

March 2022



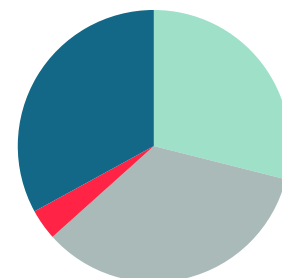
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	March 2022	+/-%
Closed Listings	68	79	16.18%
Pending Listings	106	94	-11.32%
New Listings	119	104	-12.61%
Average List Price	176,541	208,863	18.31%
Average Sale Price	173,971	206,015	18.42%
Average Percent of Selling Price to List Price	98.67%	98.67%	-0.01%
Average Days on Market to Sale	19.15	26.06	36.12%
End of Month Inventory	179	90	-49.72%
Months Supply of Inventory	2.32	1.03	-55.54%



■ Closed (28.94%)
■ Pending (34.43%)
■ Other OffMarket (3.66%)
■ Active (32.97%)

Absorption: Last 12 months, an Average of **87** Sales/Month
Active Inventory as of March 31, 2022 = **90**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2022 decreased **49.72%** to 90 existing homes available for sale. Over the last 12 months this area has had an average of 87 closed sales per month. This represents an unsold inventory index of **1.03** 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 **18.42%** in March 2022 to \$206,015 versus the previous year at \$173,971.

Average Days on Market Lengthens

The average number of **26.06** days that homes spent on the market before selling increased by 6.92 days or **36.12%** in March 2022 compared to last year's same month at **19.15** DOM.

Sales Success for March 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 104 New Listings in March 2022, down **12.61%** from last year at 119. Furthermore, there were 79 Closed Listings this month versus last year at 68, a **16.18%** increase.

Closed versus Listed trends yielded a **76.0%** ratio, up from previous year's, March 2021, at **57.1%**, a **32.93%** upswing. This will certainly create pressure on a decreasing Monthly Months 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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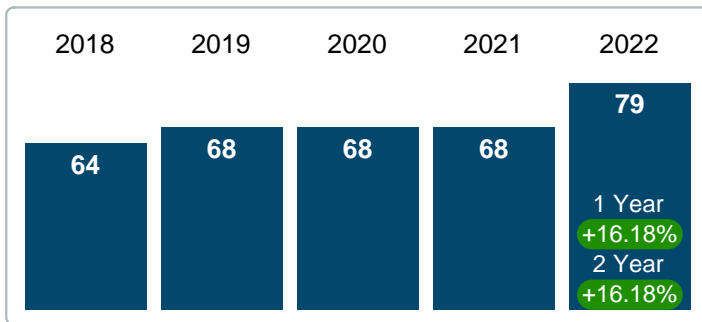
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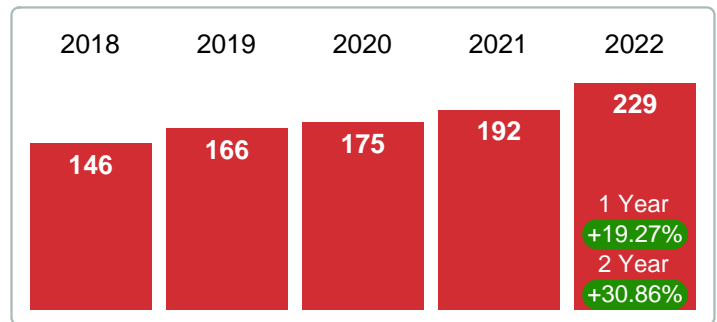
CLOSED LISTINGS

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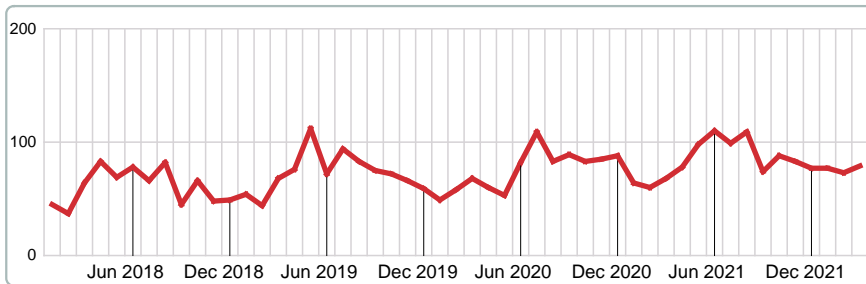
MARCH



YEAR TO DATE (YTD)

