

December 2022



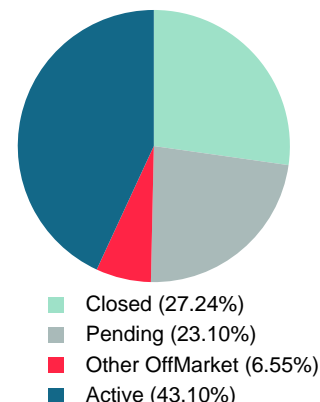
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2021	2022	+/-%
Closed Listings	77	79	2.60%
Pending Listings	66	67	1.52%
New Listings	62	74	19.35%
Average List Price	197,696	190,824	-3.48%
Average Sale Price	193,191	187,669	-2.86%
Average Percent of Selling Price to List Price	98.93%	98.30%	-0.64%
Average Days on Market to Sale	29.22	18.63	-36.23%
End of Month Inventory	198	125	-36.87%
Months Supply of Inventory	2.36	1.55	-34.26%



Absorption: Last 12 months, an Average of **81** Sales/Month
Active Inventory as of December 31, 2022 = **125**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2022 decreased **36.87%** to 125 existing homes available for sale. Over the last 12 months this area has had an average of 81 closed sales per month. This represents an unsold inventory index of **1.55** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **2.86%** in December 2022 to \$187,669 versus the previous year at \$193,191.

Average Days on Market Shortens

The average number of **18.63** days that homes spent on the market before selling decreased by 10.59 days or **36.23%** in December 2022 compared to last year's same month at **29.22** DOM.

Sales Success for December 2022 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 74 New Listings in December 2022, up **19.35%** from last year at 62. Furthermore, there were 79 Closed Listings this month versus last year at 77, a **2.60%** increase.

Closed versus Listed trends yielded a **106.8%** ratio, down from previous year's, December 2021, at **124.2%**, a **14.04%** 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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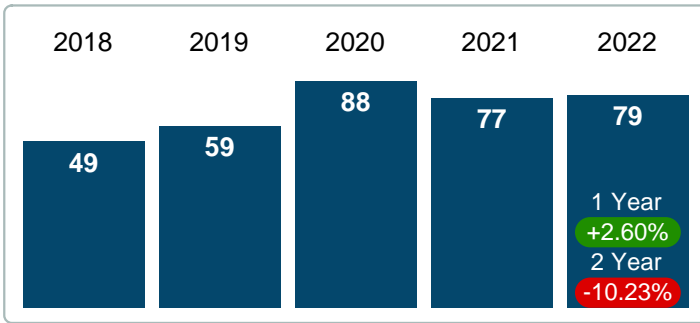
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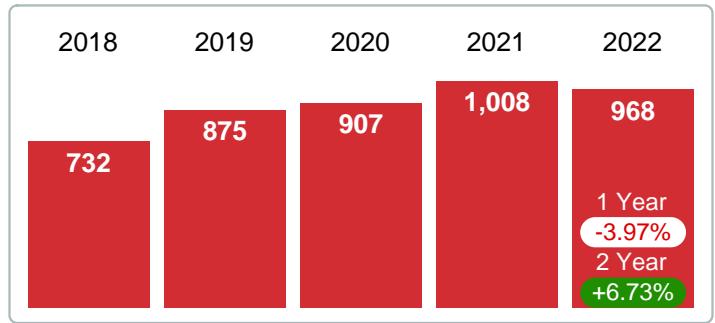
CLOSED LISTINGS

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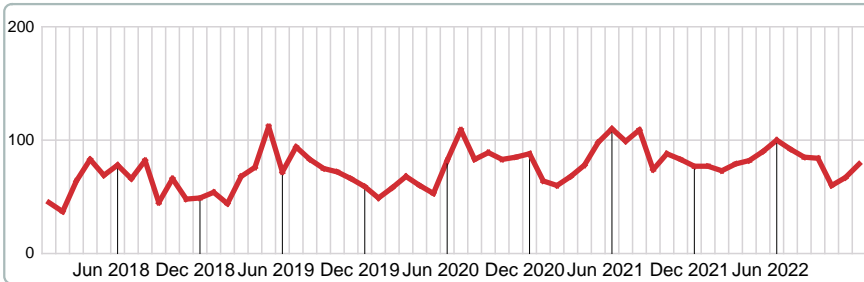
DECEMBER



YEAR TO DATE (YTD)

