

September 2022



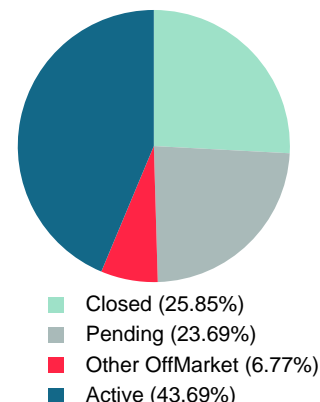
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	74	84	13.51%
Pending Listings	85	77	-9.41%
New Listings	87	106	21.84%
Median List Price	152,450	207,250	35.95%
Median Sale Price	154,500	207,975	34.61%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	6.00	6.00	0.00%
End of Month Inventory	225	142	-36.89%
Months Supply of Inventory	2.66	1.69	-36.51%



Absorption: Last 12 months, an Average of **84** Sales/Month
Active Inventory as of September 30, 2022 = **142**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2022 decreased **36.89%** to 142 existing homes available for sale. Over the last 12 months this area has had an average of 84 closed sales per month. This represents an unsold inventory index of **1.69** 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 **34.61%** in September 2022 to \$207,975 versus the previous year at \$154,500.

Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in September 2022 compared to last year's same month at **6.00** DOM.

Sales Success for September 2022 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 106 New Listings in September 2022, up **21.84%** from last year at 87. Furthermore, there were 84 Closed Listings this month versus last year at 74, a **13.51%** increase.

Closed versus Listed trends yielded a **79.2%** ratio, down from previous year's, September 2021, at **85.1%**, a **6.83%** downswing. This will certainly create pressure on a decreasing Month's 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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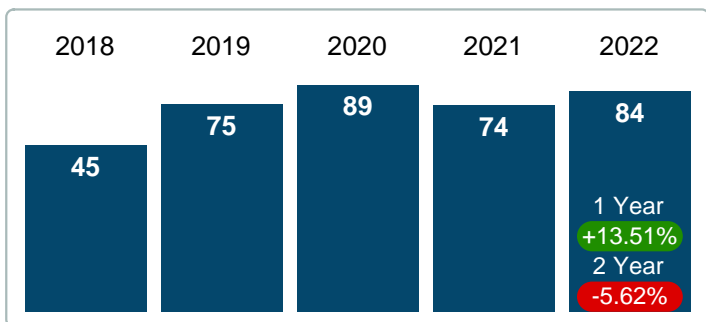
Area Delimited by County Of Washington - Residential Property Type



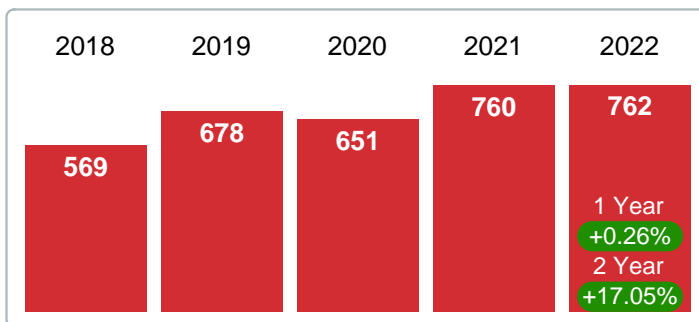
CLOSED LISTINGS

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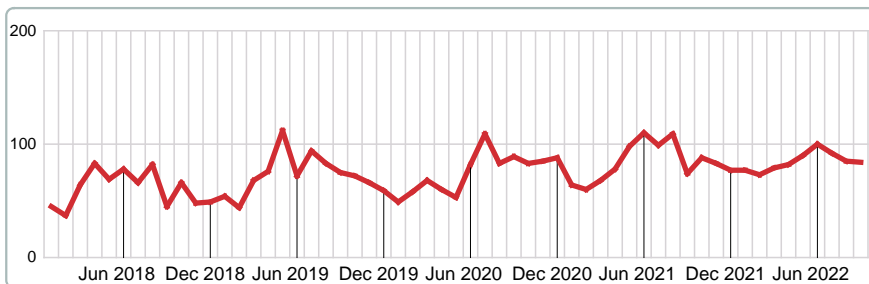
SEPTEMBER



YEAR TO DATE (YTD)

