

# March 2022



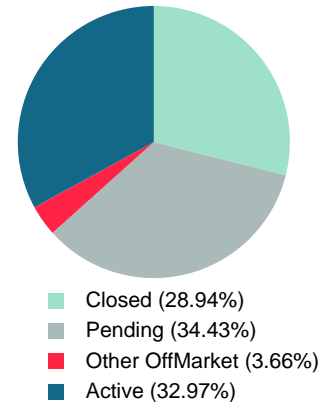
Area Delimited by County Of Washington - Residential Property Type



## 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%
Median List Price	152,450	185,000	21.35%
Median Sale Price	150,950	182,000	20.57%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	5.00	11.00	120.00%
End of Month Inventory	179	90	-49.72%
Months Supply of Inventory	2.32	1.03	-55.54%



**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.

#### 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 **20.57%** in March 2022 to \$182,000 versus the previous year at \$150,950.

#### Median Days on Market Lengthens

The median number of **11.00** days that homes spent on the market before selling increased by 6.00 days or **120.00%** in March 2022 compared to last year's same month at **5.00** DOM.

#### Sales Success for March 2022 is Positive

Overall, with Median 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 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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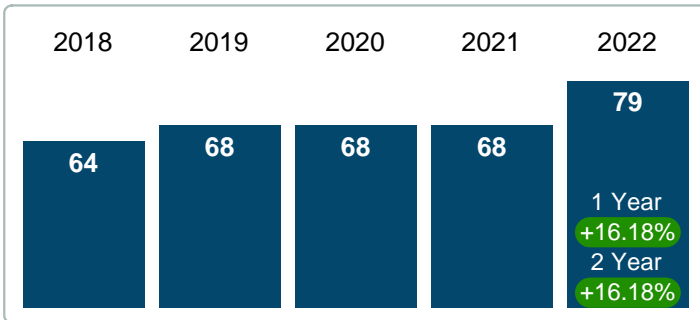
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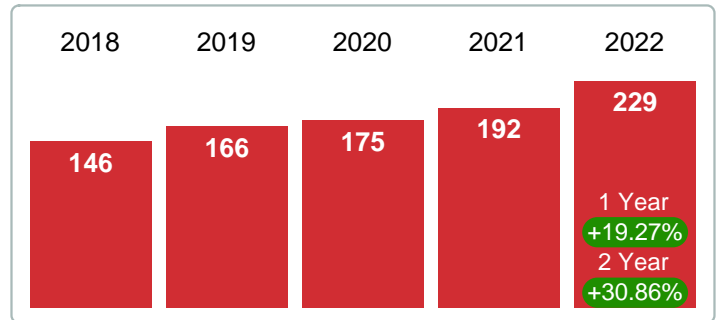
## CLOSED LISTINGS

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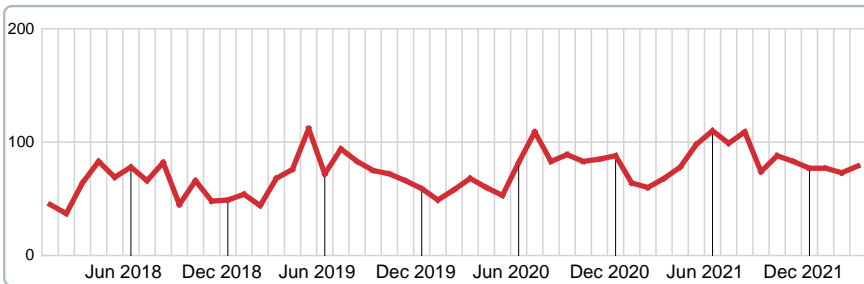
### MARCH



### YEAR TO DATE (YTD)

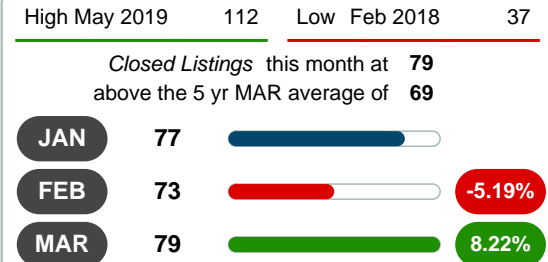


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 69



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.59%	22.0	4	2	0	0
\$50,001 - \$75,000	8	10.13%	3.0	5	3	0	0
\$75,001 - \$125,000	10	12.66%	11.5	4	5	0	1
\$125,001 - \$200,000	22	27.85%	14.5	2	15	5	0
\$200,001 - \$250,000	13	16.46%	5.0	1	4	6	2
\$250,001 - \$375,000	12	15.19%	10.0	0	3	8	1
\$375,001 and up	8	10.13%	44.5	0	2	5	1
<b>Total Closed Units</b>	<b>79</b>			<b>16</b>	<b>34</b>	<b>24</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>16,275,173</b>	<b>100%</b>	<b>11.0</b>	<b>1.33M</b>	<b>6.38M</b>	<b>6.76M</b>	<b>1.80M</b>
<b>Median Closed Price</b>	<b>\$182,000</b>			<b>\$69,000</b>	<b>\$162,500</b>	<b>\$256,495</b>	<b>\$243,000</b>