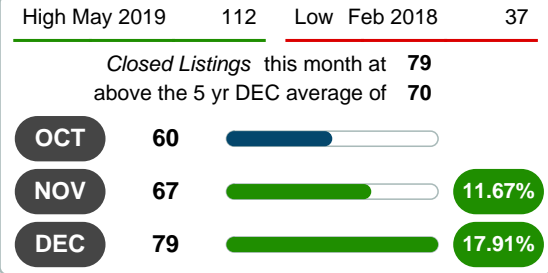


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 70



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	4	5.06%	29.8	1	3	0	0
\$50,001 - \$100,000	12	15.19%	5.4	5	6	1	0
\$100,001 - \$125,000	9	11.39%	11.3	2	7	0	0
\$125,001 - \$200,000	24	30.38%	13.3	2	20	2	0
\$200,001 - \$250,000	8	10.13%	39.5	0	4	3	1
\$250,001 - \$325,000	15	18.99%	16.8	0	2	12	1
\$325,001 and up	7	8.86%	42.7	0	2	4	1
Total Closed Units	79			10	44	22	3
Total Closed Volume	14,825,862	100%	18.6	901.00K	6.83M	6.08M	1.01M
Average Closed Price	\$187,669			\$90,100	\$155,311	\$276,416	\$336,667

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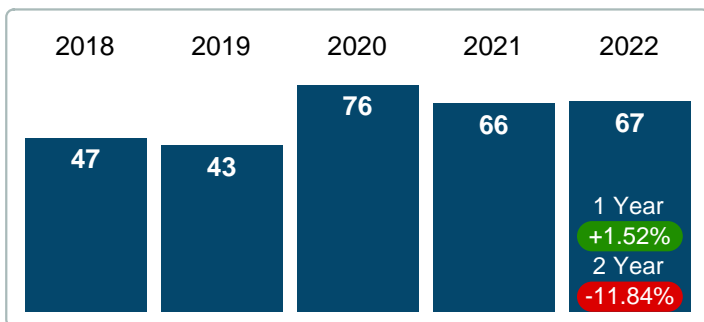
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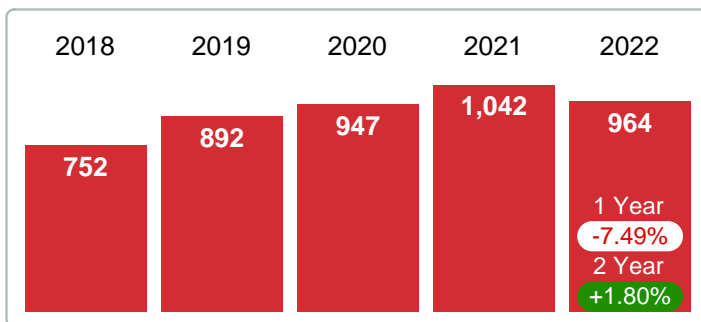
PENDING LISTINGS

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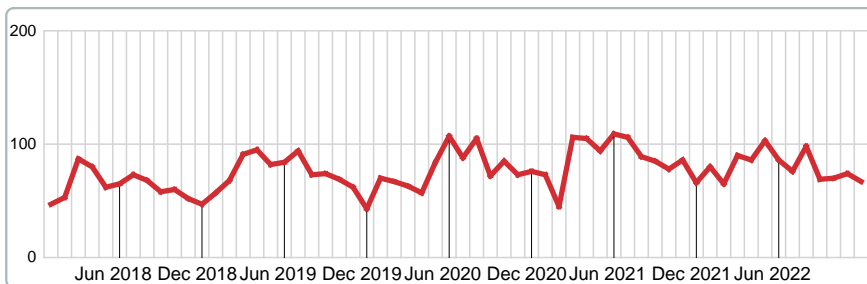
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 60

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at **67**
above the 5 yr DEC average of **60**



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	6	8.96%	44.5	2	4	0	0
\$50,001 - \$70,000	6	8.96%	11.8	2	4	0	0
\$70,001 - \$100,000	13	19.40%	34.3	5	6	2	0
\$100,001 - \$150,000	17	25.37%	36.3	3	12	2	0
\$150,001 - \$190,000	9	13.43%	32.3	0	9	0	0
\$190,001 - \$330,000	9	13.43%	21.0	0	5	3	1
\$330,001 and up	7	10.45%	75.9	0	0	6	1
Total Pending Units	67			12	40	13	2
Total Pending Volume	10,697,279	100%	14.0	903.29K	5.14M	3.93M	726.00K
Average Listing Price	\$118,399			\$75,274	\$128,462	\$302,269	\$363,000

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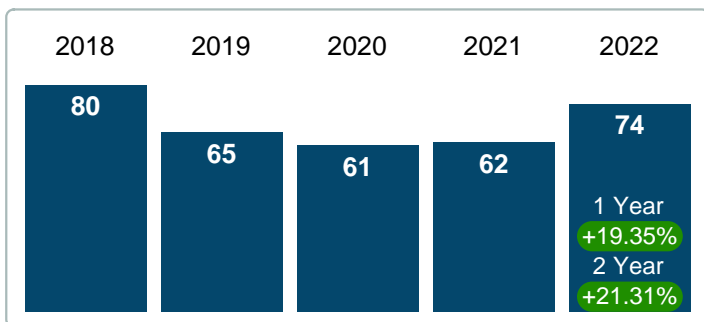
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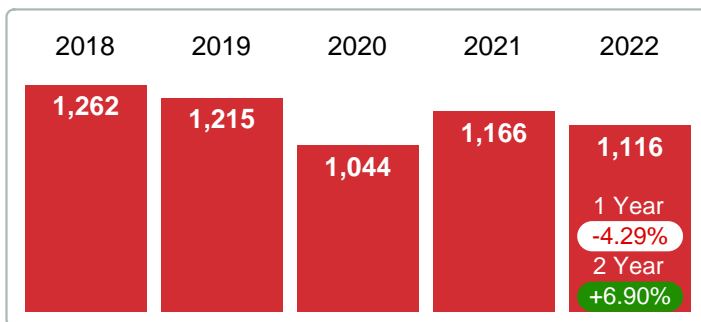
NEW LISTINGS