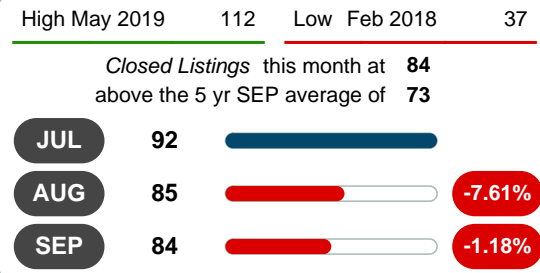


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 73



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	8.33%	8.0	2	5	0	0
\$75,001 - \$125,000	10	11.90%	6.0	3	6	1	0
\$125,001 - \$150,000	10	11.90%	4.0	1	7	2	0
\$150,001 - \$225,000	25	29.76%	5.0	2	14	9	0
\$225,001 - \$275,000	11	13.10%	25.0	1	3	7	0
\$275,001 - \$350,000	12	14.29%	26.0	0	4	8	0
\$350,001 and up	9	10.71%	7.0	0	3	6	0
Total Closed Units	84			9	42	33	0
Total Closed Volume	18,093,870	100%	6.0	1.20M	8.10M	8.80M	0.00B
Median Closed Price	\$207,975			\$115,000	\$158,500	\$254,640	\$0

September 2022



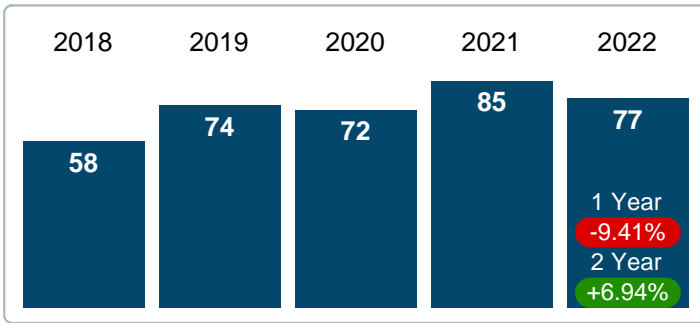
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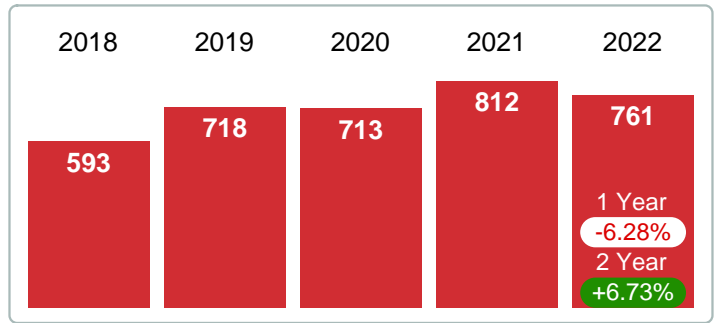
PENDING LISTINGS

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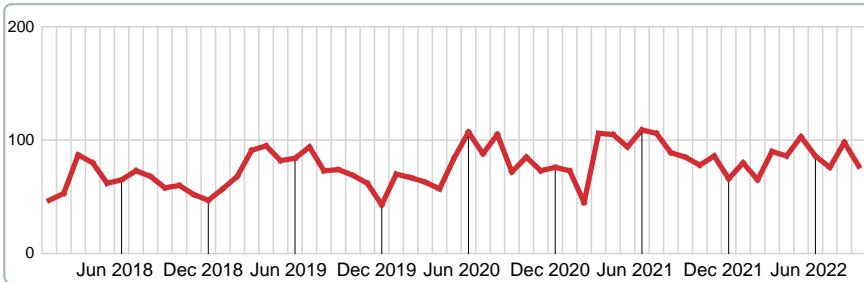
SEPTEMBER



YEAR TO DATE (YTD)

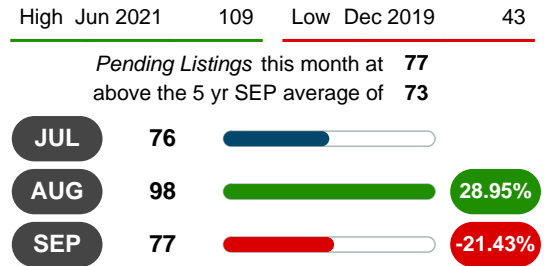


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 73



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	6.49%	30.0	2	2	1	0
\$75,001 - \$100,000	6	7.79%	7.0	4	1	1	0
\$100,001 - \$150,000	17	22.08%	4.0	1	14	2	0
\$150,001 - \$225,000	19	24.68%	6.0	0	11	8	0
\$225,001 - \$275,000	13	16.88%	13.0	0	5	8	0
\$275,001 - \$325,000	9	11.69%	11.0	0	4	4	1
\$325,001 and up	8	10.39%	15.0	2	1	4	1
Total Pending Units	77			9	38	28	2
Total Pending Volume	16,047,080	100%	8.0	1.75M	7.03M	6.59M	674.90K
Median Listing Price	\$179,900			\$85,000	\$162,250	\$244,000	\$337,450