# March 2022



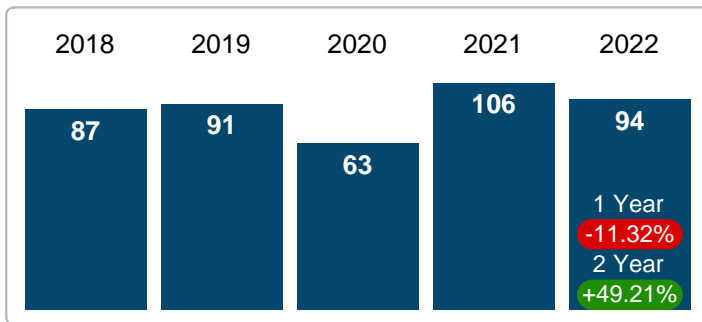
Area Delimited by County Of Washington - Residential Property Type



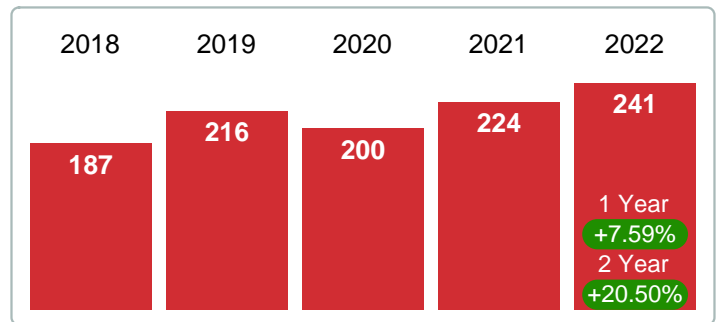
## PENDING LISTINGS

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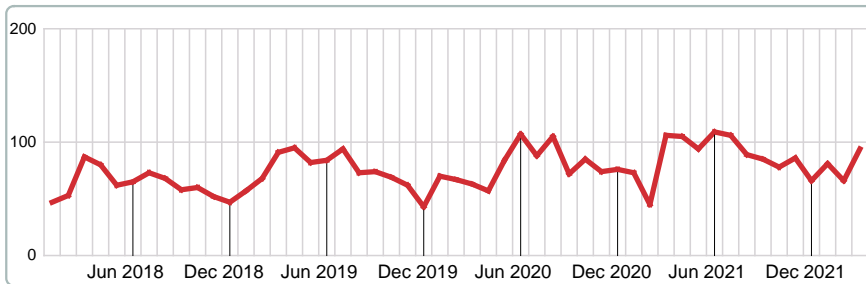
### MARCH



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	8.51%	3.0	3	4	1	0
\$50,001 - \$75,000	9	9.57%	2.0	3	6	0	0
\$75,001 - \$125,000	13	13.83%	3.0	5	8	0	0
\$125,001 - \$225,000	26	27.66%	6.5	0	17	8	1
\$225,001 - \$250,000	10	10.64%	7.5	0	7	3	0
\$250,001 - \$375,000	17	18.09%	7.0	0	4	11	2
\$375,001 and up	11	11.70%	19.0	0	2	7	2
<b>Total Pending Units</b>	<b>94</b>			<b>11</b>	<b>48</b>	<b>30</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>18,841,280</b>	<b>100%</b>	<b>6.5</b>	<b>763.80K</b>	<b>7.99M</b>	<b>8.15M</b>	<b>1.93M</b>
<b>Median Listing Price</b>	<b>\$179,700</b>			<b>\$74,000</b>	<b>\$149,950</b>	<b>\$256,495</b>	<b>\$315,000</b>

