

# July 2022



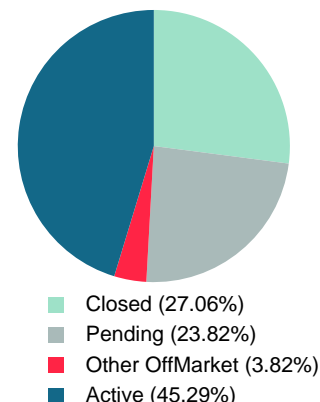
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	July 2022	+/-%
Closed Listings	99	92	-7.07%
Pending Listings	106	81	-23.58%
New Listings	129	101	-21.71%
Average List Price	183,400	214,839	17.14%
Average Sale Price	184,087	212,519	15.45%
Average Percent of Selling Price to List Price	100.46%	99.46%	-1.00%
Average Days on Market to Sale	14.96	16.80	12.33%
End of Month Inventory	231	154	-33.33%
Months Supply of Inventory	2.76	1.80	-34.57%



**Absorption:** Last 12 months, an Average of **85** Sales/Month  
**Active Inventory** as of July 31, 2022 = **154**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2022 decreased **33.33%** to 154 existing homes available for sale. Over the last 12 months this area has had an average of 85 closed sales per month. This represents an unsold inventory index of **1.80** 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 **15.45%** in July 2022 to \$212,519 versus the previous year at \$184,087.

#### Average Days on Market Lengthens

The average number of **16.80** days that homes spent on the market before selling increased by 1.84 days or **12.33%** in July 2022 compared to last year's same month at **14.96** DOM.

#### Sales Success for July 2022 is Positive

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

There were 101 New Listings in July 2022, down **21.71%** from last year at 129. Furthermore, there were 92 Closed Listings this month versus last year at 99, a **-7.07%** decrease.

Closed versus Listed trends yielded a **91.1%** ratio, up from previous year's, July 2021, at **76.7%**, a **18.69%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

### 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

# July 2022



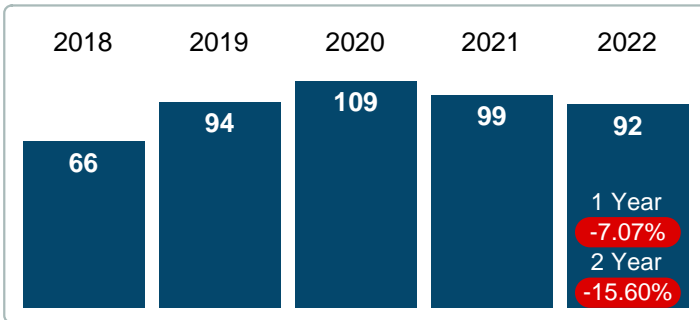
Area Delimited by County Of Washington - Residential Property Type



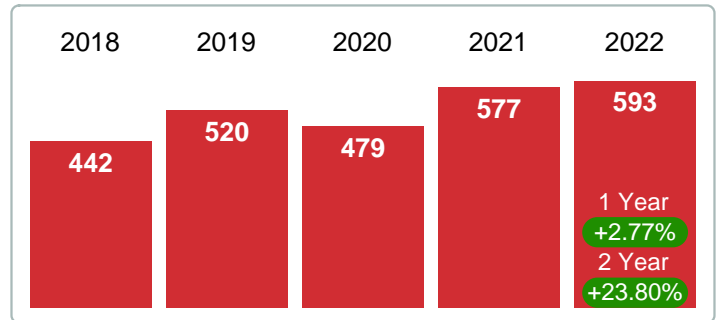
## CLOSED LISTINGS

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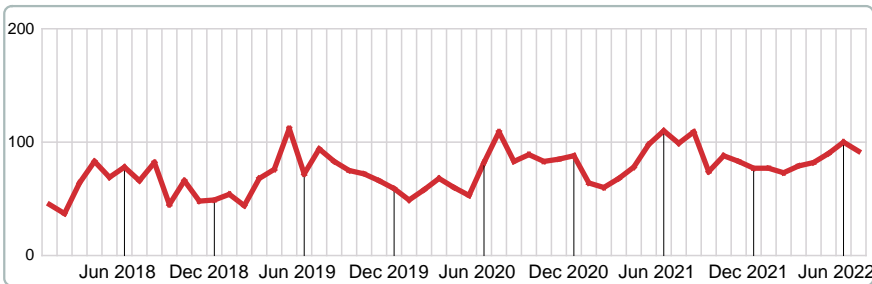
### JULY