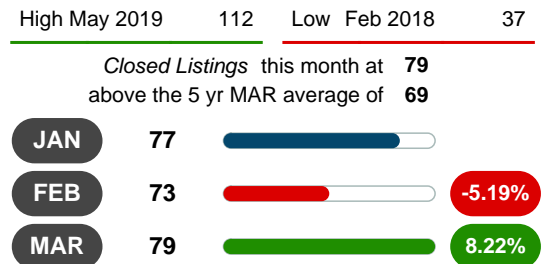


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 69



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.59%	47.3	4	2	0	0
\$50,001 - \$75,000	8	10.13%	4.4	5	3	0	0
\$75,001 - \$125,000	10	12.66%	26.9	4	5	0	1
\$125,001 - \$200,000	22	27.85%	25.2	2	15	5	0
\$200,001 - \$250,000	13	16.46%	21.5	1	4	6	2
\$250,001 - \$375,000	12	15.19%	23.3	0	3	8	1
\$375,001 and up	8	10.13%	44.8	0	2	5	1
Total Closed Units	79			16	34	24	5
Total Closed Volume	16,275,173	100%	26.1	1.33M	6.38M	6.76M	1.80M
Average Closed Price	\$206,015			\$82,856	\$187,764	\$281,812	\$360,400

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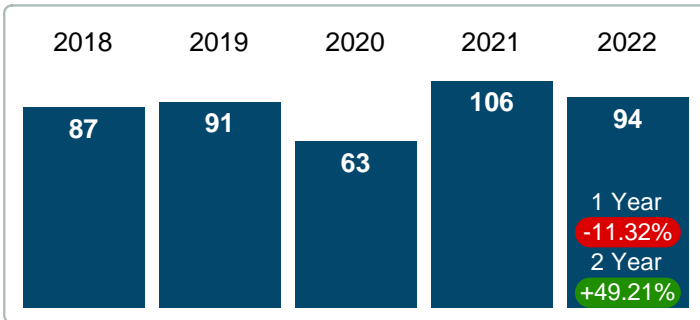
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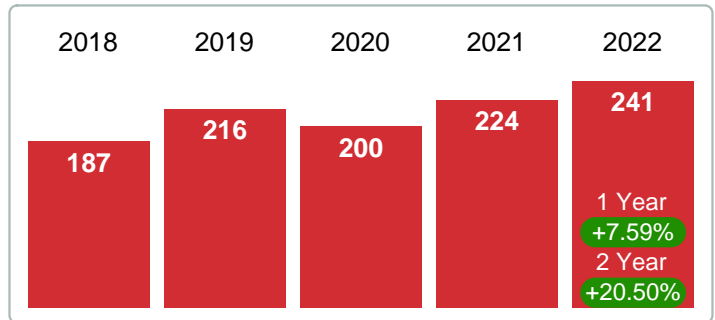
PENDING LISTINGS

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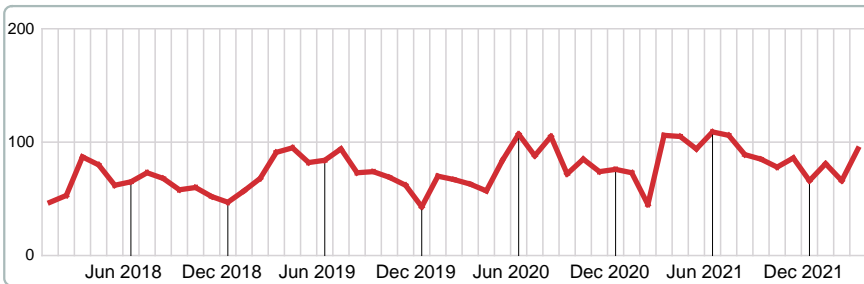
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 88

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at **94**
above the 5 yr MAR 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
\$50,000 and less	8	8.51%	37.5	3	4	1	0
\$50,001 - \$90,000	14	14.89%	4.8	6	8	0	0
\$90,001 - \$140,000	11	11.70%	8.7	2	9	0	0
\$140,001 - \$230,000	27	28.72%	16.6	0	16	10	1
\$230,001 - \$260,000	12	12.77%	53.9	0	5	7	0
\$260,001 - \$380,000	12	12.77%	7.7	0	4	6	2
\$380,001 and up	10	10.64%	76.8	0	2	6	2
Total Pending Units	94			11	48	30	5
Total Pending Volume	18,841,280	100%	17.3	763.80K	7.99M	8.15M	1.93M
Average Listing Price	\$118,500			\$69,436	\$166,514	\$271,727	\$386,600