# March 2022



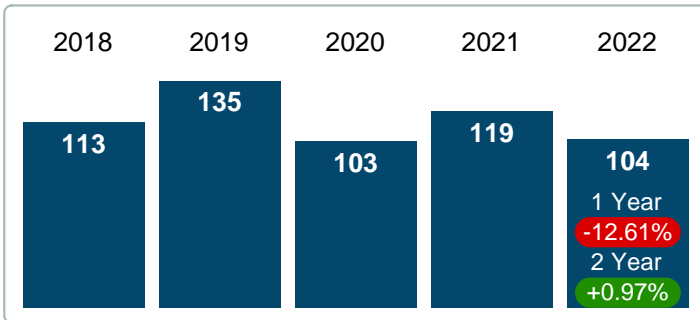
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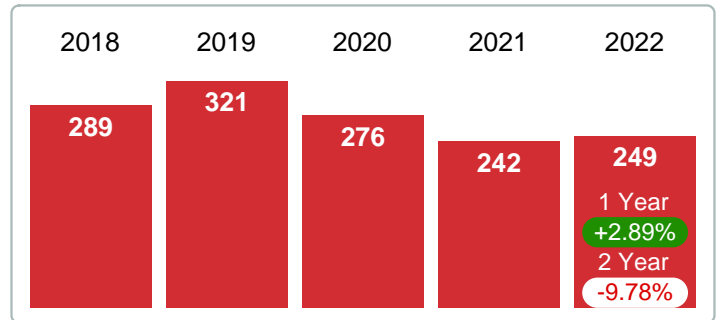
## NEW LISTINGS

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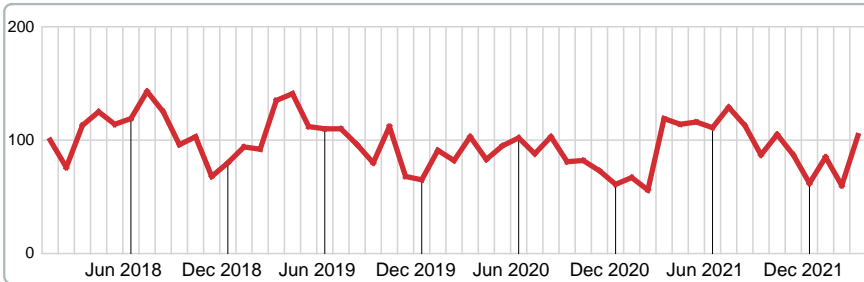
### MARCH



### 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 - \$75,000	12	11.54%	5	7	0	0
\$75,001 - \$100,000	12	11.54%	4	6	2	0
\$100,001 - \$200,000	32	30.77%	4	22	5	1
\$200,001 - \$250,000	11	10.58%	0	7	4	0
\$250,001 - \$325,000	17	16.35%	0	5	10	2
\$325,001 and up	12	11.54%	0	5	5	2
<b>Total New Listed Units</b>	<b>104</b>		<b>15</b>	<b>57</b>	<b>27</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>19,847,700</b>	<b>100%</b>	<b>1.18M</b>	<b>10.38M</b>	<b>6.57M</b>	<b>1.71M</b>
<b>Median New Listed Listing Price</b>	<b>\$158,950</b>		<b>\$79,000</b>	<b>\$150,000</b>	<b>\$256,000</b>	<b>\$315,000</b>

# March 2022



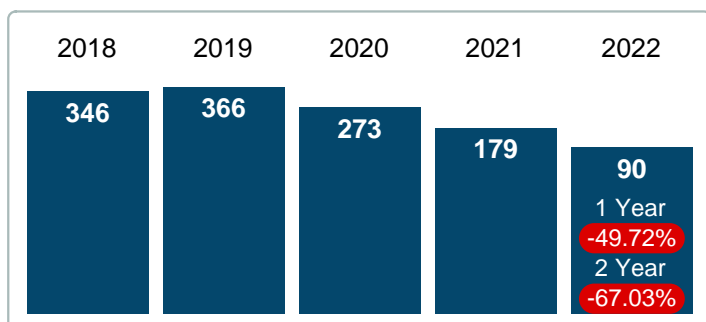
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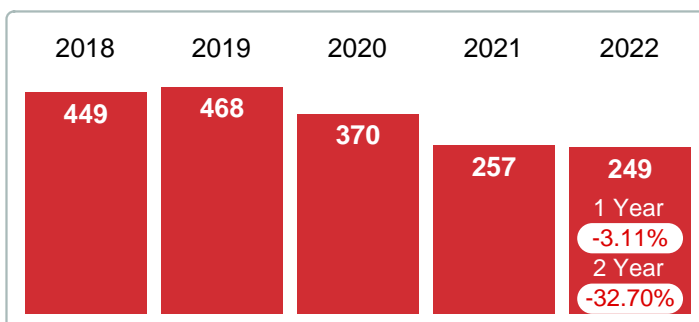
## ACTIVE INVENTORY