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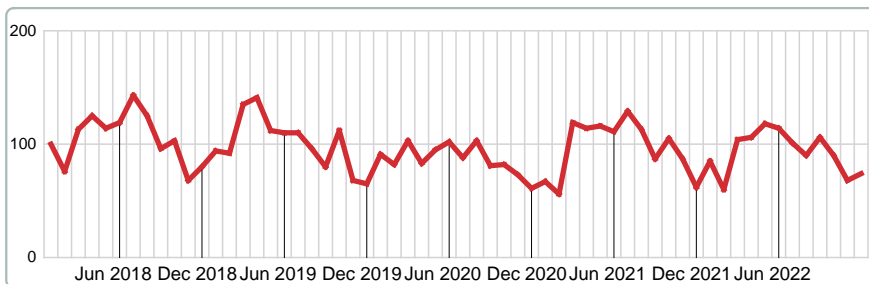
DECEMBER



YEAR TO DATE (YTD)

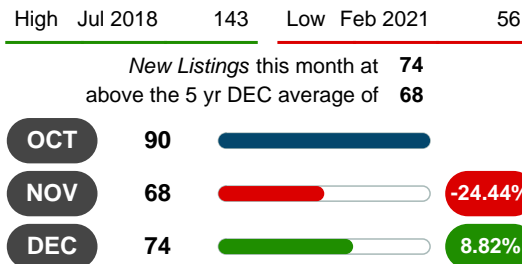


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 68



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	9	12.16%	3	5	1	0
\$50,001 - \$60,000	5	6.76%	2	3	0	0
\$60,001 - \$80,000	12	16.22%	4	6	2	0
\$80,001 - \$190,000	19	25.68%	4	12	2	1
\$190,001 - \$250,000	11	14.86%	0	8	3	0
\$250,001 - \$360,000	11	14.86%	0	2	7	2
\$360,001 and up	7	9.46%	0	2	3	2
Total New Listed Units	74		13	38	18	5
Total New Listed Volume	13,643,300	100%	1.03M	5.79M	4.95M	1.88M
Average New Listed Listing Price	\$103,833		\$78,934	\$152,376	\$274,756	\$376,252

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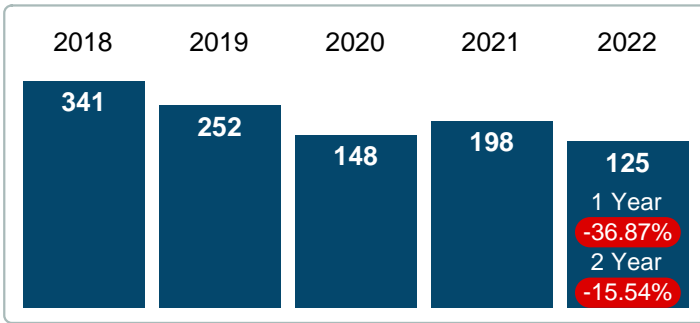
Area Delimited by County Of Washington - Residential Property Type



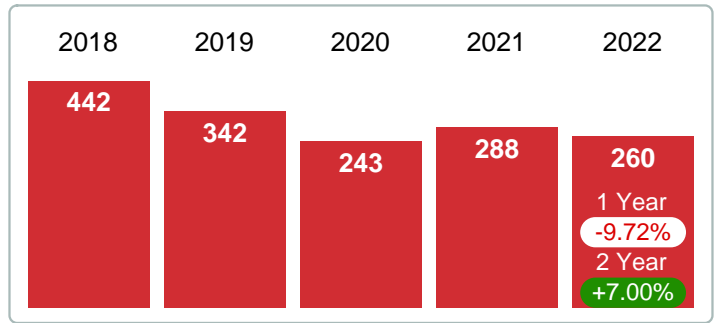
ACTIVE INVENTORY

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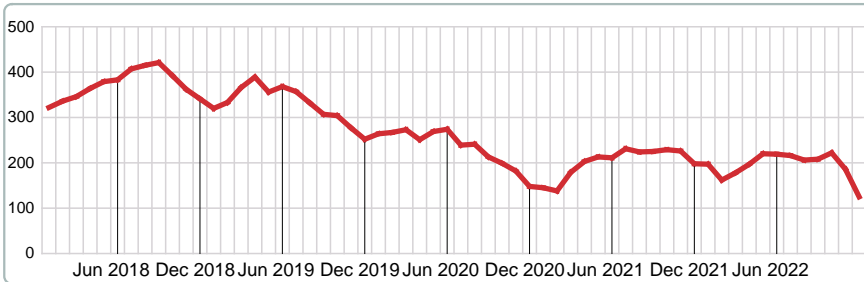
END OF DECEMBER



