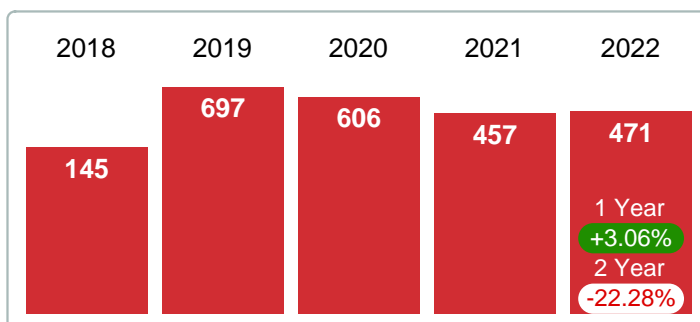
## ACTIVE INVENTORY

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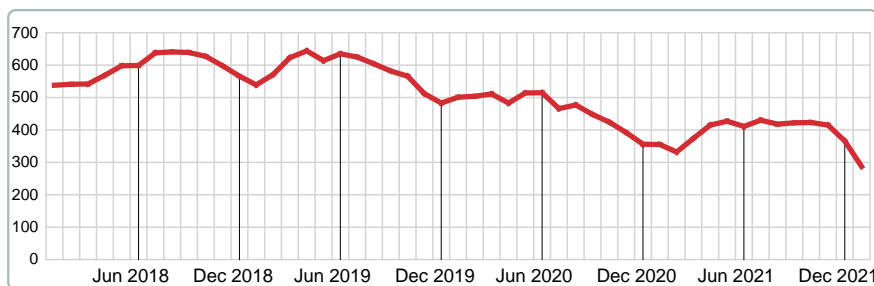
### END OF JANUARY



### ACTIVE DURING JANUARY

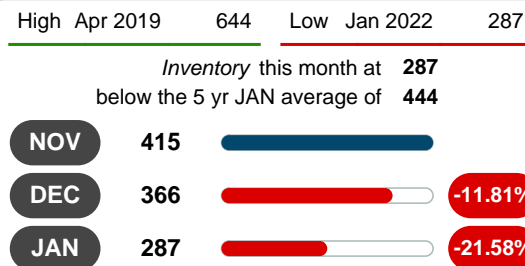


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 444



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	8	2.79%	25.5	4	3	1	0
\$10,001 - \$40,000	45	15.68%	75.0	41	4	0	0
\$40,001 - \$70,000	48	16.72%	193.0	44	3	1	0
\$70,001 - \$170,000	76	26.48%	90.5	51	19	5	1
\$170,001 - \$250,000	42	14.63%	68.0	10	15	16	1
\$250,001 - \$490,000	39	13.59%	81.0	17	4	17	1
\$490,001 and up	29	10.10%	114.0	18	4	3	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>96.0</b>	<b>34.77M</b>	<b>12.31M</b>	<b>13.18M</b>	<b>4.21M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$125,000</b>			<b>\$72,500</b>	<b>\$133,750</b>	<b>\$248,300</b>	<b>\$550,000</b>

# January 2022



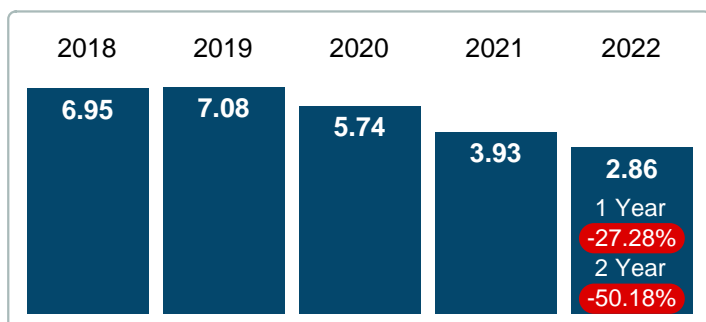
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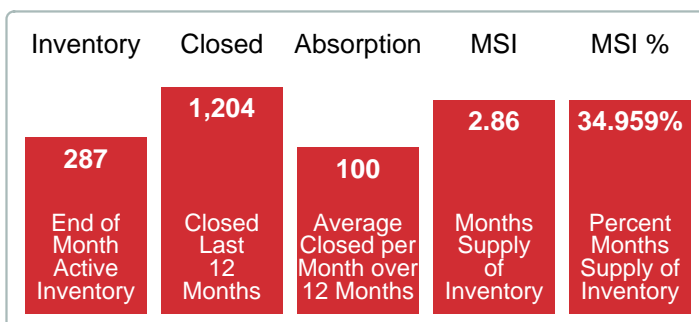
## MONTHS SUPPLY of INVENTORY (MSI)