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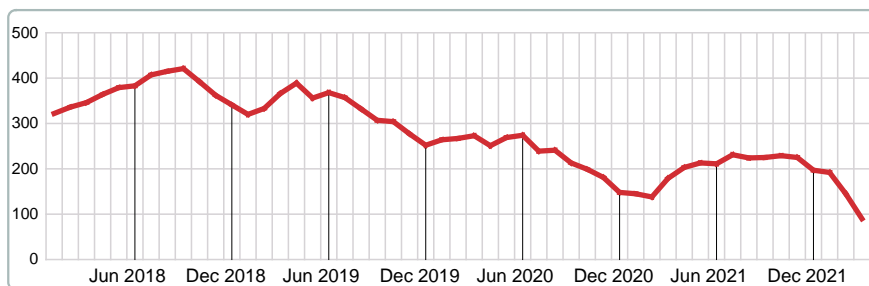
### END OF MARCH



### ACTIVE DURING MARCH

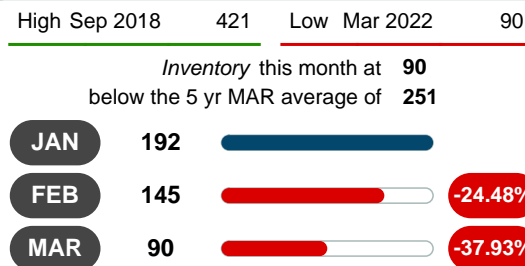


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 251



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	6.67%	15.0	1	5	0	0
\$50,001 - \$75,000	9	10.00%	24.0	5	3	1	0
\$75,001 - \$125,000	18	20.00%	14.0	5	10	3	0
\$125,001 - \$225,000	20	22.22%	36.5	1	15	4	0
\$225,001 - \$275,000	16	17.78%	76.0	0	9	7	0
\$275,001 - \$350,000	13	14.44%	17.0	0	4	8	1
\$350,001 and up	8	8.89%	41.5	0	5	3	0
<b>Total Active Inventory by Units</b>	<b>90</b>			<b>12</b>	<b>51</b>	<b>26</b>	<b>1</b>
<b>Total Active Inventory by Volume</b>	<b>18,826,030</b>	<b>100%</b>	<b>27.0</b>	<b>1.02M</b>	<b>10.37M</b>	<b>7.10M</b>	<b>330.00K</b>
<b>Median Active Inventory Listing Price</b>	<b>\$179,450</b>			<b>\$73,750</b>	<b>\$167,500</b>	<b>\$262,490</b>	<b>\$330,000</b>

# March 2022



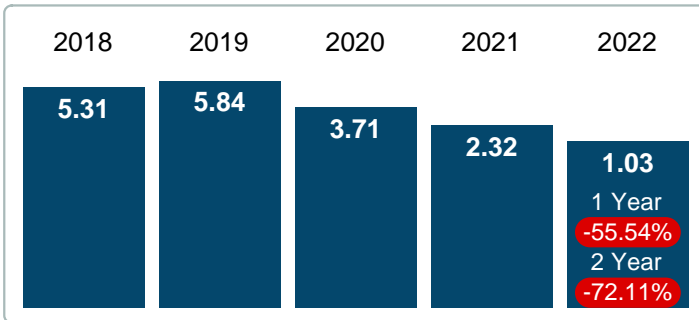
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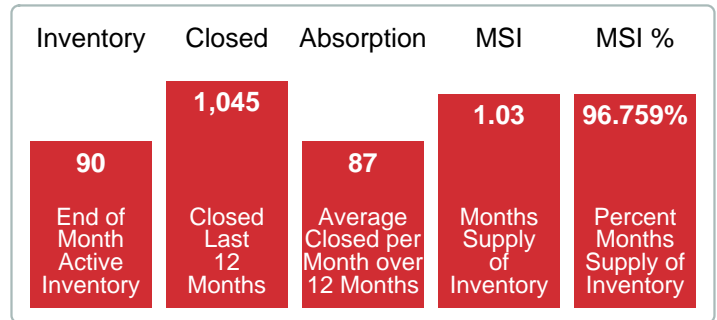
## MONTHS SUPPLY of INVENTORY (MSI)

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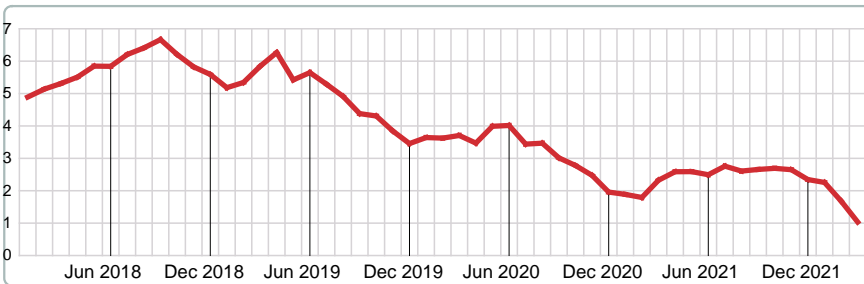
### MSI FOR MARCH