ACTIVE DURING DECEMBER

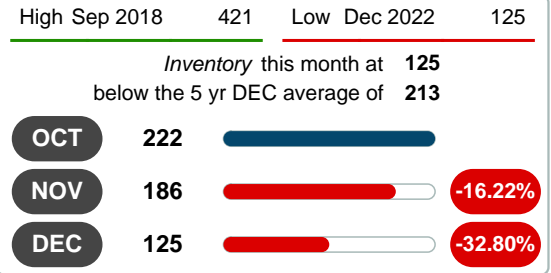


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 213



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	12	9.60%	51.3	3	7	2	0
\$50,001 - \$75,000	13	10.40%	84.8	3	8	2	0
\$75,001 - \$150,000	19	15.20%	66.2	6	9	3	1
\$150,001 - \$250,000	33	26.40%	50.8	2	22	6	3
\$250,001 - \$300,000	15	12.00%	50.1	0	2	12	1
\$300,001 - \$475,000	20	16.00%	74.6	0	4	12	4
\$475,001 and up	13	10.40%	82.7	0	4	4	5
Total Active Inventory by Units	125			14	56	41	14
Total Active Inventory by Volume	30,732,970	100%	63.8	1.41M	11.22M	12.08M	6.02M
Average Active Inventory Listing Price	\$245,864			\$100,686	\$200,435	\$294,560	\$430,147

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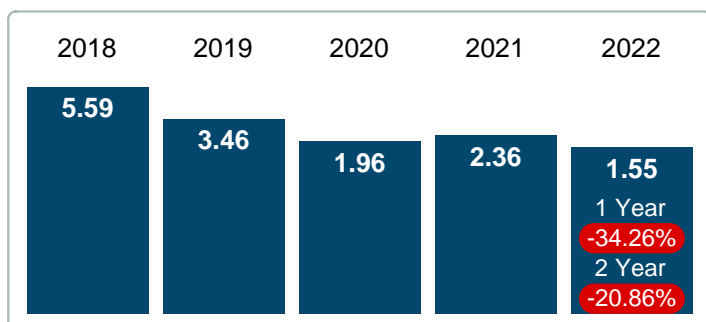
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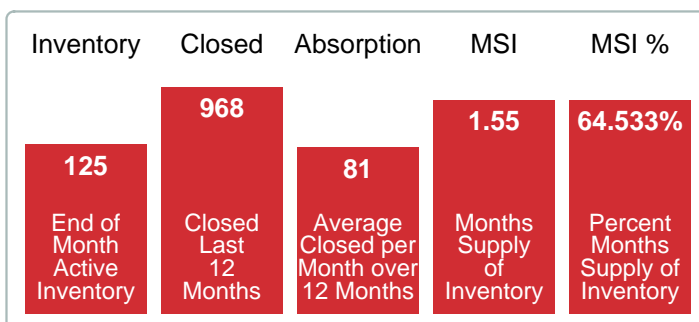
MONTHS SUPPLY of INVENTORY (MSI)

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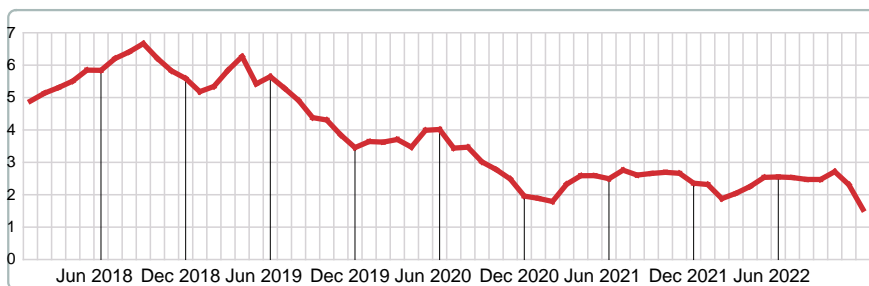
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2022