### YEAR TO DATE (YTD)

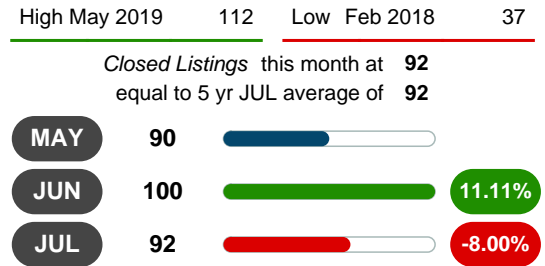


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 92



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	7.61%	15.1	4	3	0	0
\$75,001 - \$100,000	9	9.78%	7.9	1	8	0	0
\$100,001 - \$150,000	18	19.57%	7.4	3	14	1	0
\$150,001 - \$225,000	20	21.74%	7.6	1	14	4	1
\$225,001 - \$275,000	15	16.30%	31.3	0	3	12	0
\$275,001 - \$325,000	9	9.78%	4.3	0	1	8	0
\$325,001 and up	14	15.22%	41.2	0	2	11	1
<b>Total Closed Units</b>	<b>92</b>			<b>9</b>	<b>45</b>	<b>36</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>19,551,737</b>	<b>100%</b>	<b>16.8</b>	<b>870.50K</b>	<b>7.11M</b>	<b>10.79M</b>	<b>775.00K</b>
<b>Average Closed Price</b>	<b>\$212,519</b>			<b>\$96,722</b>	<b>\$158,066</b>	<b>\$299,813</b>	<b>\$387,500</b>

# July 2022



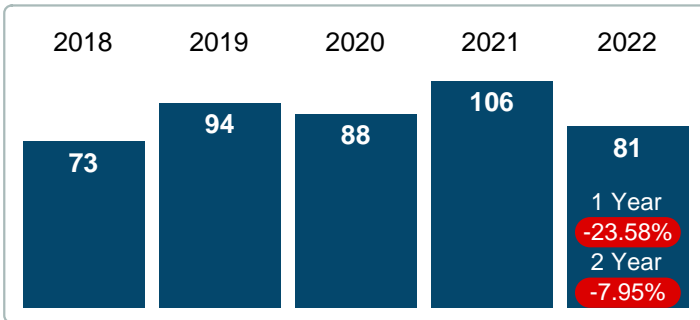
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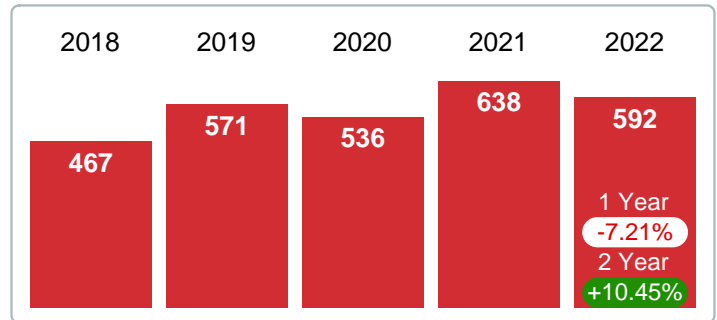
## PENDING LISTINGS

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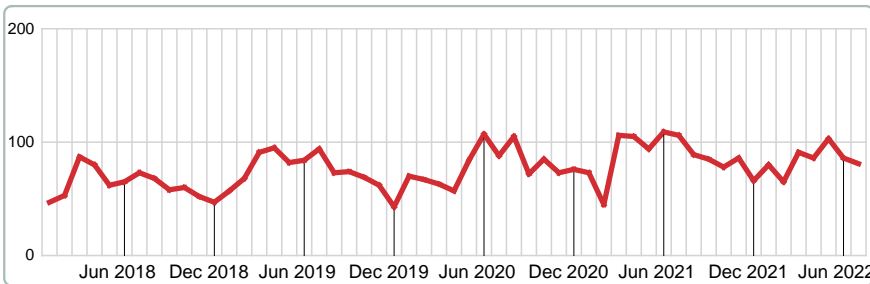
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

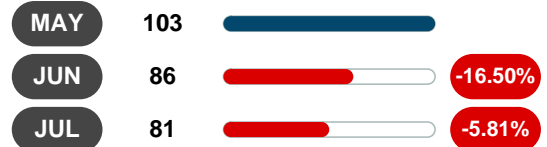


### 3 MONTHS

5 year JUL AVG = 88

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at **81**  
below the 5 yr JUL average of **88**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	9.88%	22.3	6	2	0	0
\$75,001 - \$100,000	4	4.94%	18.0	1	3	0	0
\$100,001 - \$150,000	16	19.75%	16.0	5	10	1	0
\$150,001 - \$200,000	17	20.99%	13.5	1	12	4	0
\$200,001 - \$250,000	16	19.75%	25.9	0	8	6	2
\$250,001 - \$325,000	11	13.58%	16.7	0	3	8	0
\$325,001 and up	9	11.11%	45.7	0	4	4	1
<b>Total Pending Units</b>	<b>81</b>			<b>13</b>	<b>42</b>	<b>23</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>17,220,070</b>	<b>100%</b>	<b>23.4</b>	<b>1.23M</b>	<b>8.30M</b>	<b>6.67M</b>	<b>1.01M</b>
<b>Average Listing Price</b>	<b>\$246,213</b>			<b>\$94,977</b>	<b>\$197,569</b>	<b>\$290,199</b>	<b>\$337,633</b>

# July 2022



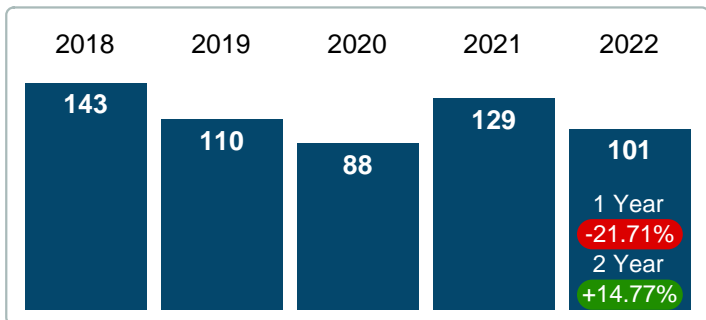
Area Delimited by County Of Washington - Residential Property Type