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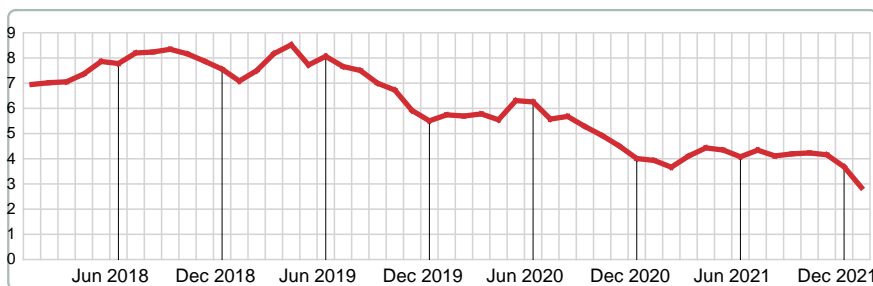
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2022

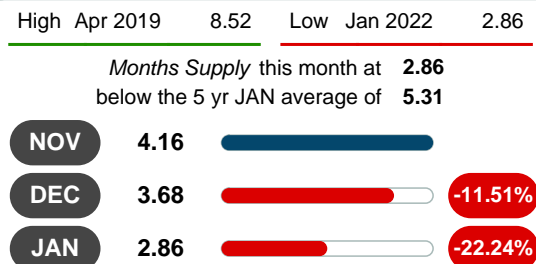


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



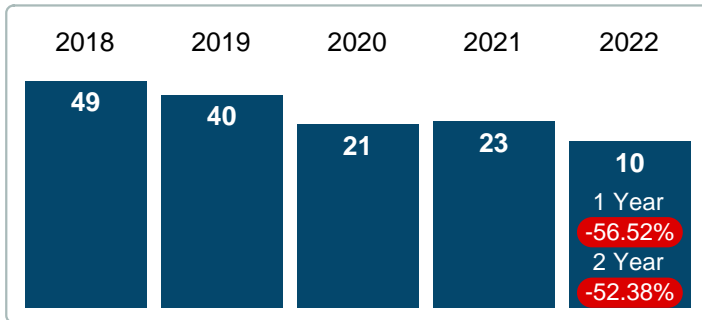
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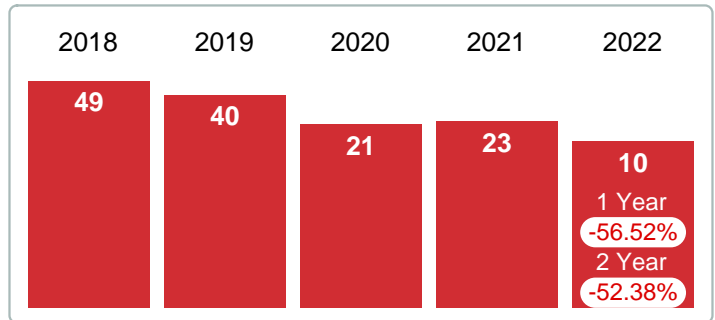
## MEDIAN DAYS ON MARKET TO SALE