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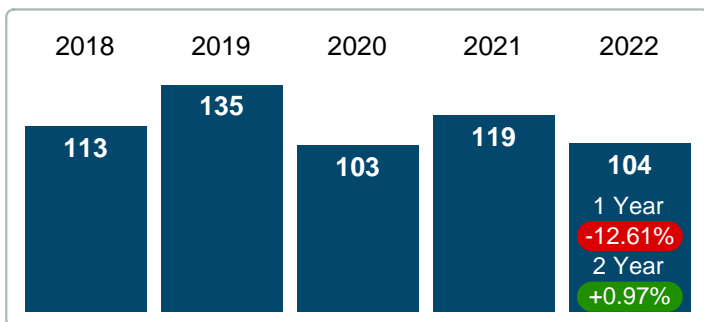
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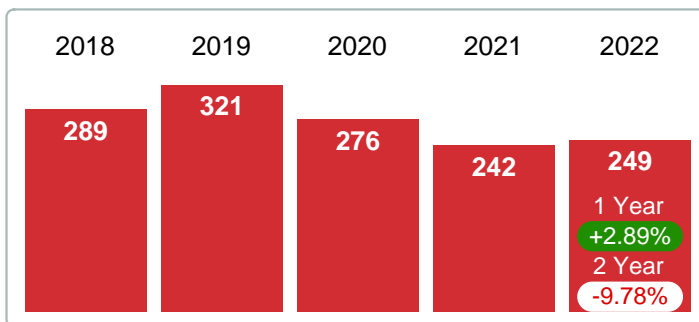
NEW LISTINGS

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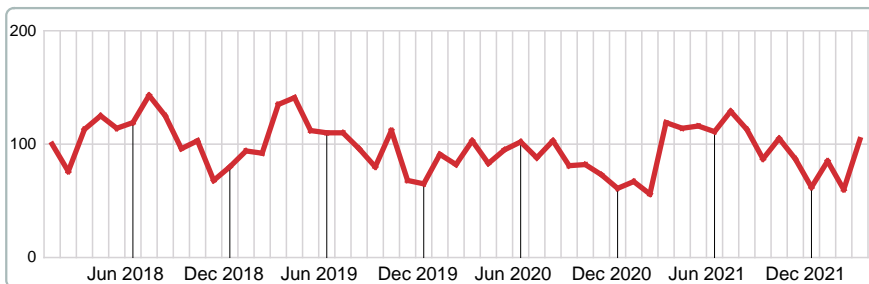
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 115

High Jul 2018 143 Low Feb 2021 56

New Listings this month at 104
below the 5 yr MAR average of 115



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	7.69%	2	5	1	0
\$50,001 - \$80,000	14	13.46%	7	7	0	0
\$80,001 - \$110,000	17	16.35%	5	9	3	0
\$110,001 - \$210,000	25	24.04%	1	19	4	1
\$210,001 - \$260,000	14	13.46%	0	7	7	0
\$260,001 - \$320,000	14	13.46%	0	5	7	2
\$320,001 and up	12	11.54%	0	5	5	2
Total New Listed Units	104		15	57	27	5
Total New Listed Volume	19,847,700	100%	1.18M	10.38M	6.57M	1.71M
Average New Listed Listing Price	\$108,150		\$78,953	\$182,182	\$243,185	\$342,600

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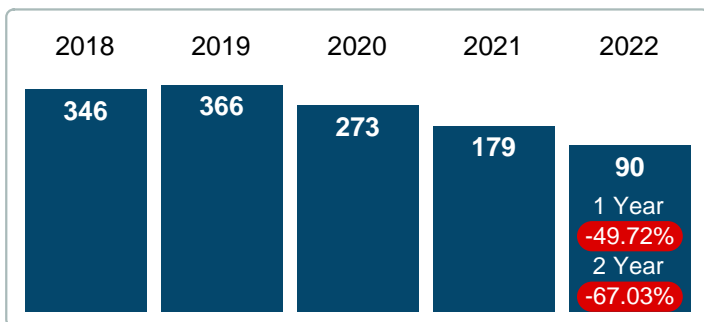
Area Delimited by County Of Washington - Residential Property Type



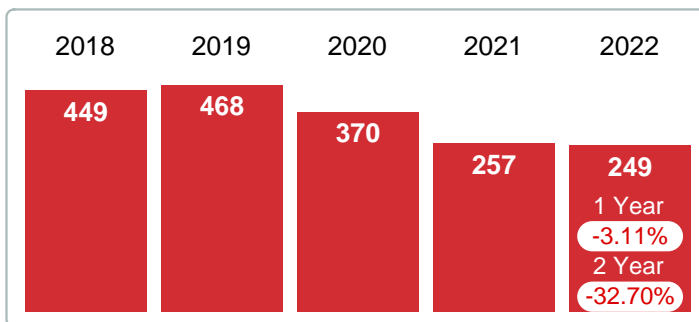
ACTIVE INVENTORY

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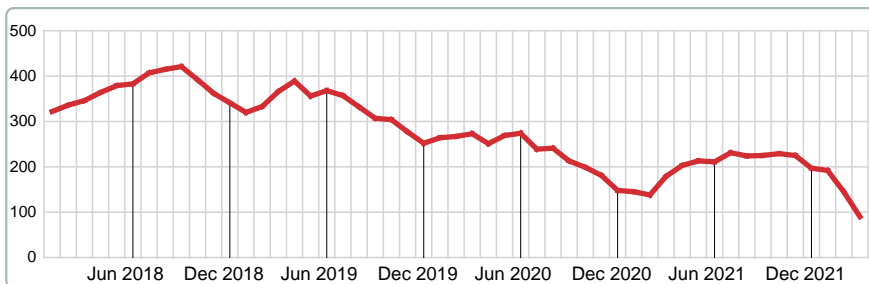
END OF MARCH