September 2022



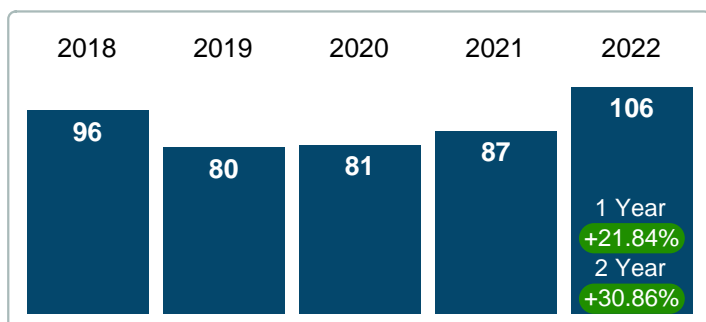
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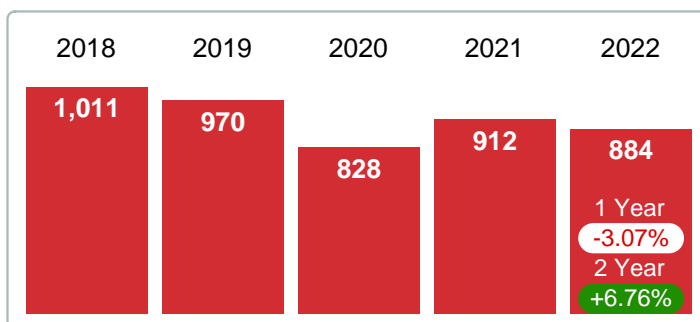
NEW LISTINGS

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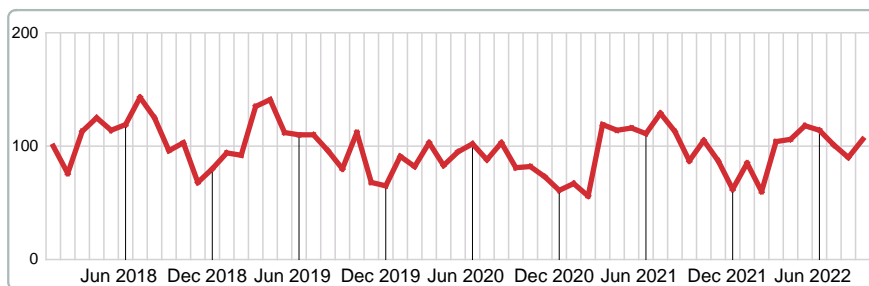
SEPTEMBER



YEAR TO DATE (YTD)

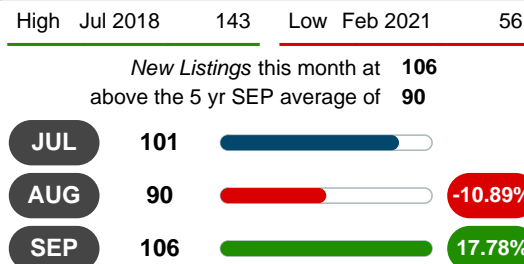


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 90



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	8	7.55%	4	4	0	0
\$75,001 - \$100,000	9	8.49%	4	4	1	0
\$100,001 - \$150,000	23	21.70%	4	16	3	0
\$150,001 - \$200,000	21	19.81%	2	13	6	0
\$200,001 - \$275,000	19	17.92%	0	7	11	1
\$275,001 - \$325,000	11	10.38%	0	6	5	0
\$325,001 and up	15	14.15%	0	3	10	2
Total New Listed Units	106		14	53	36	3
Total New Listed Volume	22,105,840	100%	1.48M	10.01M	9.61M	1.01M
Median New Listed Listing Price	\$180,750		\$91,250	\$160,000	\$264,195	\$375,000

September 2022



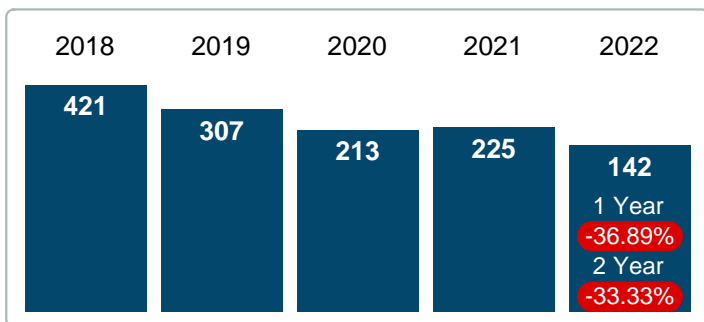
Area Delimited by County Of Washington - Residential Property Type