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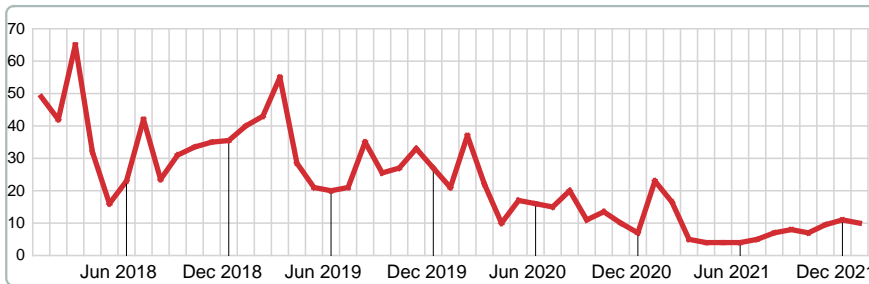
### JANUARY



### YEAR TO DATE (YTD)

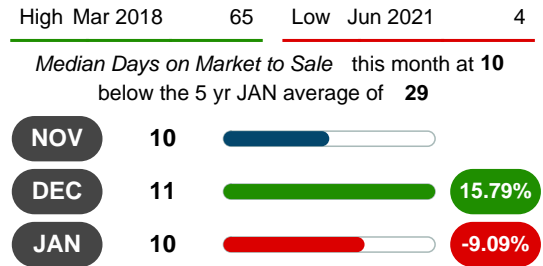


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 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
\$25,000 and less	7.78%	13	11	20	0	0
\$25,001 - \$50,000	5.56%	42	22	60	0	0
\$50,001 - \$100,000	16.67%	17	19	8	0	0
\$100,001 - \$175,000	32.22%	6	2	23	2	0
\$175,001 - \$200,000	8.89%	7	7	7	37	0
\$200,001 - \$275,000	18.89%	18	185	19	9	0
\$275,001 and up	10.00%	10	99	46	12	10
Median Closed DOM		10	11	12	7	10
Total Closed Units	100%	90	22	45	22	1
Total Closed Volume		14,246,020	2.35M	6.64M	4.98M	280.00K

# January 2022



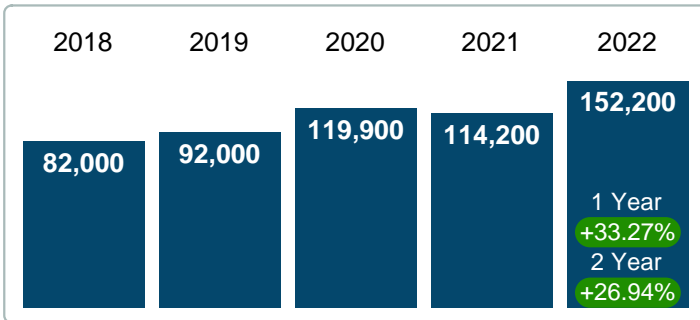
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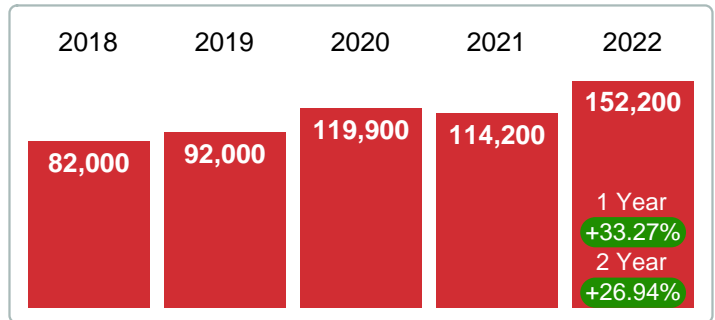
## MEDIAN LIST PRICE AT CLOSING