### INDICATORS FOR MARCH 2022

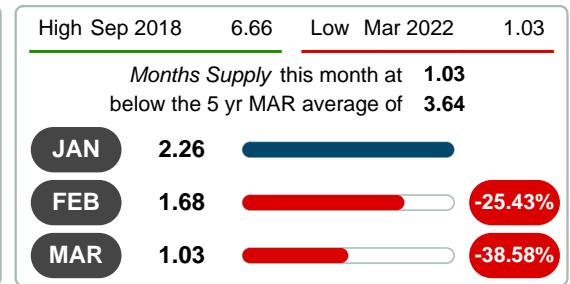


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 3.64



### 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

# March 2022



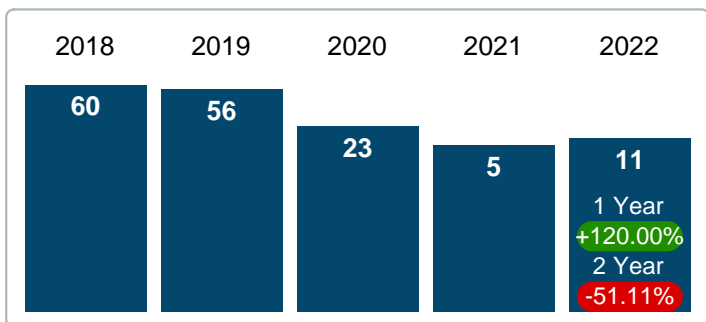
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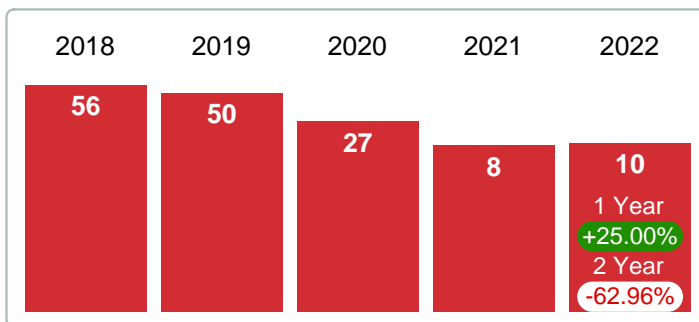
## MEDIAN DAYS ON MARKET TO SALE

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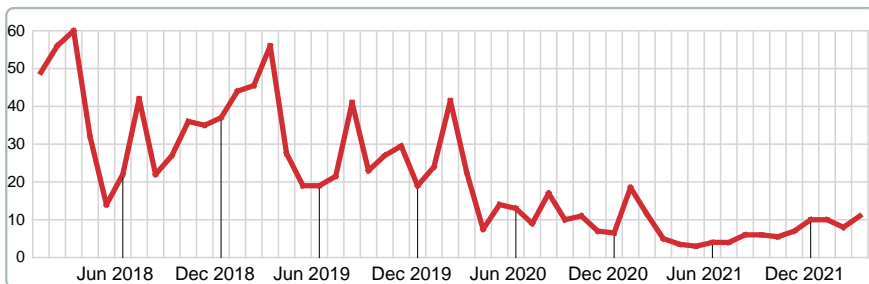
### MARCH



### YEAR TO DATE (YTD)

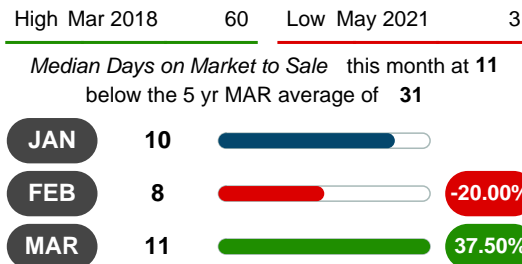


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 31



### 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
\$50,000 and less	7.59%	22	22	91	0	0
\$50,001 - \$75,000	10.13%	3	2	5	0	0
\$75,001 - \$125,000	12.66%	12	25	2	0	132
\$125,001 - \$200,000	27.85%	15	15	12	50	0
\$200,001 - \$250,000	16.46%	5	1	5	5	42
\$250,001 - \$375,000	15.19%	10	0	60	6	93
\$375,001 and up	10.13%	45	0	68	26	32
<b>Median Closed DOM</b>		<b>11</b>	<b>4</b>	<b>11</b>	<b>12</b>	<b>68</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>79</b>	<b>16</b>	<b>34</b>	<b>24</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>16,275,173</b>	<b>1.33M</b>	<b>6.38M</b>	<b>6.76M</b>	<b>1.80M</b>