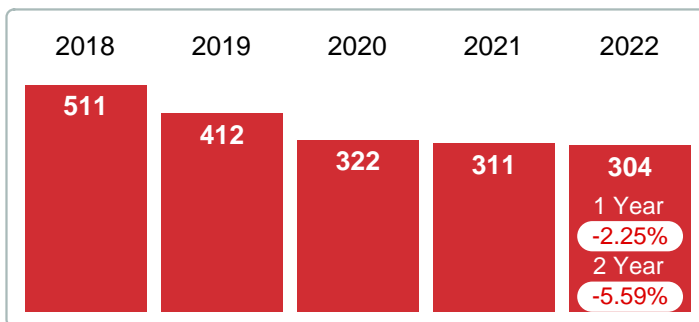
ACTIVE INVENTORY

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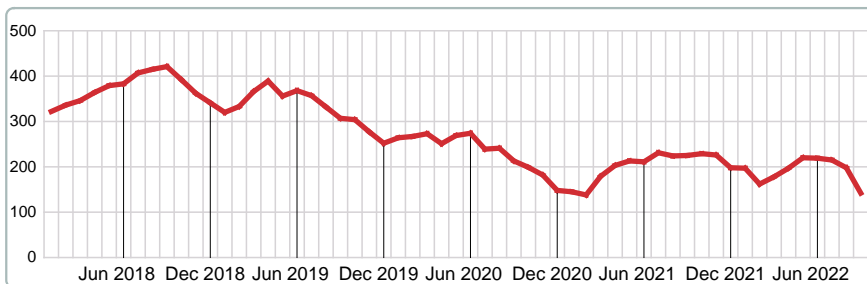
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

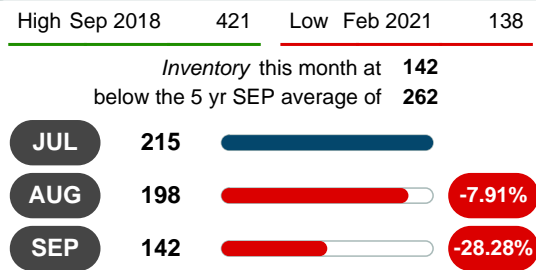


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 262



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	14	9.86%	27.5	4	9	1	0
\$75,001 - \$100,000	10	7.04%	25.0	4	4	2	0
\$100,001 - \$150,000	26	18.31%	59.0	7	15	3	1
\$150,001 - \$225,000	35	24.65%	29.0	4	19	11	1
\$225,001 - \$275,000	18	12.68%	68.5	0	13	4	1
\$275,001 - \$425,000	23	16.20%	38.0	0	4	16	3
\$425,001 and up	16	11.27%	50.0	0	6	7	3
Total Active Inventory by Units	142			19	70	44	9
Total Active Inventory by Volume	33,830,358	100%	43.0	2.20M	15.01M	12.60M	4.03M
Median Active Inventory Listing Price	\$192,500			\$119,900	\$167,450	\$278,995	\$375,000

September 2022



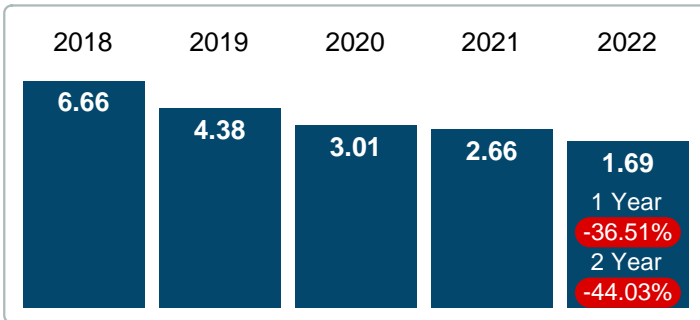
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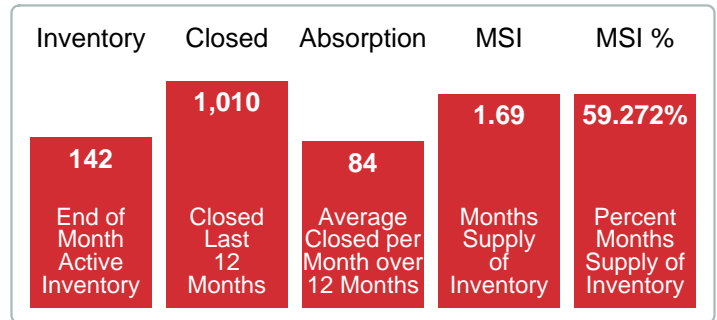
MONTHS SUPPLY of INVENTORY (MSI)

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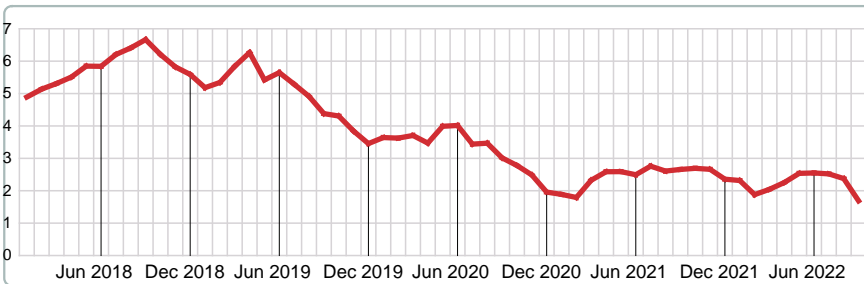
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2022