ACTIVE DURING MARCH

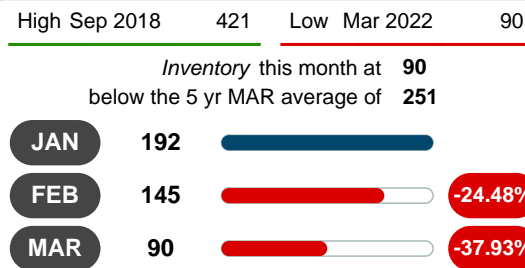


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 251



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	6	6.67%	22.5	1	5	0	0
\$50,001 - \$75,000	9	10.00%	69.1	5	3	1	0
\$75,001 - \$125,000	18	20.00%	39.9	5	10	3	0
\$125,001 - \$225,000	20	22.22%	50.6	1	15	4	0
\$225,001 - \$275,000	16	17.78%	76.6	0	9	7	0
\$275,001 - \$350,000	13	14.44%	30.9	0	4	8	1
\$350,001 and up	8	8.89%	60.5	0	5	3	0
Total Active Inventory by Units	90			12	51	26	1
Total Active Inventory by Volume	18,826,030	100%	51.1	1.02M	10.37M	7.10M	330.00K
Average Active Inventory Listing Price	\$209,178			\$85,325	\$203,287	\$273,249	\$330,000

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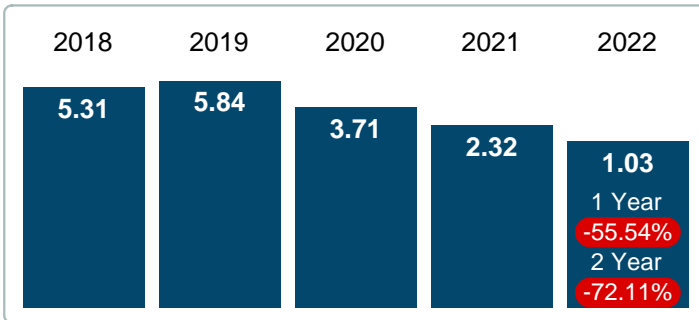
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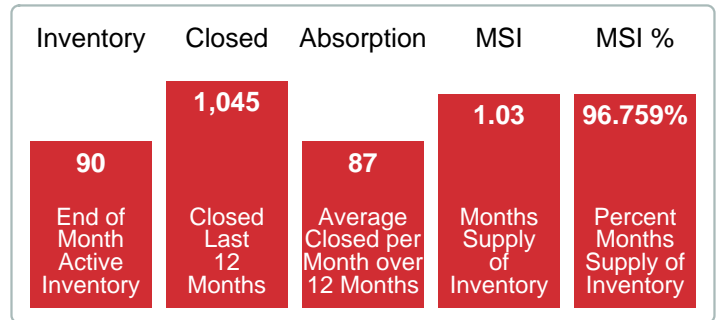
MONTHS SUPPLY of INVENTORY (MSI)

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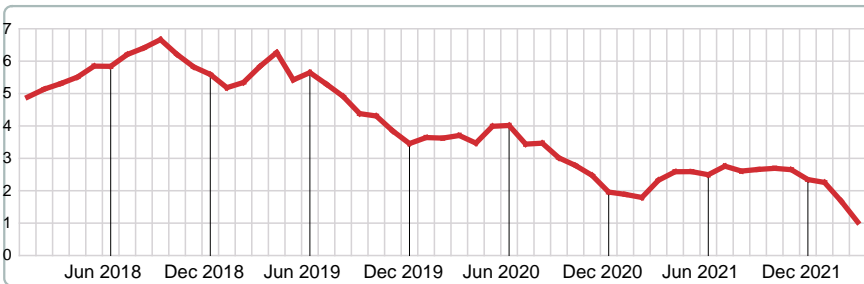
MSI FOR MARCH



INDICATORS FOR MARCH 2022



5 YEAR MARKET ACTIVITY TRENDS

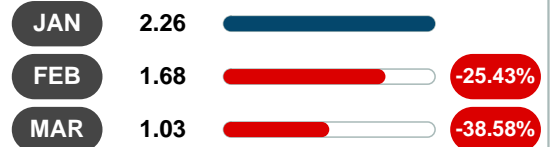


3 MONTHS

5 year MAR AVG = 3.64

High Sep 2018 6.66 Low Mar 2022 1.03

Months Supply this month at 1.03 below the 5 yr MAR average of 3.64



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	6	6.67%	1.16	0.38	2.14	0.00	0.00
\$50,001 - \$75,000	9	10.00%	1.16	1.40	0.80	2.40	0.00
\$75,001 - \$125,000	18	20.00%	1.13	1.94	0.87	1.80	0.00
\$125,001 - \$225,000	20	22.22%	0.60	0.55	0.65	0.53	0.00
\$225,001 - \$275,000	16	17.78%	1.49	0.00	2.04	1.25	0.00
\$275,001 - \$350,000	13	14.44%	1.70	0.00	2.82	1.63	0.86
\$350,001 and up	8	8.89%	1.26	0.00	3.75	0.82	0.00
Market Supply of Inventory (MSI)			1.03	1.07	1.06	1.08	0.26
Total Active Inventory by Units		100%	1.03	12	51	26	1