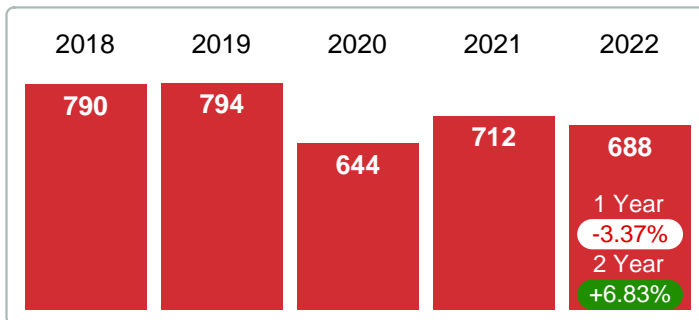
## NEW LISTINGS

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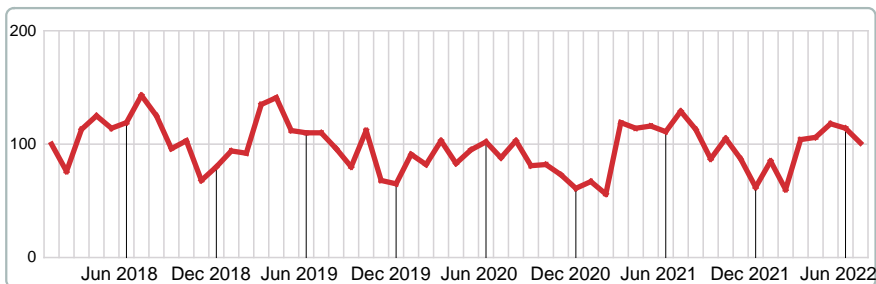
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

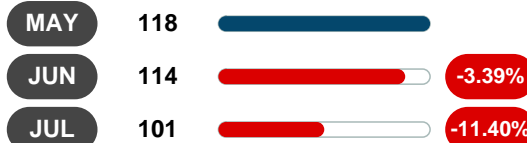


### 3 MONTHS

5 year JUL AVG = 114

High Jul 2018 143 Low Feb 2021 56

New Listings this month at 101  
below the 5 yr JUL average of 114



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	6.93%	4	3	0	0
\$75,001 - \$100,000	9	8.91%	3	5	1	0
\$100,001 - \$150,000	18	17.82%	2	16	0	0
\$150,001 - \$200,000	20	19.80%	1	15	4	0
\$200,001 - \$250,000	19	18.81%	0	10	7	2
\$250,001 - \$350,000	17	16.83%	0	9	8	0
\$350,001 and up	11	10.89%	1	4	4	2
<b>Total New Listed Units</b>	<b>101</b>		<b>11</b>	<b>62</b>	<b>24</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>21,887,470</b>	<b>100%</b>	<b>1.77M</b>	<b>12.04M</b>	<b>6.62M</b>	<b>1.45M</b>
<b>Average New Listed Listing Price</b>	<b>\$262,230</b>		<b>\$161,027</b>	<b>\$194,255</b>	<b>\$275,937</b>	<b>\$362,475</b>

# July 2022



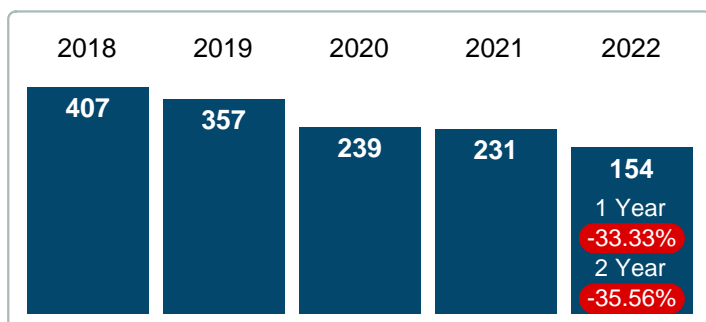
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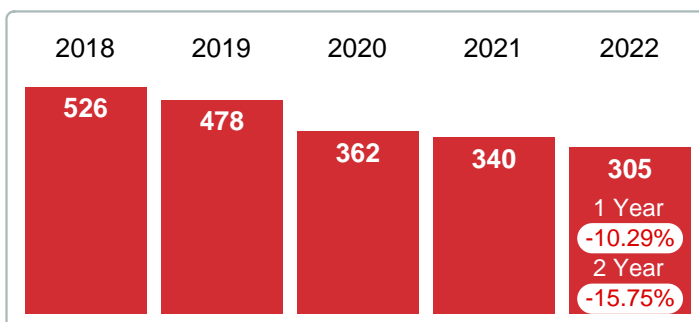
## ACTIVE INVENTORY