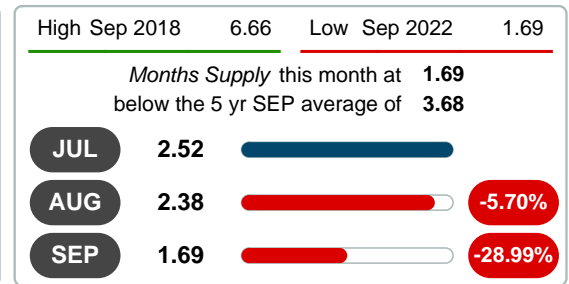


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 3.68



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
\$75,000 and less	14	9.86%	1.29	0.80	1.66	2.40	0.00
\$75,001 - \$100,000	10	7.04%	1.43	2.00	0.91	4.00	0.00
\$100,001 - \$150,000	26	18.31%	1.54	2.47	1.22	1.64	0.00
\$150,001 - \$225,000	35	24.65%	1.58	4.36	1.27	1.89	3.00
\$225,001 - \$275,000	18	12.68%	1.45	0.00	2.94	0.56	2.00
\$275,001 - \$425,000	23	16.20%	2.03	0.00	1.50	2.00	6.00
\$425,001 and up	16	11.27%	4.47	0.00	5.54	3.65	5.14
Market Supply of Inventory (MSI)			1.69	1.69	1.55	1.71	4.50
Total Active Inventory by Units		100%	142	19	70	44	9

September 2022



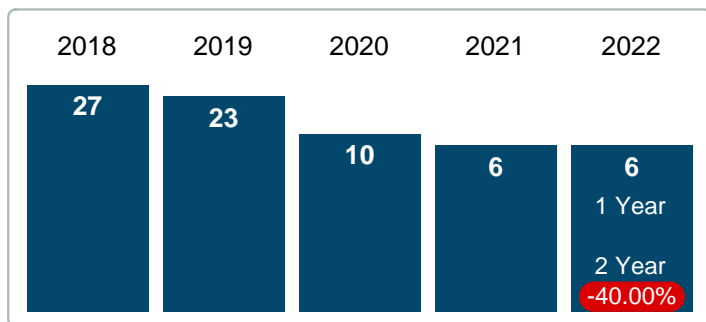
Area Delimited by County Of Washington - Residential Property Type



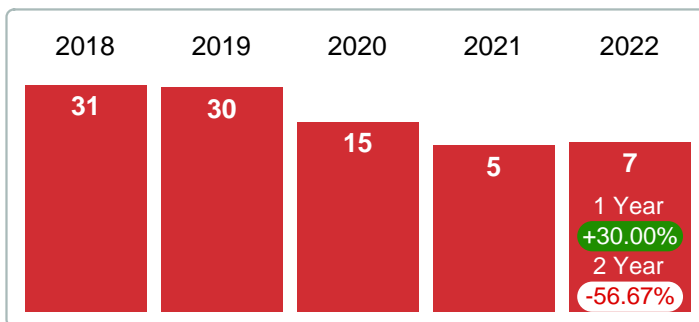
MEDIAN DAYS ON MARKET TO SALE

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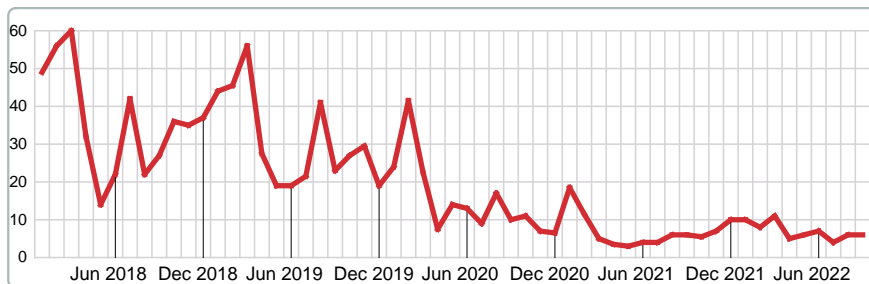
SEPTEMBER



YEAR TO DATE (YTD)