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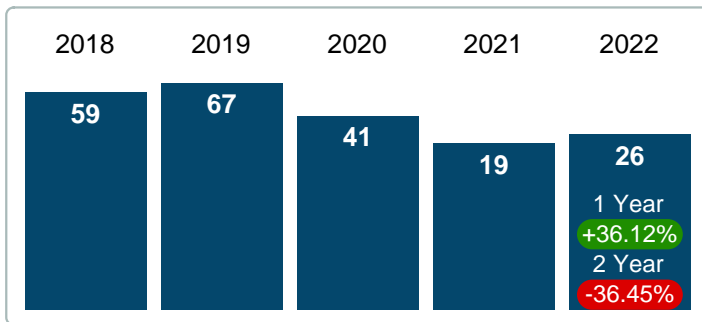
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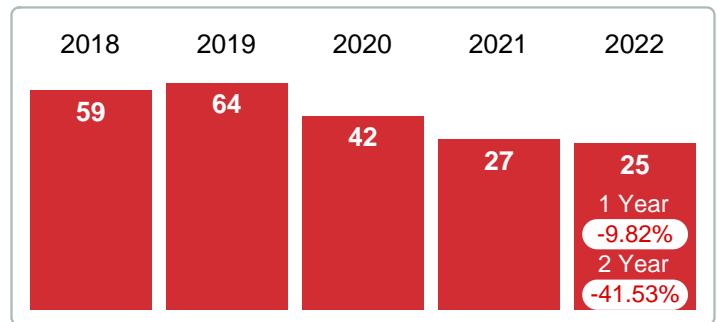
AVERAGE DAYS ON MARKET TO SALE

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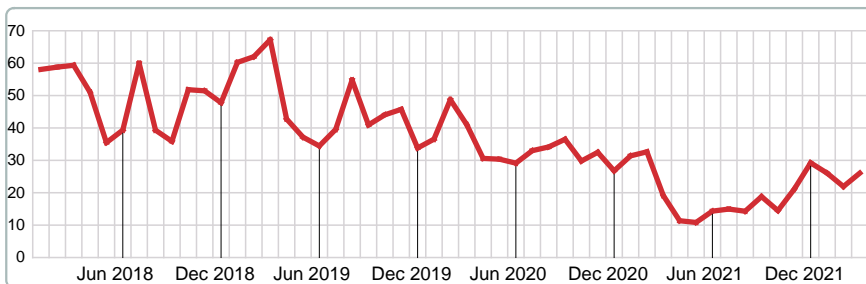
MARCH



YEAR TO DATE (YTD)

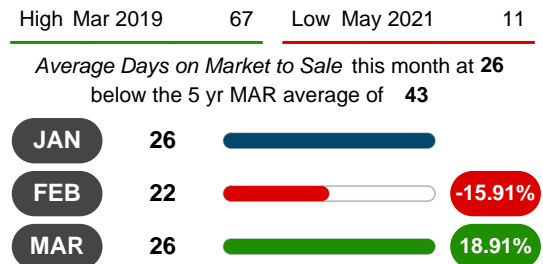


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 43



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7.59%	47	26	91	0	0
\$50,001 - \$75,000	10.13%	4	4	6	0	0
\$75,001 - \$125,000	12.66%	27	22	10	0	132
\$125,001 - \$200,000	27.85%	25	15	18	50	0
\$200,001 - \$250,000	16.46%	21	1	32	12	42
\$250,001 - \$375,000	15.19%	23	0	42	7	93
\$375,001 and up	10.13%	45	0	68	38	32
Average Closed DOM		26				
Total Closed Units	100%	26	15	27	24	68
Total Closed Volume			1.33M	6.38M	6.76M	1.80M