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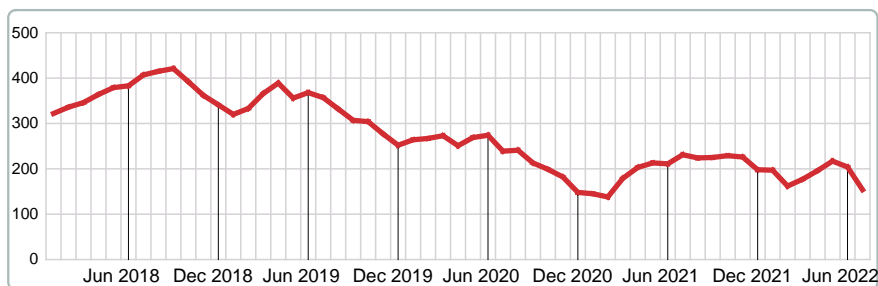
### END OF JULY



### ACTIVE DURING JULY

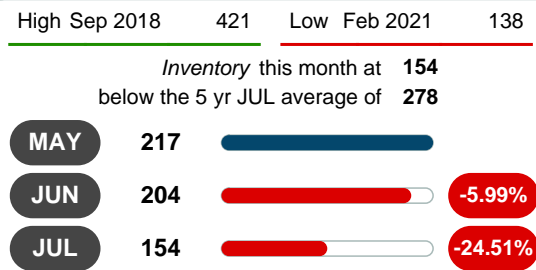


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 278



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	6.49%	65.6	2	7	1	0
\$50,001 - \$100,000	18	11.69%	69.4	5	10	3	0
\$100,001 - \$150,000	24	15.58%	42.3	6	16	2	0
\$150,001 - \$225,000	34	22.08%	58.1	1	23	10	0
\$225,001 - \$275,000	32	20.78%	56.7	2	17	11	2
\$275,001 - \$400,000	21	13.64%	48.3	1	5	12	3
\$400,001 and up	15	9.74%	56.9	1	8	4	2
<b>Total Active Inventory by Units</b>	<b>154</b>			<b>18</b>	<b>86</b>	<b>43</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>35,895,680</b>	<b>100%</b>	<b>55.7</b>	<b>3.06M</b>	<b>18.65M</b>	<b>11.78M</b>	<b>2.41M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$233,089</b>			<b>\$169,811</b>	<b>\$216,819</b>	<b>\$274,006</b>	<b>\$344,343</b>

# July 2022



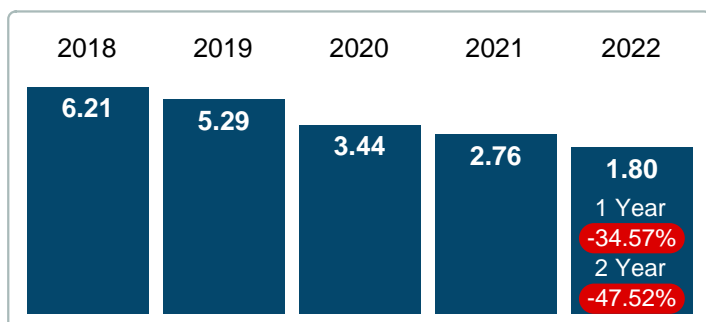
Area Delimited by County Of Washington - Residential Property Type



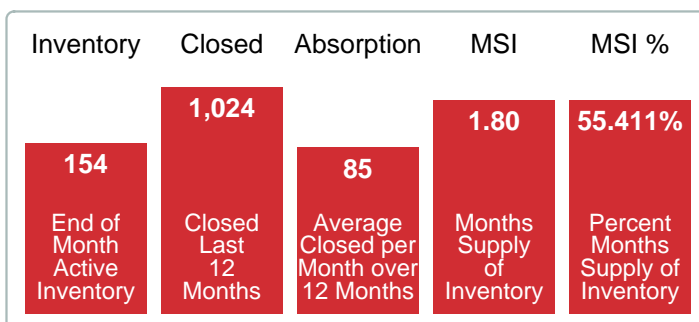
## MONTHS SUPPLY of INVENTORY (MSI)

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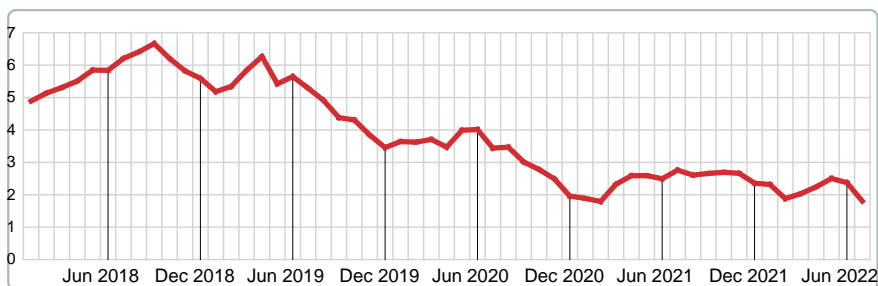
### MSI FOR JULY