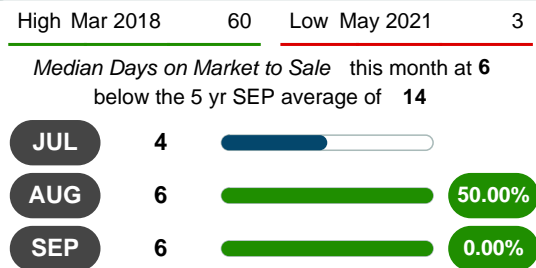


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 14



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
\$75,000 and less	8.33%	8	20	8	0	0
\$75,001 - \$125,000	11.90%	6	6	6	6	0
\$125,001 - \$150,000	11.90%	4	2	4	3	0
\$150,001 - \$225,000	29.76%	5	2	6	5	0
\$225,001 - \$275,000	13.10%	25	118	32	12	0
\$275,001 - \$350,000	14.29%	26	0	25	26	0
\$350,001 and up	10.71%	7	0	7	9	0
Median Closed DOM		6	3	6	8	0
Total Closed Units	100%	84	9	42	33	
Total Closed Volume		18,093,870	1.20M	8.10M	8.80M	0.00B

September 2022



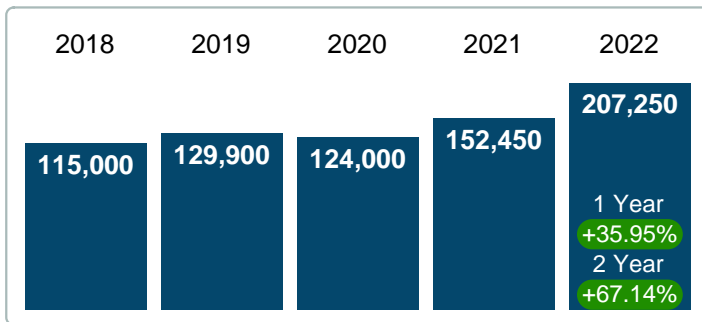
Area Delimited by County Of Washington - Residential Property Type



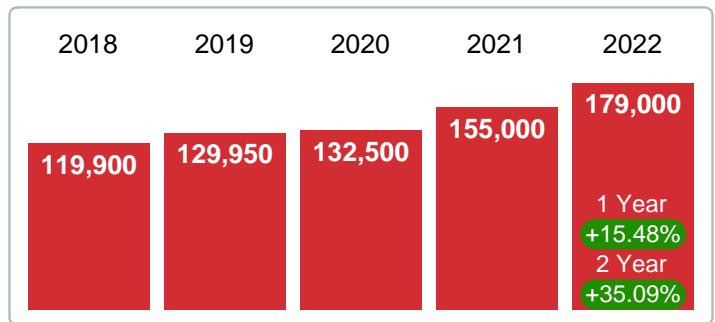
MEDIAN LIST PRICE AT CLOSING

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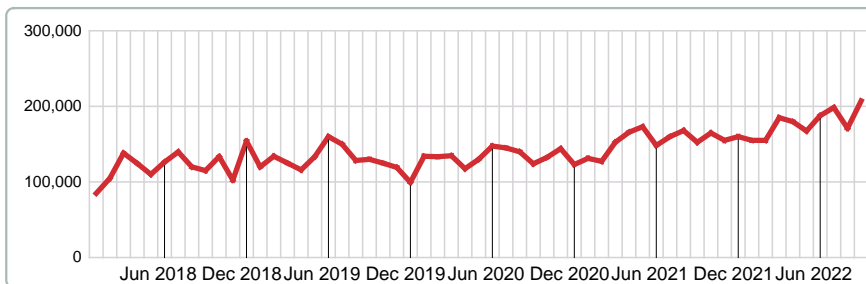
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 145,720

High Sep 2022 207,250 Low Jan 2018 84,900

Median List Price at Closing this month at **207,250**
above the 5 yr SEP average of **145,720**



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
\$75,000 and less	7.14%	69,750	74,750	63,500	0	0
\$75,001 - \$125,000	13.10%	104,000	95,000	104,000	115,000	0
\$125,001 - \$150,000	13.10%	135,000	139,000	135,000	133,400	0
\$150,001 - \$225,000	26.19%	197,450	180,750	195,000	204,500	0
\$225,001 - \$275,000	16.67%	251,445	269,000	238,500	252,990	0
\$275,001 - \$350,000	13.10%	309,900	0	310,000	299,950	0
\$350,001 and up	10.71%	399,900	0	429,000	387,450	0
Median List Price		207,250	115,000	158,450	260,990	0
Total Closed Units	100%	207,250	9	42	33	0
Total Closed Volume		18,171,560	1.21M	8.18M	8.78M	0.00B