# March 2022



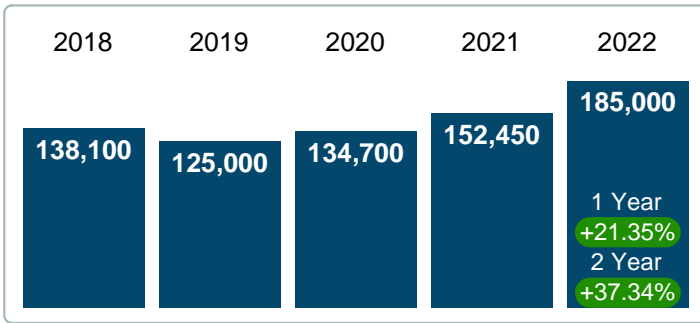
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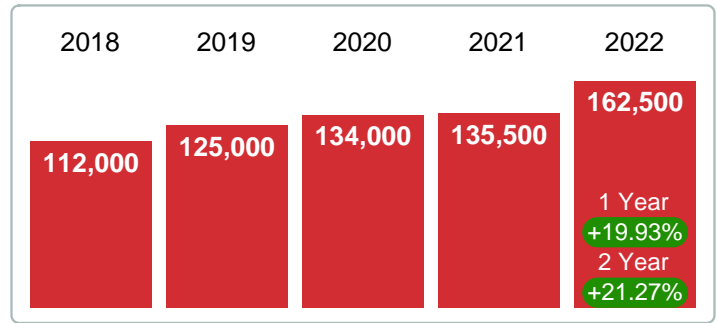
## MEDIAN LIST PRICE AT CLOSING

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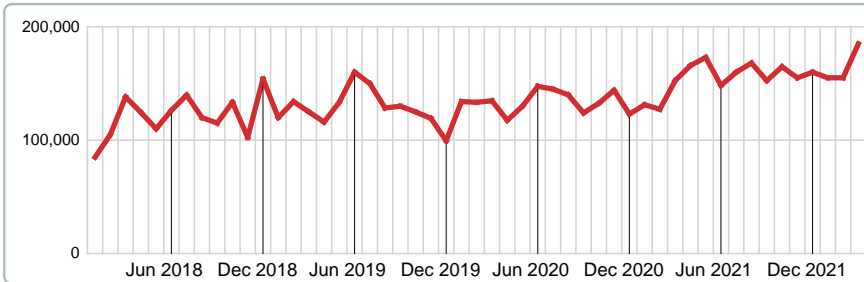
### MARCH



### YEAR TO DATE (YTD)

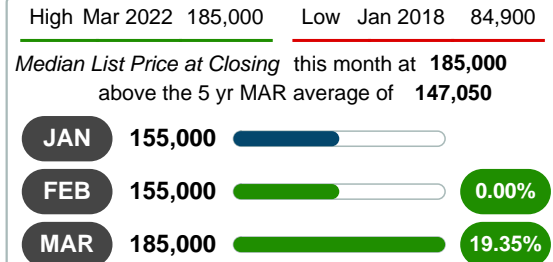


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 147,050



### 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
\$50,000 and less	4	41,500	48,000	35,000	0	0
\$50,001 - \$75,000	11	65,000	63,500	69,900	0	0
\$75,001 - \$125,000	10	106,200	88,500	112,500	0	115,000
\$125,001 - \$200,000	21	174,500	129,900	171,750	189,500	0
\$200,001 - \$250,000	12	223,500	215,000	223,500	229,000	227,200
\$250,001 - \$375,000	13	272,000	0	262,000	272,000	349,000
\$375,001 and up	8	502,450	0	692,000	454,000	895,000
<b>Median List Price</b>		<b>185,000</b>	<b>70,000</b>	<b>167,450</b>	<b>261,500</b>	<b>239,400</b>
<b>Total Closed Units</b>		<b>79</b>	<b>16</b>	<b>34</b>	<b>24</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>16,500,190</b>	<b>1.36M</b>	<b>6.39M</b>	<b>6.94M</b>	<b>1.81M</b>