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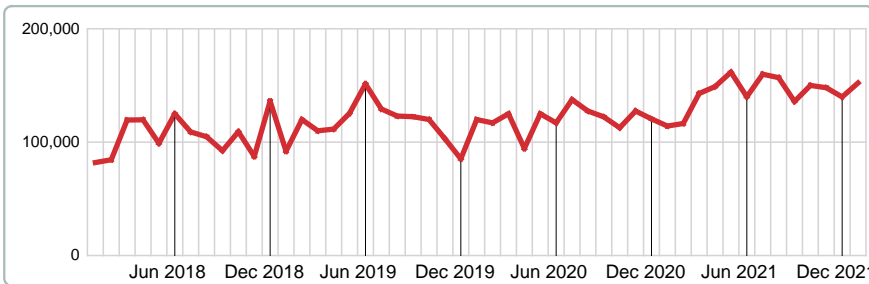
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

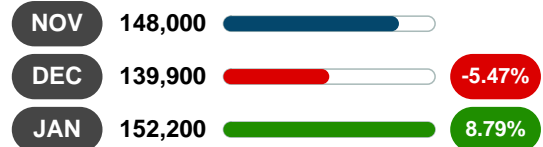


### 3 MONTHS

5 year JAN AVG = 112,060

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

Median List Price at Closing this month at **152,200**  
above the 5 yr JAN average of **112,060**



### 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
\$25,000 and less	6.67%	1,300	800	1,400	0	0
\$25,001 - \$50,000	5.56%	40,000	40,000	38,500	0	0
\$50,001 - \$100,000	16.67%	72,500	64,600	76,000	0	0
\$100,001 - \$175,000	33.33%	144,750	132,000	137,250	149,900	0
\$175,001 - \$200,000	7.78%	189,500	199,900	187,250	0	0
\$200,001 - \$275,000	18.89%	225,000	266,900	221,990	225,000	0
\$275,001 and up	11.11%	307,500	357,500	289,000	352,500	299,500
<b>Median List Price</b>		<b>152,200</b>	<b>71,200</b>	<b>145,000</b>	<b>221,200</b>	<b>299,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>152,200</b>	<b>22</b>	<b>45</b>	<b>22</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>14,499,890</b>	<b>2.46M</b>	<b>6.73M</b>	<b>5.00M</b>	<b>299.50K</b>



# January 2022



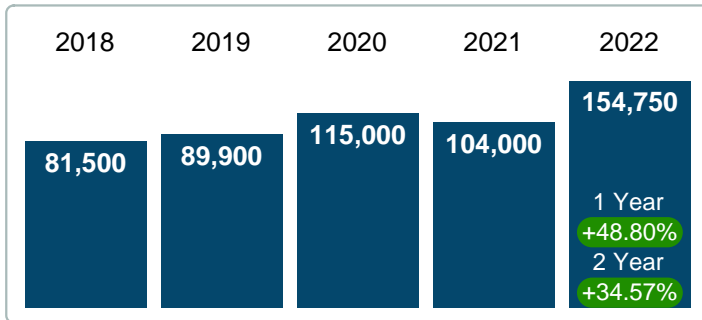
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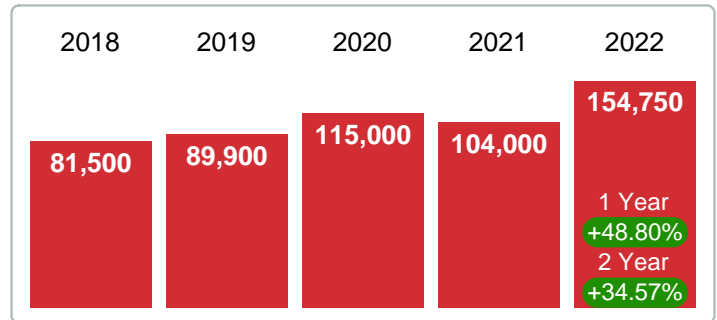
## MEDIAN SOLD PRICE AT CLOSING