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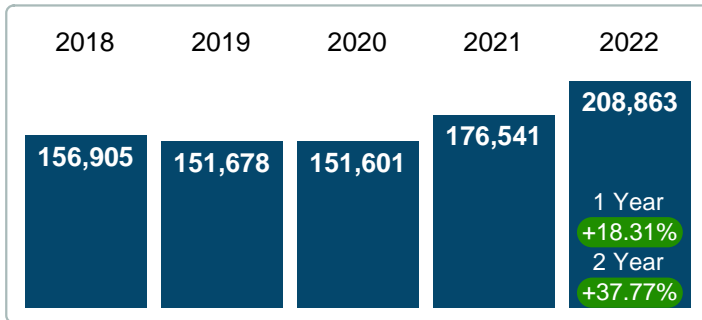
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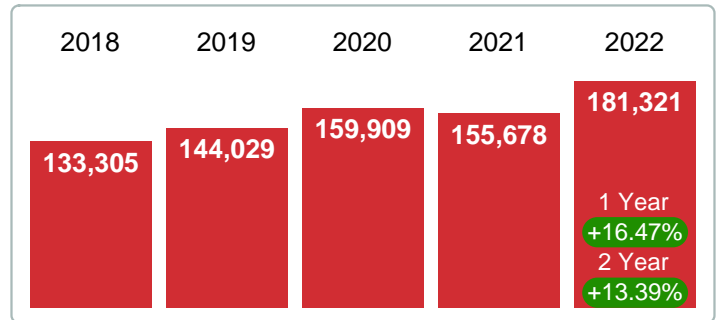
AVERAGE LIST PRICE AT CLOSING

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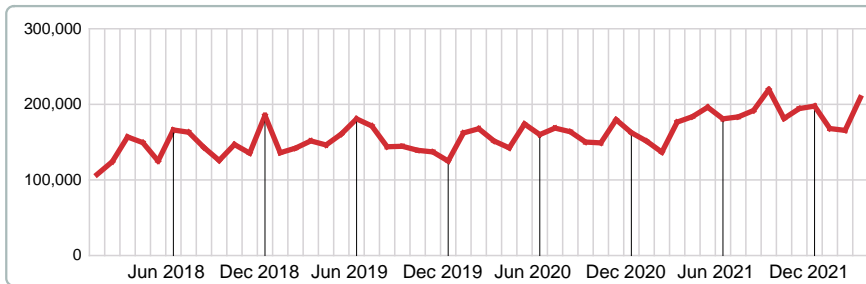
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

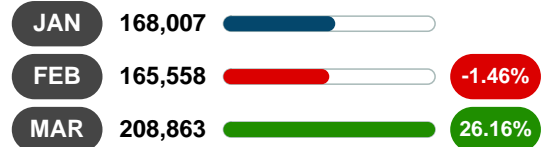


3 MONTHS

5 year MAR AVG = 169,117

High Sep 2021 219,566 Low Jan 2018 107,218

Average List Price at Closing this month at **208,863**
above the 5 yr MAR average of **169,117**



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	
\$50,000 and less	4	5.06%	38,750	44,000	47,450	0	
\$50,001 - \$75,000	11	13.92%	64,164	64,000	66,667	0	
\$75,001 - \$125,000	10	12.66%	103,680	96,125	96,440	0	
\$125,001 - \$200,000	21	26.58%	168,910	129,900	165,867	184,860	
\$200,001 - \$250,000	12	15.19%	224,983	215,000	223,000	233,567	
\$250,001 - \$375,000	13	16.46%	289,676	0	283,967	287,736	
\$375,001 and up	8	10.13%	573,738	0	692,000	462,180	
Average List Price		208,863		84,706	188,029	289,104	362,680
Total Closed Units		79	100%	208,863	16	34	24
Total Closed Volume		16,500,190			1.36M	6.39M	6.94M

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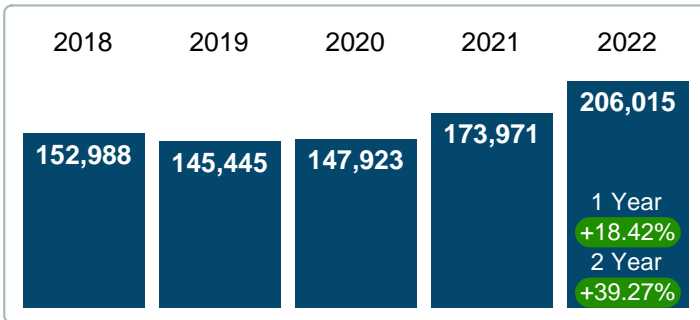
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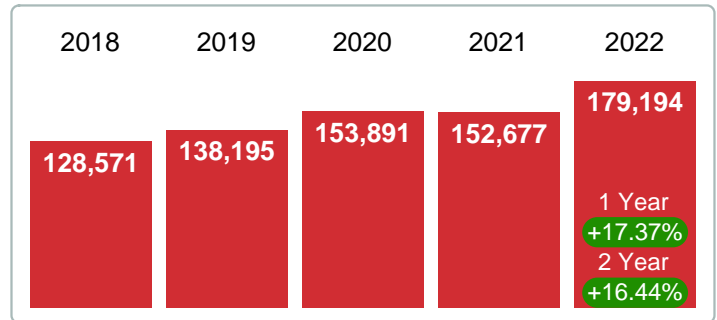
AVERAGE SOLD PRICE AT CLOSING