# March 2022



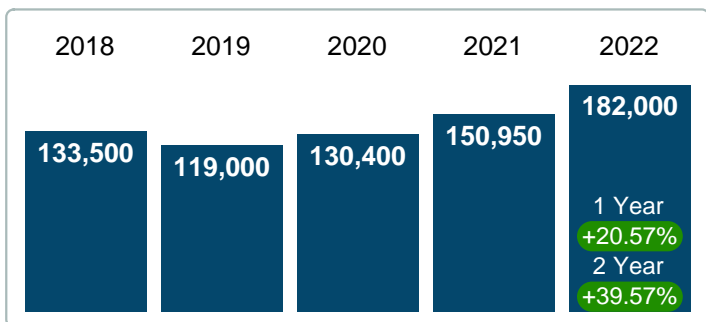
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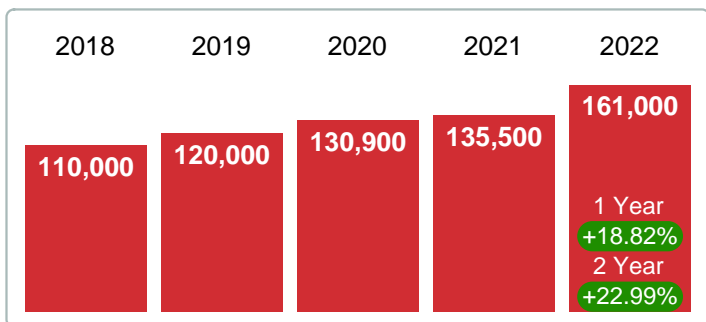
## MEDIAN SOLD PRICE AT CLOSING

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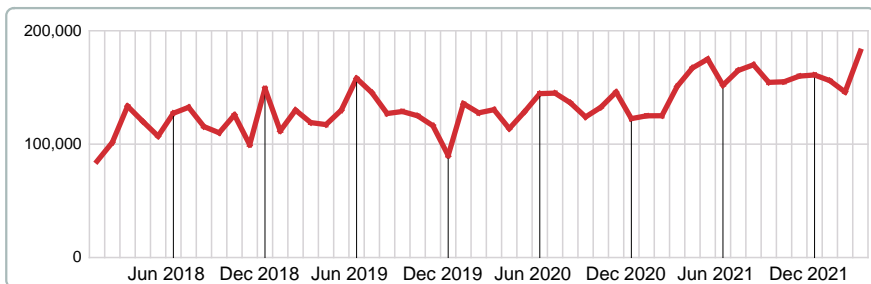
### MARCH



### YEAR TO DATE (YTD)

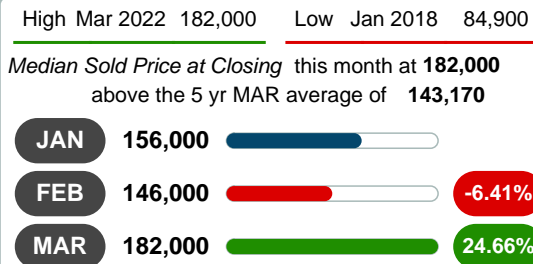


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 143,170



### 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
\$50,000 and less	7.59%	45,000	45,000	38,000	0	0
\$50,001 - \$75,000	10.13%	62,500	62,000	67,500	0	0
\$75,001 - \$125,000	12.66%	98,800	86,750	99,900	0	99,500
\$125,001 - \$200,000	27.85%	169,750	133,750	165,000	180,000	0
\$200,001 - \$250,000	16.46%	220,000	205,000	225,250	225,500	231,500
\$250,001 - \$375,000	15.19%	290,000	0	275,000	289,900	347,000
\$375,001 and up	10.13%	461,950	0	685,000	420,000	892,500
<b>Median Sold Price</b>		<b>182,000</b>	<b>69,000</b>	<b>162,500</b>	<b>256,495</b>	<b>243,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>182,000</b>	<b>16</b>	<b>34</b>	<b>24</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>16,275,173</b>	<b>1.33M</b>	<b>6.38M</b>	<b>6.76M</b>	<b>1.80M</b>

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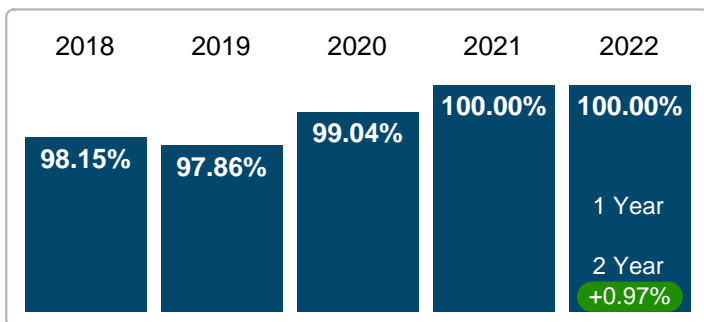
Area Delimited by County Of Washington - Residential Property Type