### INDICATORS FOR JULY 2022



### 5 YEAR MARKET ACTIVITY TRENDS

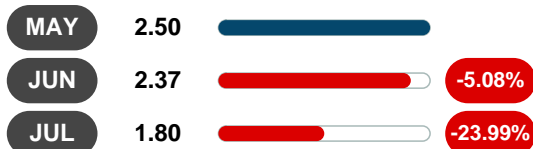


### 3 MONTHS

5 year JUL AVG = 3.90

High Sep 2018 6.66 Low Feb 2021 1.79

Months Supply this month at 1.80  
below the 5 yr JUL average of 3.90



### 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
\$50,000 and less	10	6.49%	2.26	0.92	3.36	6.00	0.00
\$50,001 - \$100,000	18	11.69%	1.28	1.03	1.21	3.27	0.00
\$100,001 - \$150,000	24	15.58%	1.38	2.18	1.25	1.04	0.00
\$150,001 - \$225,000	34	22.08%	1.49	1.33	1.48	1.69	0.00
\$225,001 - \$275,000	32	20.78%	2.59	8.00	3.92	1.52	4.00
\$275,001 - \$400,000	21	13.64%	2.36	12.00	3.33	1.85	3.60
\$400,001 and up	15	9.74%	2.77	0.00	5.65	1.33	2.00
Market Supply of Inventory (MSI)			1.80	1.66	1.88	1.68	2.33
Total Active Inventory by Units		100%	1.80	18	86	43	7

# July 2022



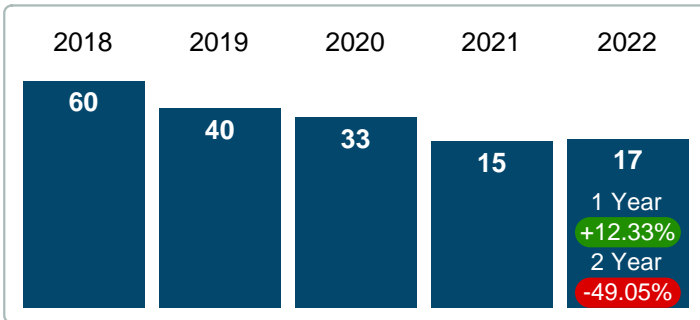
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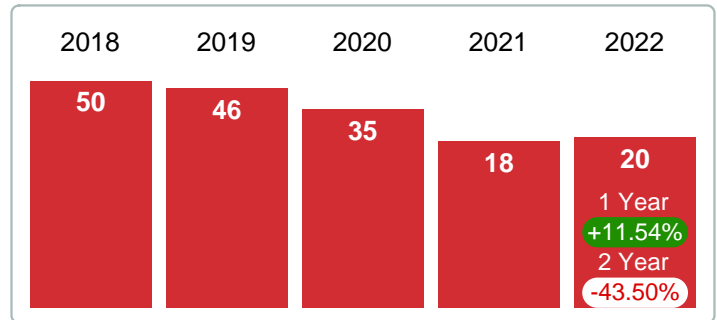
## AVERAGE DAYS ON MARKET TO SALE

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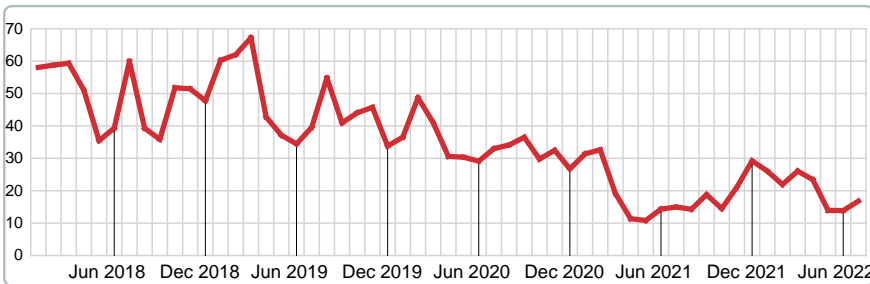
### JULY



### YEAR TO DATE (YTD)

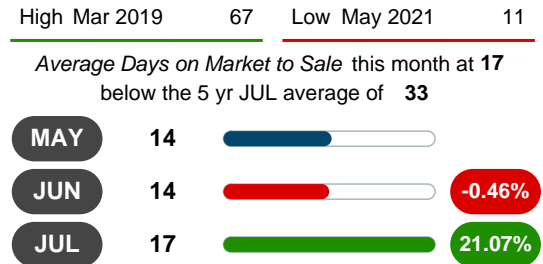


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 33



### 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
\$75,000 and less	7.61%	15	8	25	0	0
\$75,001 - \$100,000	9.78%	8	3	9	0	0
\$100,001 - \$150,000	19.57%	7	16	5	13	0
\$150,001 - \$225,000	21.74%	8	6	9	4	2
\$225,001 - \$275,000	16.30%	31	0	4	38	0
\$275,001 - \$325,000	9.78%	4	0	1	5	0
\$325,001 and up	15.22%	41	0	110	32	7
<b>Average Closed DOM</b>		<b>17</b>	<b>10</b>	<b>13</b>	<b>24</b>	<b>5</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>17</b>	<b>9</b>	<b>45</b>	<b>36</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>19,551,737</b>	<b>870.50K</b>	<b>7.11M</b>	<b>10.79M</b>	<b>775.00K</b>