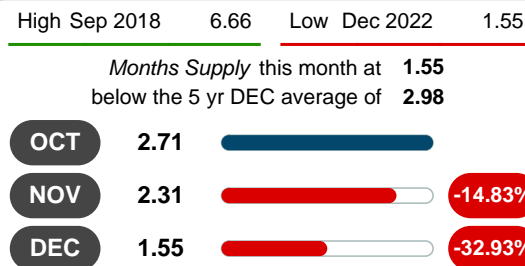


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 2.98



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	12	9.60%	2.77	1.71	3.11	6.00	0.00
\$50,001 - \$75,000	13	10.40%	2.05	1.03	2.40	24.00	0.00
\$75,001 - \$150,000	19	15.20%	0.88	1.16	0.63	1.57	12.00
\$150,001 - \$250,000	33	26.40%	1.20	1.85	1.29	0.69	4.00
\$250,001 - \$300,000	15	12.00%	1.55	0.00	0.71	1.89	3.00
\$300,001 - \$475,000	20	16.00%	2.24	0.00	2.29	1.85	6.86
\$475,001 and up	13	10.40%	5.57	0.00	4.36	4.80	10.00
Market Supply of Inventory (MSI)	1.55			1.24	1.32	1.66	6.22
Total Active Inventory by Units	125	100%	1.55	14	56	41	14

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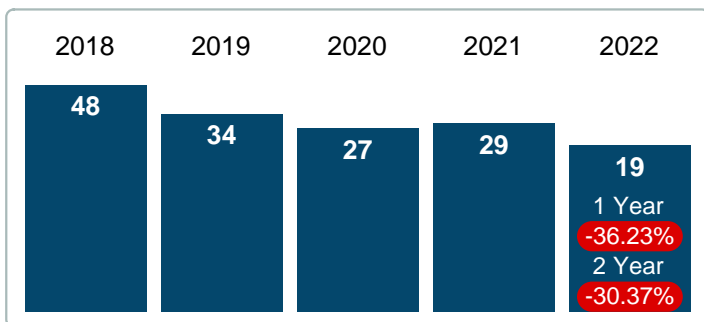
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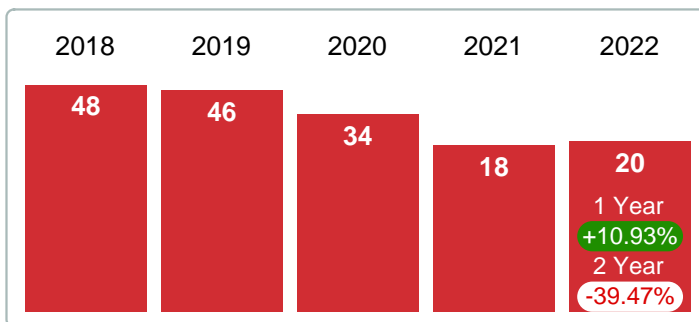
AVERAGE DAYS ON MARKET TO SALE

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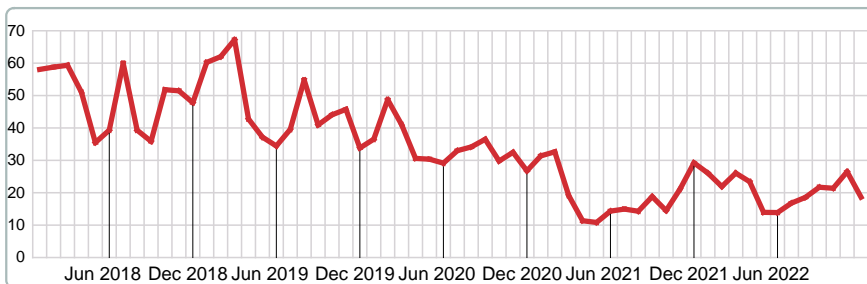
DECEMBER



YEAR TO DATE (YTD)

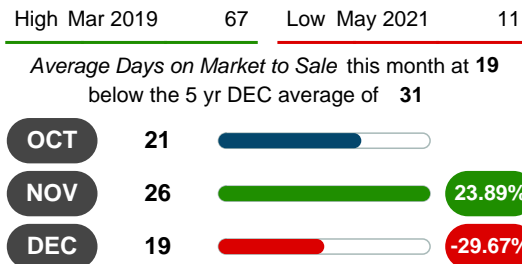


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 31



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	5.06%	30	5	38	0	0
\$50,001 - \$100,000	15.19%	5	4	8	1	0
\$100,001 - \$125,000	11.39%	11	27	7	0	0
\$125,001 - \$200,000	30.38%	13	9	13	23	0
\$200,001 - \$250,000	10.13%	40	0	38	26	86
\$250,001 - \$325,000	18.99%	17	0	2	21	1
\$325,001 and up	8.86%	43	0	74	38	1
Average Closed DOM		19				
Total Closed Units	100%	19	10	44	22	3
Total Closed Volume		14,825,862	901.00K	6.83M	6.08M	1.01M