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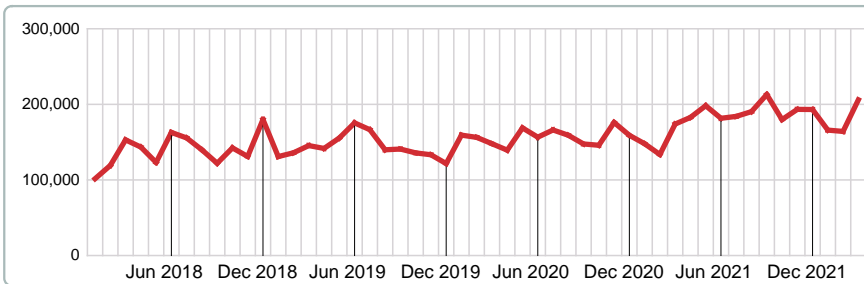
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

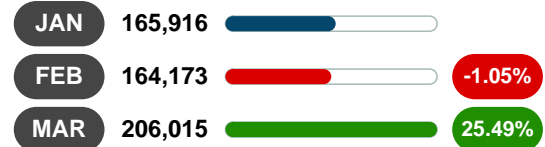


3 MONTHS

5 year MAR AVG = 165,268

High Sep 2021 212,969 Low Jan 2018 101,572

Average Sold Price at Closing this month at **206,015** above the 5 yr MAR average of **165,268**



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
\$50,000 and less	7.59%	40,000	41,000	38,000	0	0
\$50,001 - \$75,000	10.13%	63,338	62,240	65,167	0	0
\$75,001 - \$125,000	12.66%	98,050	94,500	100,600	0	99,500
\$125,001 - \$200,000	27.85%	165,654	133,750	164,999	180,380	0
\$200,001 - \$250,000	16.46%	227,069	205,000	225,625	230,233	231,500
\$250,001 - \$375,000	15.19%	296,524	0	287,333	293,661	347,000
\$375,001 and up	10.13%	549,175	0	685,000	426,180	892,500
Average Sold Price		206,015	82,856	187,764	281,812	360,400
Total Closed Units	100%	206,015	16	34	24	5
Total Closed Volume		16,275,173	1.33M	6.38M	6.76M	1.80M

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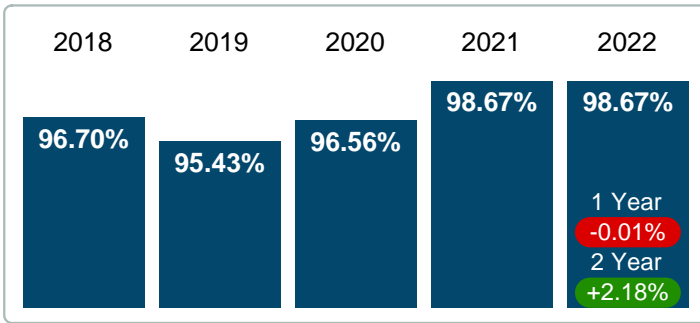
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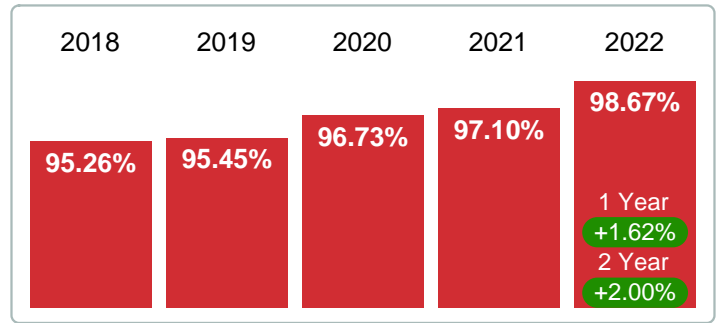
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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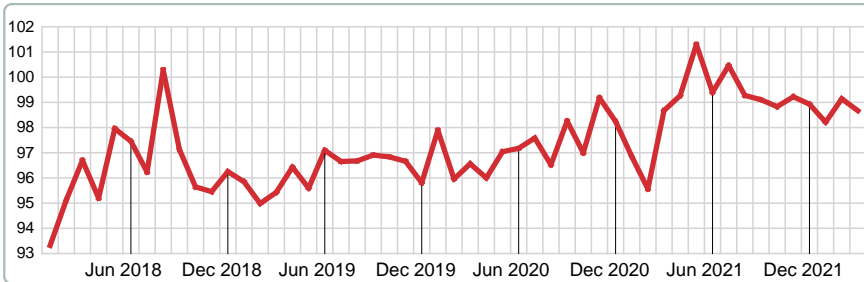
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