September 2022



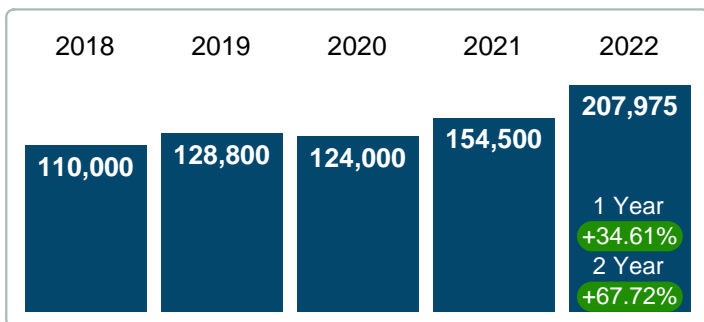
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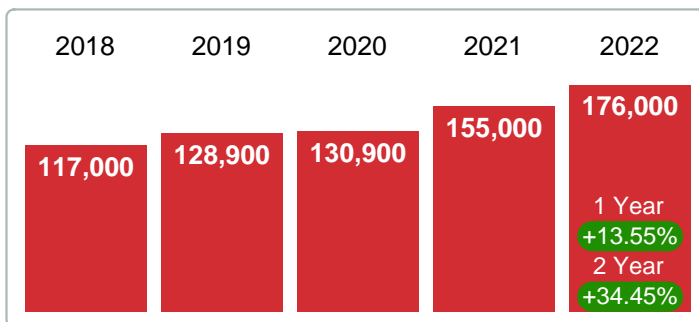
MEDIAN SOLD PRICE AT CLOSING

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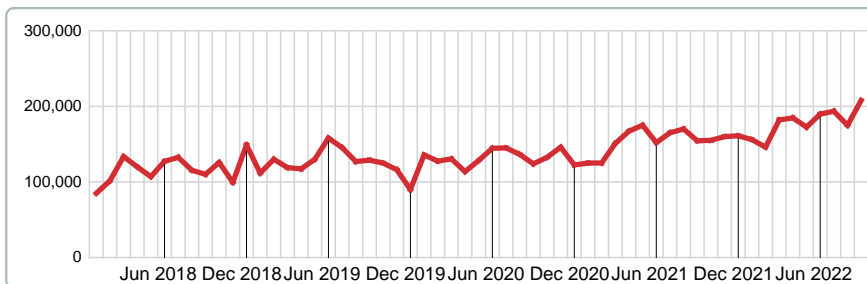
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

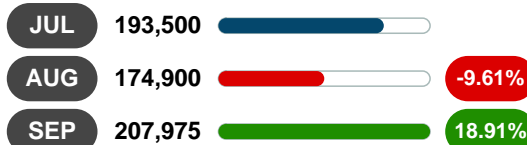


3 MONTHS

5 year SEP AVG = 145,055

High Sep 2022 207,975 Low Jan 2018 84,900

Median Sold Price at Closing this month at 207,975 above the 5 yr SEP average of 145,055



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
\$75,000 and less	8.33%	65,000	75,000	59,000	0	0
\$75,001 - \$125,000	11.90%	102,550	97,000	102,550	120,000	0
\$125,001 - \$150,000	11.90%	138,450	149,000	137,000	133,400	0
\$150,001 - \$225,000	29.76%	195,000	175,000	200,000	207,450	0
\$225,001 - \$275,000	13.10%	250,990	256,000	237,000	250,990	0
\$275,001 - \$350,000	14.29%	294,000	0	296,250	294,000	0
\$350,001 and up	10.71%	399,900	0	415,000	387,500	0
Median Sold Price		207,975	115,000	158,500	254,640	0
Total Closed Units		84	9	42	33	0
Total Closed Volume		18,093,870	1.20M	8.10M	8.80M	0.00B

September 2022



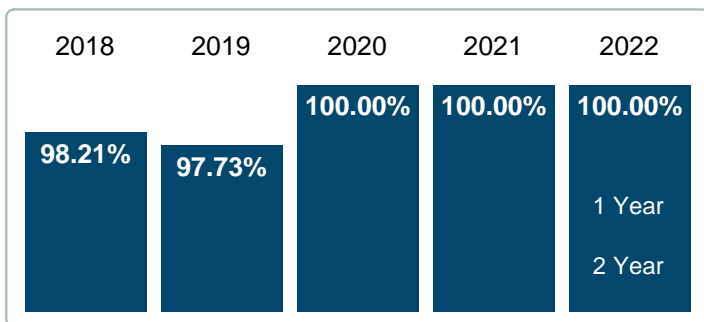
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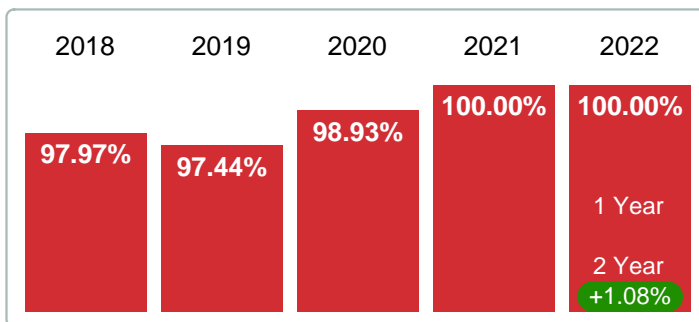
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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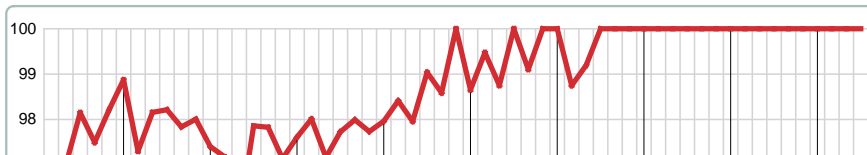
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 99.19%