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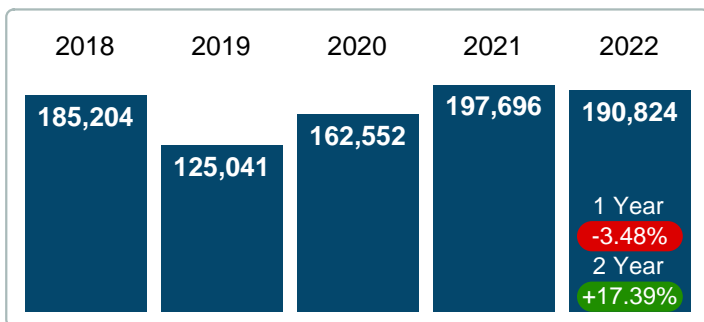
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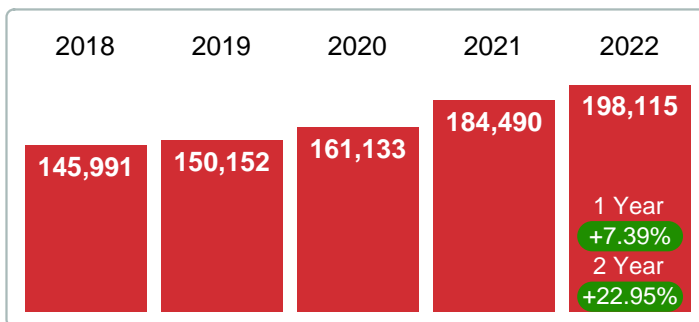
AVERAGE LIST PRICE AT CLOSING

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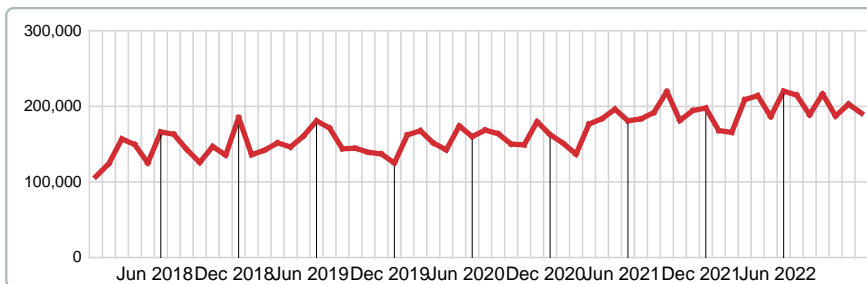
DECEMBER



YEAR TO DATE (YTD)

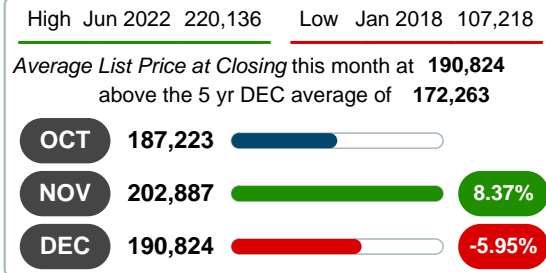


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 172,263



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	2.53%	29,995	14,990	53,000	0	0
\$50,001 - \$100,000	18.99%	71,493	71,000	68,900	91,000	0
\$100,001 - \$125,000	10.13%	117,000	124,200	113,914	0	0
\$125,001 - \$200,000	30.38%	161,317	147,500	162,090	162,000	0
\$200,001 - \$250,000	8.86%	220,900	0	225,375	223,267	234,000
\$250,001 - \$325,000	17.72%	284,448	0	267,500	298,189	300,000
\$325,001 and up	11.39%	400,722	0	404,500	405,000	487,500
Average List Price		190,824	91,339	155,843	285,594	340,500
Total Closed Units	100%	190,824	10	44	22	3
Total Closed Volume		15,075,060	913.39K	6.86M	6.28M	1.02M

December 2022



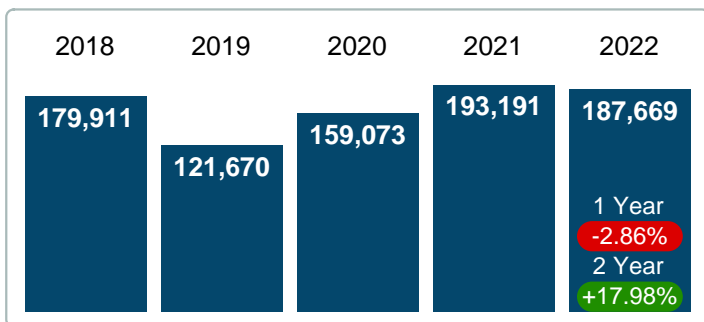
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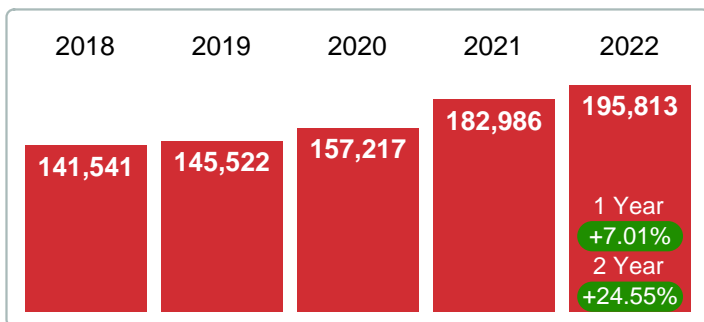
AVERAGE SOLD PRICE AT CLOSING