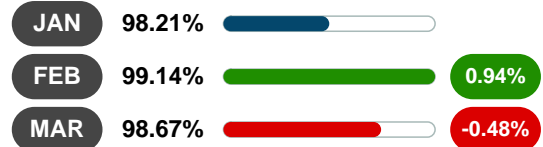


3 MONTHS

5 year MAR AVG = 97.21%

High May 2021 101.30% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **98.67%** above the 5 yr MAR average of **97.21%**



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
\$50,000 and less	6	7.59%	90.05%	95.64%	78.88%	0.00%	0.00%
\$50,001 - \$75,000	8	10.13%	97.41%	97.14%	97.86%	0.00%	0.00%
\$75,001 - \$125,000	10	12.66%	100.43%	98.03%	105.12%	0.00%	86.52%
\$125,001 - \$200,000	22	27.85%	99.43%	102.96%	99.56%	97.63%	0.00%
\$200,001 - \$250,000	13	16.46%	99.67%	95.35%	101.13%	98.67%	101.91%
\$250,001 - \$375,000	12	15.19%	101.64%	0.00%	101.56%	101.95%	99.43%
\$375,001 and up	8	10.13%	95.99%	0.00%	99.18%	93.97%	99.72%
Average Sold/List Ratio		98.70%		97.60%	99.35%	98.57%	97.90%
Total Closed Units		79	100%	16	34	24	5
Total Closed Volume		16,275,173		1.33M	6.38M	6.76M	1.80M

March 2022



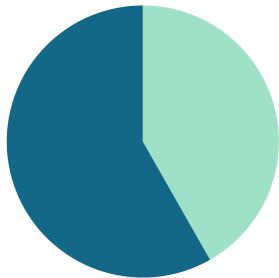
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

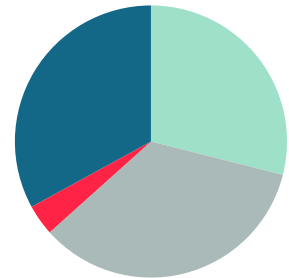


Inventory
 New Listings
104 = 41.77%
 Start Inventory
145
 Total Inventory Units
249
 Volume
\$52,595,800

Market Activity

Closed Sales
79 = 28.94%
 Pending Sales
94 = 34.43%
 Other Off Market
10 = 3.66%
 Active Inventory
90 = 32.97%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	68	79	16.18%	192	229	19.27%
Pending Sales	106	94	-11.32%	224	241	7.59%
New Listings	119	104	-12.61%	242	249	2.89%
Average List Price	176,541	208,863	18.31%	155,678	181,321	16.47%
Average Sale Price	173,971	206,015	18.42%	152,677	179,194	17.37%
Average Percent of Selling Price to List Price	98.67%	98.67%	-0.01%	97.10%	98.67%	1.62%
Average Days on Market to Sale	19.15	26.06	36.12%	27.44	24.74	-9.82%
Monthly Inventory	179	90	-49.72%	179	90	-49.72%
Months Supply of Inventory	2.32	1.03	-55.54%	2.32	1.03	-55.54%

Absorption: Last 12 months, an Average of **87** Sales/Month

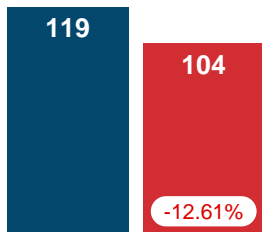
Inventory on March 31, 2022 = **90**

2021 **2022**

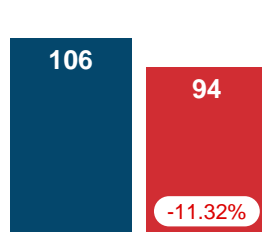
MARCH MARKET

AVERAGE PRICES

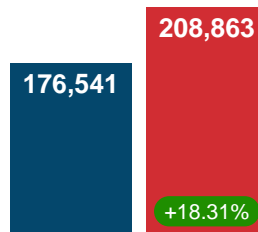
New Listings



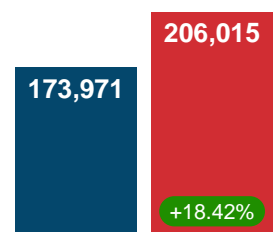
Pending Listings



List Price



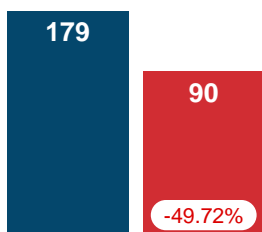
Sale Price



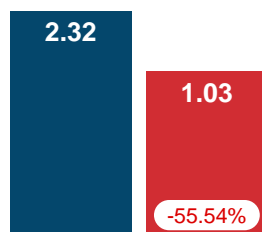
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

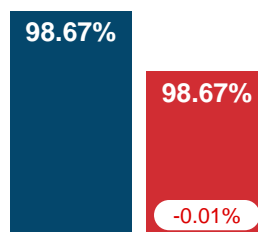
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