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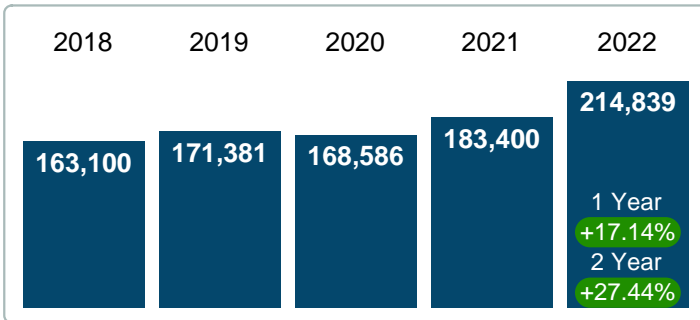
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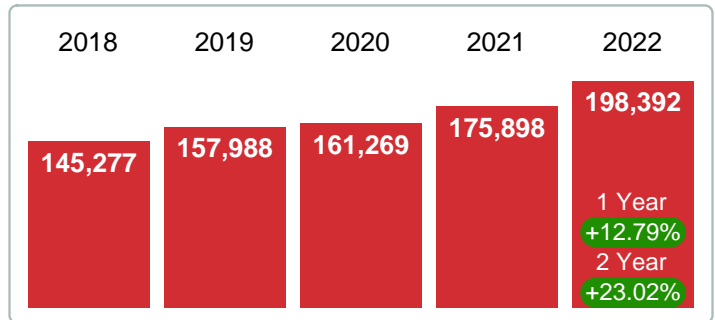
## AVERAGE LIST PRICE AT CLOSING

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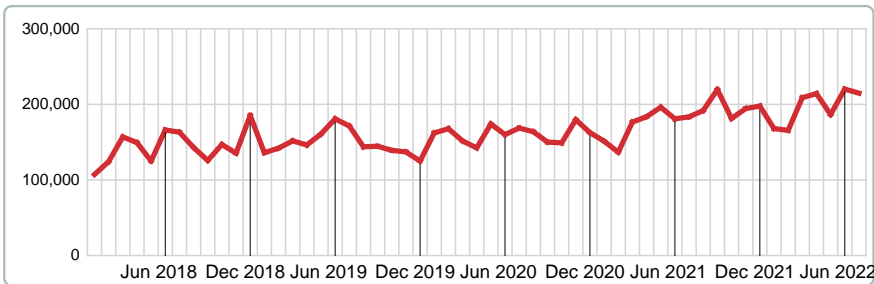
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

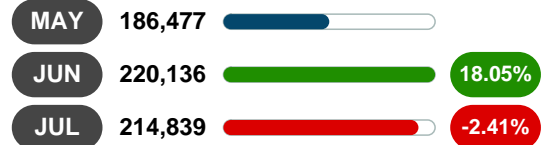


### 3 MONTHS

5 year JUL AVG = 180,261

High Jun 2022 220,136 Low Jan 2018 107,218

Average List Price at Closing this month at **214,839**  
above the 5 yr JUL average of **180,261**



### 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
\$75,000 and less	6.52%	63,317	65,225	72,667	0	0
\$75,001 - \$100,000	11.96%	91,663	94,500	89,987	0	0
\$100,001 - \$150,000	19.57%	126,611	109,967	127,257	112,500	0
\$150,001 - \$225,000	19.57%	188,106	190,000	189,485	175,000	223,000
\$225,001 - \$275,000	16.30%	249,882	0	250,167	253,895	0
\$275,001 - \$325,000	10.87%	294,789	0	279,000	298,736	0
\$325,001 and up	15.22%	429,714	0	407,000	421,555	564,900
<b>Average List Price</b>		<b>214,839</b>	<b>97,256</b>	<b>160,351</b>	<b>302,395</b>	<b>393,950</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>214,839</b>	<b>9</b>	<b>45</b>	<b>36</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>19,765,212</b>	<b>875.30K</b>	<b>7.22M</b>	<b>10.89M</b>	<b>787.90K</b>



# July 2022



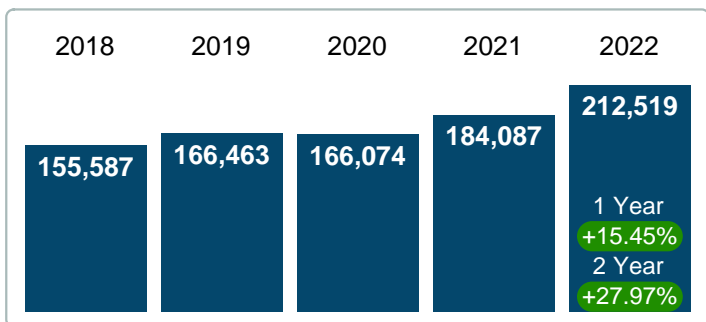
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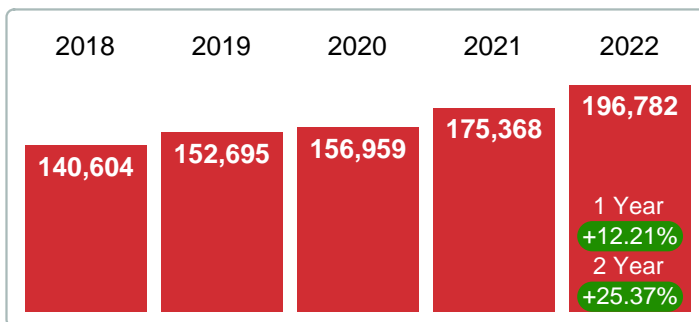
## AVERAGE SOLD PRICE AT CLOSING