High Sep 2022 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%** above the 5 yr SEP average of **99.19%**

JUL 100.00%
AUG 100.00%
SEP 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
\$75,000 and less	7	8.33%	86.67%	96.88%	85.15%	0.00%	0.00%
\$75,001 - \$125,000	10	11.90%	100.81%	102.11%	96.24%	104.35%	0.00%
\$125,001 - \$150,000	10	11.90%	100.68%	107.19%	101.28%	100.00%	0.00%
\$150,001 - \$225,000	25	29.76%	100.00%	96.80%	100.00%	97.67%	0.00%
\$225,001 - \$275,000	11	13.10%	98.75%	95.17%	98.75%	100.00%	0.00%
\$275,001 - \$350,000	12	14.29%	100.00%	0.00%	100.00%	100.78%	0.00%
\$350,001 and up	9	10.71%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	0.00%
Total Closed Units		84	100%	9	42	33	
Total Closed Volume		18,093,870		1.20M	8.10M	8.80M	0.00B



Area Delimited by County Of Washington - Residential Property Type

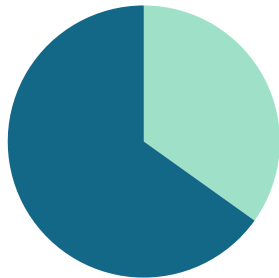


September 2022

MARKET SUMMARY

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

INVENTORY

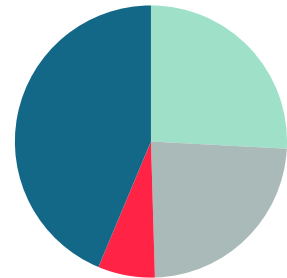


Inventory
 New Listings
106 = 34.87%
 Start Inventory
198
 Total Inventory Units
304
 Volume
\$68,806,828

Market Activity

Closed Sales
84 = 25.85%
 Pending Sales
77 = 23.69%
 Other Off Market
22 = 6.77%
 Active Inventory
142 = 43.69%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	74	84	13.51%	760	762	0.26%
Pending Sales	85	77	-9.41%	812	761	-6.28%
New Listings	87	106	21.84%	912	884	-3.07%
Median List Price	152,450	207,250	35.95%	155,000	179,000	15.48%
Median Sale Price	154,500	207,975	34.61%	155,000	176,000	13.55%
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	6.00	6.00	0.00%	5.00	6.50	30.00%
Monthly Inventory	225	142	-36.89%	225	142	-36.89%
Months Supply of Inventory	2.66	1.69	-36.51%	2.66	1.69	-36.51%

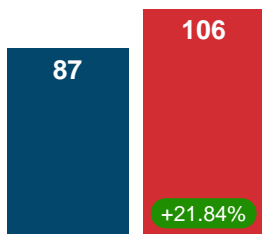
Absorption: Last 12 months, an Average of **84** Sales/Month

Inventory on September 30, 2022 = **142** 2021 2022

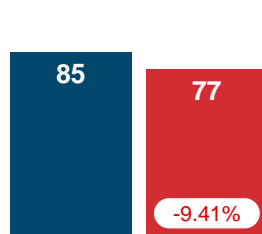
SEPTEMBER MARKET

MEDIAN PRICES

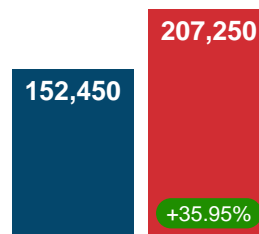
New Listings



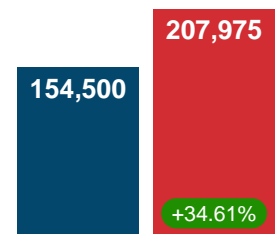
Pending Listings



List Price



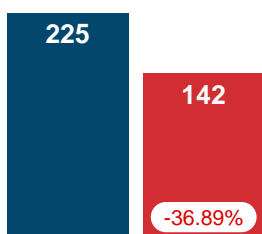
Sale Price



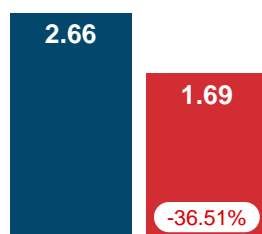
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

+0.00%