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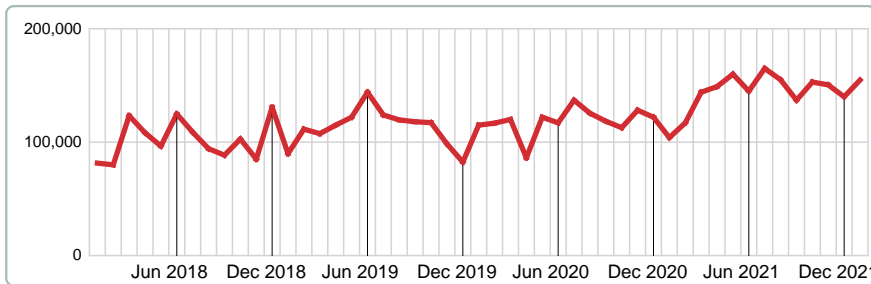
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

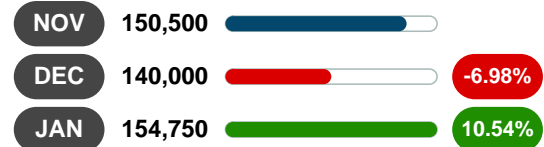


### 3 MONTHS

5 year JAN AVG = 109,030

High Jul 2021 165,000 Low Feb 2018 80,000

Median Sold Price at Closing this month at **154,750** above the 5 yr JAN average of **109,030**



### 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
\$25,000 and less	7	7.78%	1,400	12,900	1,400	0	0
\$25,001 - \$50,000	5	5.56%	40,000	39,000	45,000	0	0
\$50,001 - \$100,000	15	16.67%	69,900	63,000	78,450	0	0
\$100,001 - \$175,000	29	32.22%	145,000	125,000	140,000	150,000	0
\$175,001 - \$200,000	8	8.89%	190,000	178,680	190,000	199,000	0
\$200,001 - \$275,000	17	18.89%	232,500	232,500	234,445	232,000	0
\$275,001 and up	9	10.00%	315,000	345,000	387,500	360,000	280,000
Median Sold Price			154,750	66,550	145,000	223,650	280,000
Total Closed Units		100%	154,750	22	45	22	1
Total Closed Volume			14,246,020	2.35M	6.64M	4.98M	280.00K

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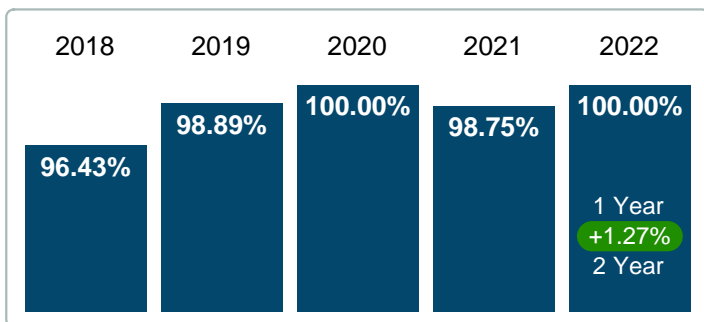
Area Delimited by County Of Washington



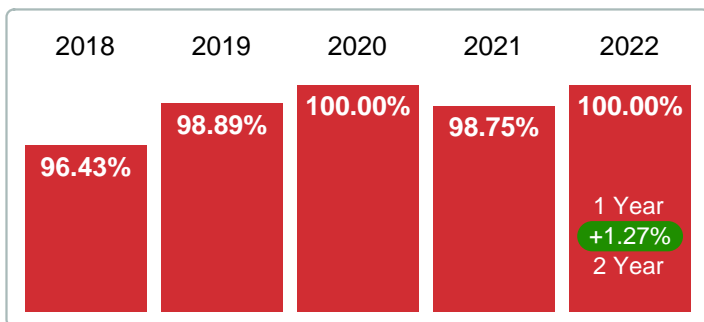
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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 = 98.81%

High Jan 2022 100.00%    Low Feb 2019 96.30%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr JAN average of **98.81%**