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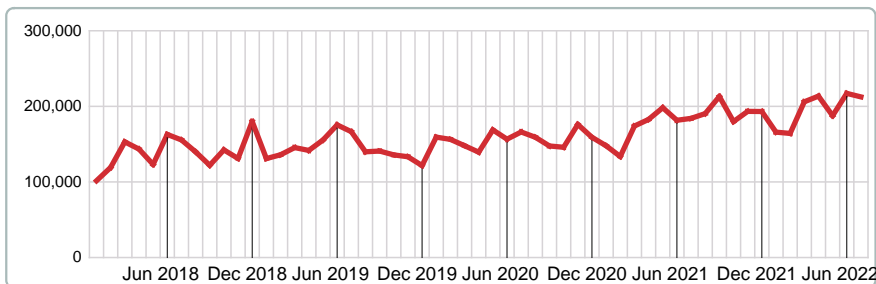
### JULY



### YEAR TO DATE (YTD)

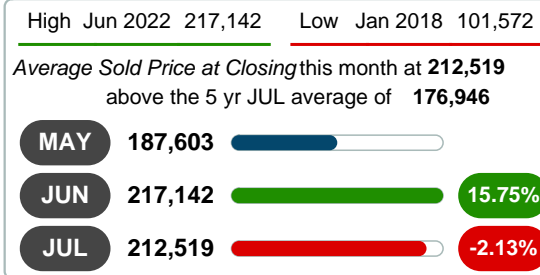


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 176,946



## 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
\$75,000 and less	7.61%	60,443	60,275	60,667	0	0
\$75,001 - \$100,000	9.78%	94,221	100,000	93,499	0	0
\$100,001 - \$150,000	19.57%	124,244	113,133	127,500	112,000	0
\$150,001 - \$225,000	21.74%	187,475	190,000	186,749	180,000	225,000
\$225,001 - \$275,000	16.30%	250,396	0	241,833	252,537	0
\$275,001 - \$325,000	9.78%	300,446	0	279,000	303,127	0
\$325,001 and up	15.22%	416,771	0	389,500	409,618	550,000
<b>Average Sold Price</b>		<b>212,519</b>	<b>96,722</b>	<b>158,066</b>	<b>299,813</b>	<b>387,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>212,519</b>	<b>9</b>	<b>45</b>	<b>36</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>19,551,737</b>	<b>870.50K</b>	<b>7.11M</b>	<b>10.79M</b>	<b>775.00K</b>

# July 2022



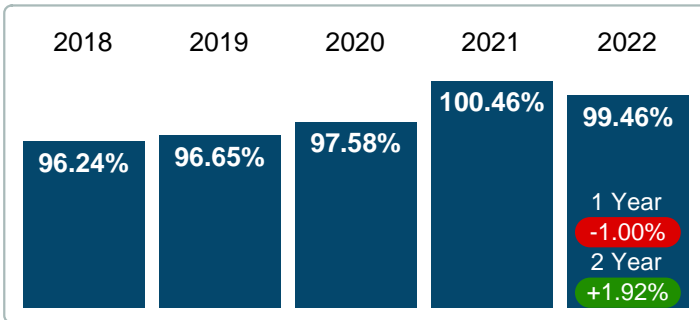
Area Delimited by County Of Washington - Residential Property Type



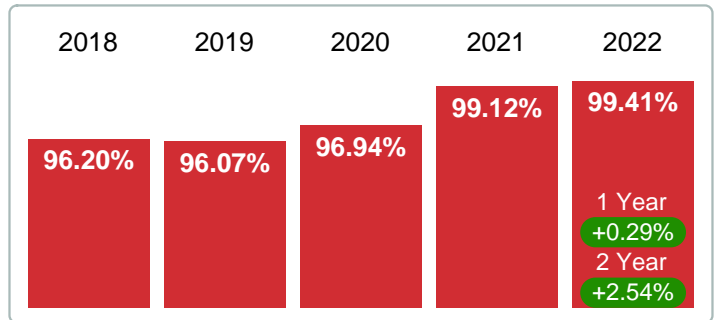
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

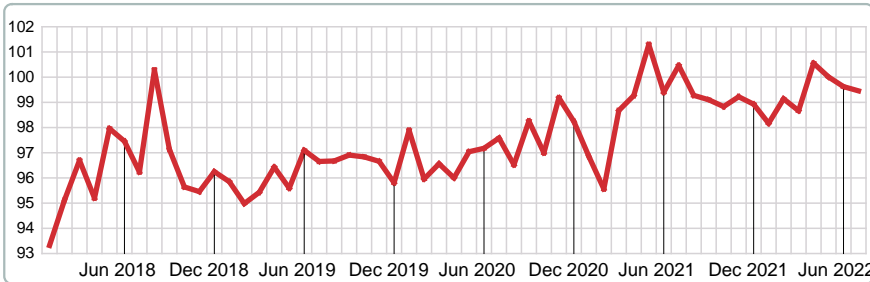
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