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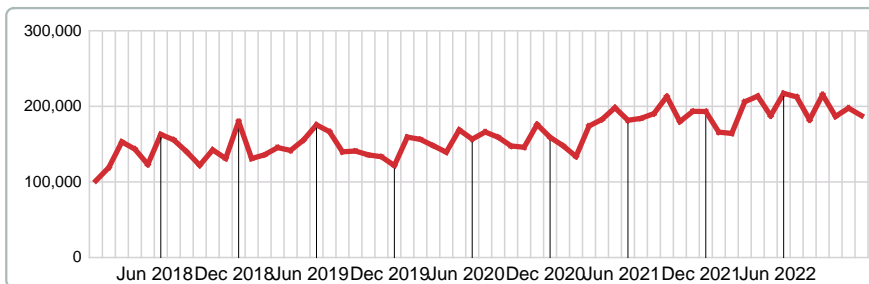
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

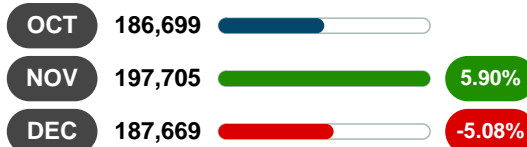


3 MONTHS

5 year DEC AVG = 168,303

High Jun 2022 217,142 Low Jan 2018 101,572

Average Sold Price at Closing this month at **187,669** above the 5 yr DEC average of **168,303**



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	4	5.06%	38,125	10,000	47,500	0
\$50,001 - \$100,000	12	15.19%	70,617	69,900	67,817	91,000
\$100,001 - \$125,000	9	11.39%	117,111	120,750	116,071	0
\$125,001 - \$200,000	24	30.38%	159,700	150,000	162,765	138,750
\$200,001 - \$250,000	8	10.13%	222,375	0	220,625	220,833
\$250,001 - \$325,000	15	18.99%	288,427	0	264,000	291,534
\$325,001 and up	7	8.86%	404,823	0	403,000	387,940
Average Sold Price		187,669		90,100	155,311	276,416
Total Closed Units		79	100%	10	44	22
Total Closed Volume		14,825,862		901.00K	6.83M	6.08M

December 2022



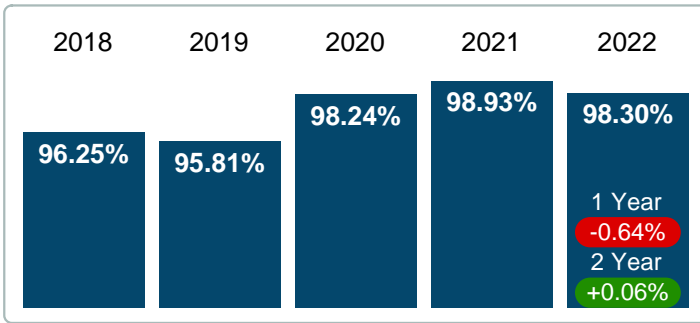
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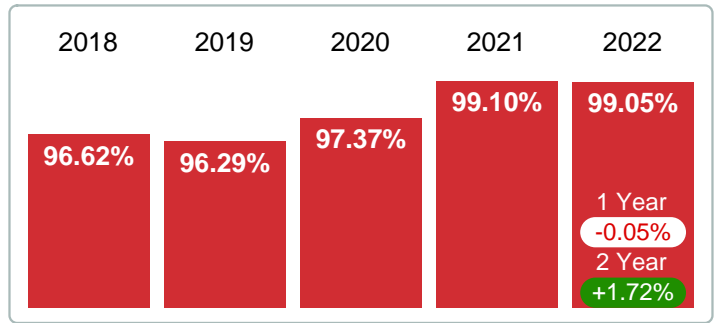
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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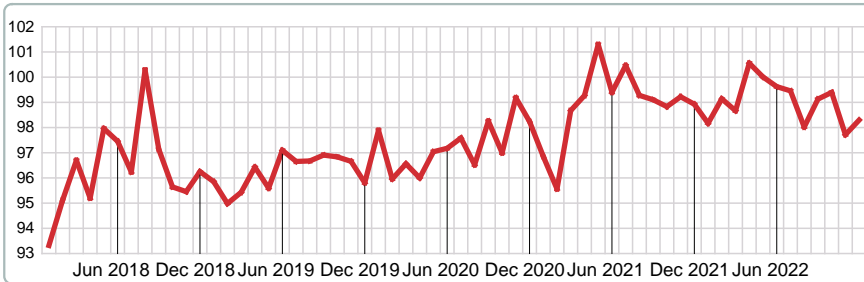
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