- NOV 100.00%
- DEC 100.00%
- JAN 100.00%

### DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	7.78%	100.00%	100.00%	100.00%	0.00%	0.00%
\$25,001 - \$50,000	5	5.56%	100.00%	92.22%	100.00%	0.00%	0.00%
\$50,001 - \$100,000	15	16.67%	97.83%	97.83%	100.00%	0.00%	0.00%
\$100,001 - \$175,000	29	32.22%	100.00%	100.00%	98.15%	100.00%	0.00%
\$175,001 - \$200,000	8	8.89%	101.89%	89.38%	104.13%	95.22%	0.00%
\$200,001 - \$275,000	17	18.89%	100.00%	87.11%	100.00%	100.00%	0.00%
\$275,001 and up	9	10.00%	99.18%	96.03%	99.76%	97.92%	93.49%
Median Sold/List Ratio		100.00%		98.92%	100.00%	100.00%	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

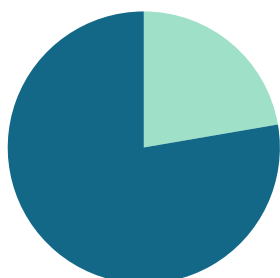
Area Delimited by County Of Washington



## MARKET SUMMARY

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

### INVENTORY

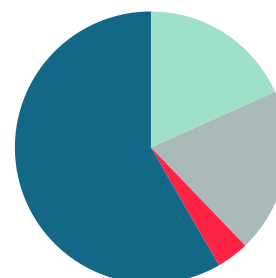


**Inventory**  
 New Listings  
**105 = 22.29%**  
 Start Inventory  
**366**  
 Total Inventory Units  
**471**  
 Volume  
**\$99,131,533**

### 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%
Median List Price	114,200	152,200	33.27%	114,200	152,200	33.27%
Median Sale Price	104,000	154,750	48.80%	104,000	154,750	48.80%
Median Percent of Selling Price to List Price	98.75%	100.00%	1.27%	98.75%	100.00%	1.27%
Median Days on Market to Sale	23.00	10.00	-56.52%	23.00	10.00	-56.52%
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

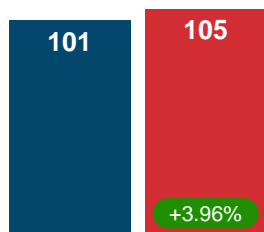
**Inventory** on January 31, 2022 = **287**

**2021** **2022**

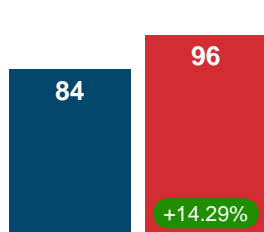
### JANUARY MARKET

### MEDIAN PRICES

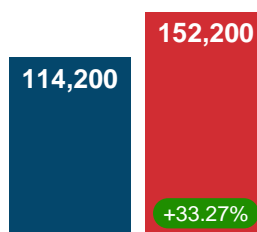
#### New Listings



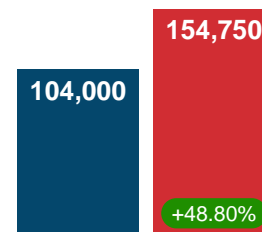
#### Pending Listings



#### List Price



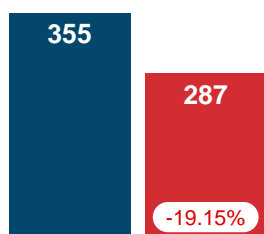
#### Sale Price



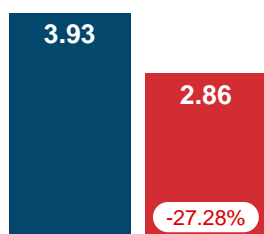
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

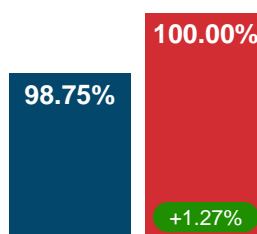
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