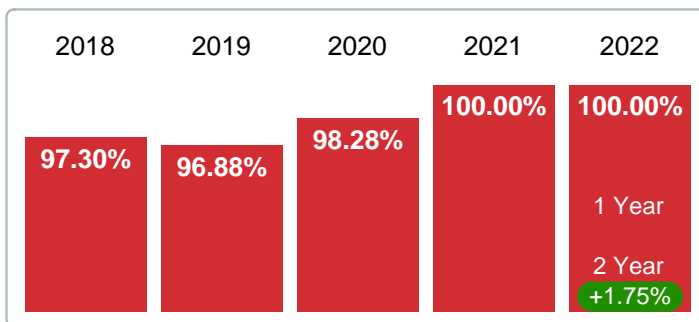
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 99.01%

High Mar 2022 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAR average of **99.01%**

JAN 100.00%  
FEB 100.00%  
MAR 100.00%

0.00%  
0.00%

### DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$50,000 and less	6	7.59%	86.38%	96.73%	78.88%	0.00%	0.00%	
\$50,001 - \$75,000	8	10.13%	96.85%	96.77%	97.14%	0.00%	0.00%	
\$75,001 - \$125,000	10	12.66%	100.00%	98.48%	101.33%	0.00%	86.52%	
\$125,001 - \$200,000	22	27.85%	100.00%	102.96%	100.00%	98.38%	0.00%	
\$200,001 - \$250,000	13	16.46%	100.00%	95.35%	102.17%	100.00%	101.91%	
\$250,001 - \$375,000	12	15.19%	101.10%	0.00%	101.91%	101.10%	99.43%	
\$375,001 and up	8	10.13%	99.87%	0.00%	99.18%	100.00%	99.72%	
Median Sold/List Ratio		100.00%		96.95%	100.00%	100.00%	99.72%	
Total Closed Units		79	100%	100.00%	16	34	24	5
Total Closed Volume		16,275,173			1.33M	6.38M	6.76M	1.80M

# March 2022



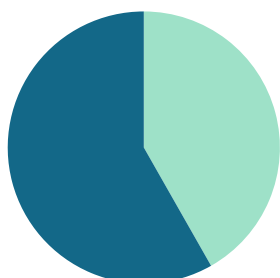
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

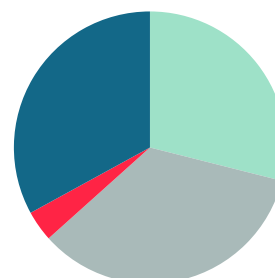


**Inventory**  
 New Listings  
**104 = 41.77%**  
 Start Inventory  
**145**  
 Total Inventory Units  
**249**  
 Volume  
**\$52,595,800**

### 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%
Median List Price	152,450	185,000	21.35%	135,500	162,500	19.93%
Median Sale Price	150,950	182,000	20.57%	135,500	161,000	18.82%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	5.00	11.00	120.00%	8.00	10.00	25.00%
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

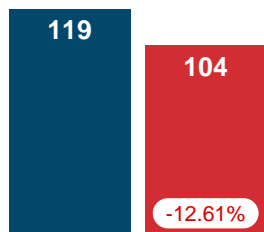
**Inventory** on March 31, 2022 = **90**

**2021** **2022**

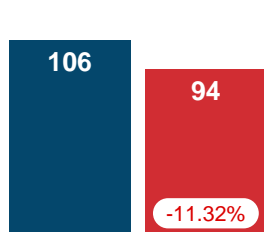
### MARCH MARKET

### MEDIAN PRICES

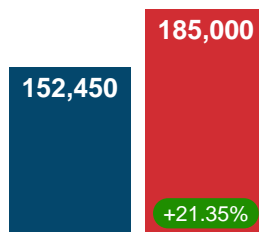
#### New Listings



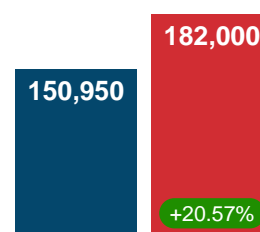
#### Pending Listings



#### List Price



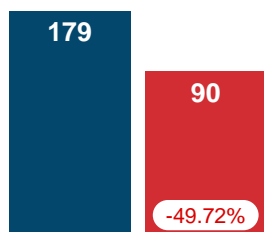
#### Sale Price



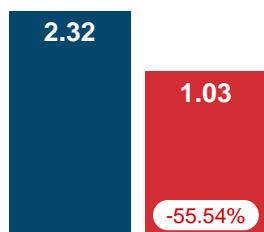
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