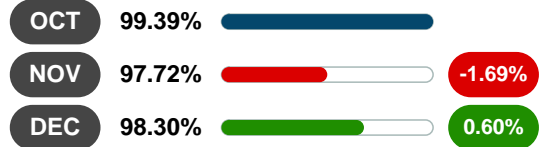


3 MONTHS

5 year DEC AVG = 97.50%

High May 2021 101.30% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **98.30%**
equal to 5 yr DEC average of **97.50%**



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	4	5.06%	84.53%	66.71%	90.47%	0.00%	0.00%
\$50,001 - \$100,000	12	15.19%	98.53%	98.15%	98.61%	100.00%	0.00%
\$100,001 - \$125,000	9	11.39%	101.03%	97.34%	102.09%	0.00%	0.00%
\$125,001 - \$200,000	24	30.38%	99.67%	101.44%	100.57%	88.91%	0.00%
\$200,001 - \$250,000	8	10.13%	98.65%	0.00%	97.99%	99.07%	100.00%
\$250,001 - \$325,000	15	18.99%	98.27%	0.00%	98.70%	98.06%	100.00%
\$325,001 and up	7	8.86%	97.19%	0.00%	99.58%	95.87%	97.64%
Average Sold/List Ratio		98.30%		95.50%	99.49%	97.06%	99.21%
Total Closed Units		79	100%	10	44	22	3
Total Closed Volume		14,825,862		901.00K	6.83M	6.08M	1.01M

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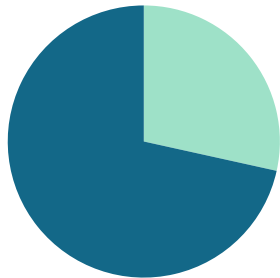
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

Report produced on Jan 11, 2023 for MLS Technology Inc.

INVENTORY

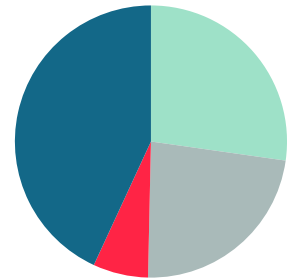


Inventory
 New Listings
74 = 28.46%
 Start Inventory
186
 Total Inventory Units
260
 Volume
\$55,249,458

Market Activity

Closed Sales
79 = 27.24%
 Pending Sales
67 = 23.10%
 Other Off Market
19 = 6.55%
 Active Inventory
125 = 43.10%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	77	79	2.60%	1,008	968	-3.97%
Pending Sales	66	67	1.52%	1,042	964	-7.49%
New Listings	62	74	19.35%	1,166	1,116	-4.29%
Average List Price	197,696	190,824	-3.48%	184,490	198,115	7.39%
Average Sale Price	193,191	187,669	-2.86%	182,986	195,813	7.01%
Average Percent of Selling Price to List Price	98.93%	98.30%	-0.64%	99.10%	99.05%	-0.05%
Average Days on Market to Sale	29.22	18.63	-36.23%	18.35	20.36	10.93%
Monthly Inventory	198	125	-36.87%	198	125	-36.87%
Months Supply of Inventory	2.36	1.55	-34.26%	2.36	1.55	-34.26%

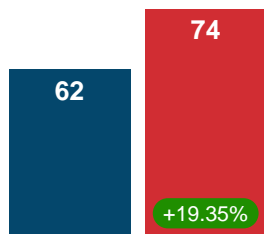
Absorption: Last 12 months, an Average of **81** Sales/Month

Inventory on December 31, 2022 = **125** 2021 2022

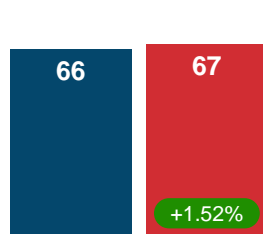
DECEMBER MARKET

AVERAGE PRICES

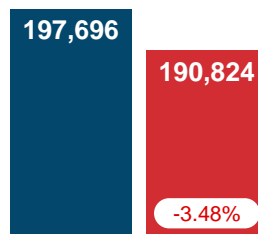
New Listings



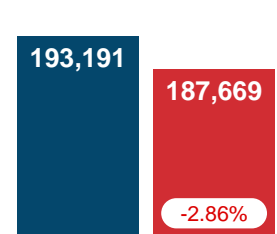
Pending Listings



List Price



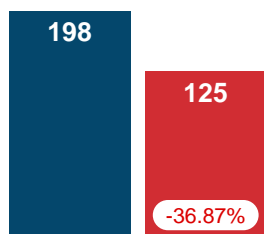
Sale Price



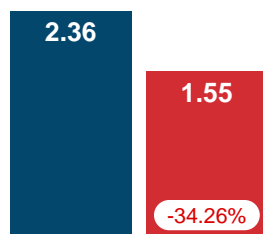
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

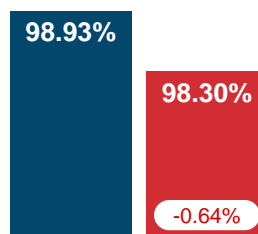
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