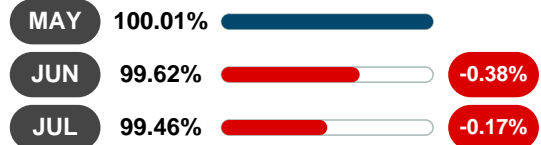


### 3 MONTHS

5 year JUL AVG = 98.08%

High May 2021 101.30% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **99.46%** above the 5 yr JUL average of **98.08%**



### 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
\$75,000 and less	7	7.61%	88.57%	92.74%	83.01%	0.00%	0.00%
\$75,001 - \$100,000	9	9.78%	105.82%	105.82%	105.81%	0.00%	0.00%
\$100,001 - \$150,000	18	19.57%	100.83%	103.25%	100.40%	99.56%	0.00%
\$150,001 - \$225,000	20	21.74%	99.84%	100.00%	98.80%	103.14%	100.90%
\$225,001 - \$275,000	15	16.30%	98.92%	0.00%	96.73%	99.47%	0.00%
\$275,001 - \$325,000	9	9.78%	101.32%	0.00%	100.00%	101.49%	0.00%
\$325,001 and up	14	15.22%	97.88%	0.00%	95.78%	98.31%	97.36%
Average Sold/List Ratio		99.50%		98.50%	99.25%	99.97%	99.13%
Total Closed Units		92	100%	9	45	36	2
Total Closed Volume		19,551,737		870.50K	7.11M	10.79M	775.00K

# July 2022



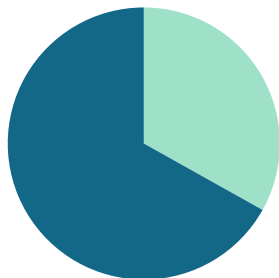
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

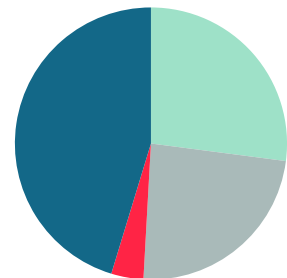


**Inventory**  
 New Listings  
**101 = 33.11%**  
 Start Inventory  
**204**  
 Total Inventory Units  
**305**  
 Volume  
**\$68,332,971**

### Market Activity

Closed Sales  
**92 = 27.06%**  
 Pending Sales  
**81 = 23.82%**  
 Other Off Market  
**13 = 3.82%**  
 Active Inventory  
**154 = 45.29%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	99	92	-7.07%	577	593	2.77%
Pending Sales	106	81	-23.58%	638	592	-7.21%
New Listings	129	101	-21.71%	712	688	-3.37%
Average List Price	183,400	214,839	17.14%	175,898	198,392	12.79%
Average Sale Price	184,087	212,519	15.45%	175,368	196,782	12.21%
Average Percent of Selling Price to List Price	100.46%	99.46%	-1.00%	99.12%	99.41%	0.29%
Average Days on Market to Sale	14.96	16.80	12.33%	17.80	19.86	11.54%
Monthly Inventory	231	154	-33.33%	231	154	-33.33%
Months Supply of Inventory	2.76	1.80	-34.57%	2.76	1.80	-34.57%

**Absorption:** Last 12 months, an Average of **85** Sales/Month

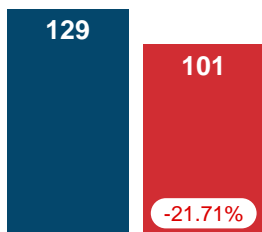
**Inventory** on July 31, 2022 = **154**

**2021** **2022**

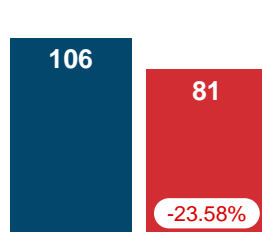
### JULY MARKET

### AVERAGE PRICES

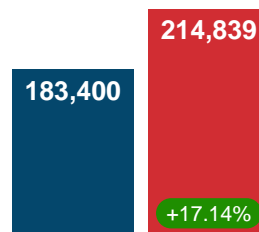
#### New Listings



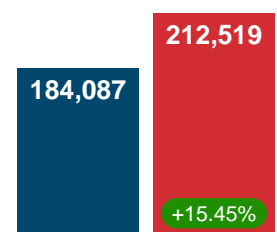
#### Pending Listings



#### List Price



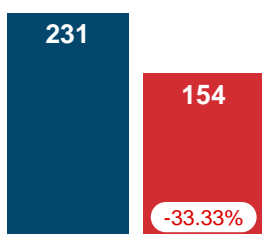
#### Sale Price



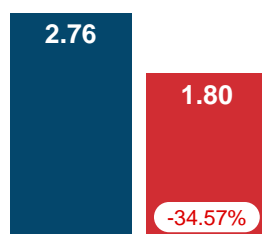
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

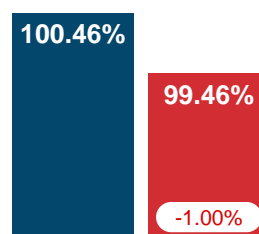
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

