

December 2022



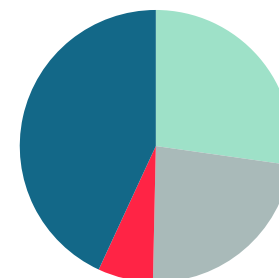
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	159,900	167,500	4.75%
Median Sale Price	161,000	165,000	2.48%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	10.00	6.00	-40.00%
End of Month Inventory	198	125	-36.87%
Months Supply of Inventory	2.36	1.55	-34.26%



■ Closed (27.24%)
■ Pending (23.10%)
■ Other OffMarket (6.55%)
■ Active (43.10%)

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.

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 **2.48%** in December 2022 to \$165,000 versus the previous year at \$161,000.

Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 4.00 days or **40.00%** in December 2022 compared to last year's same month at **10.00** DOM.

Sales Success for December 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 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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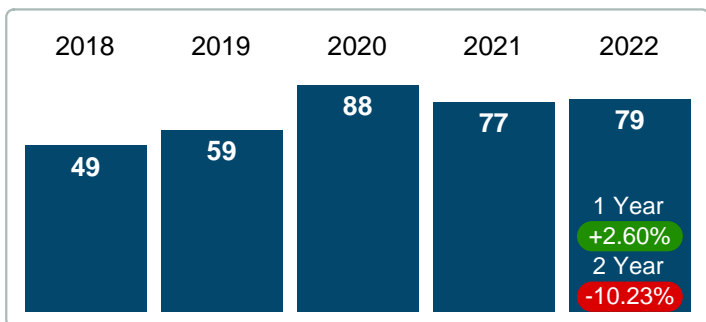
Area Delimited by County Of Washington - Residential Property Type



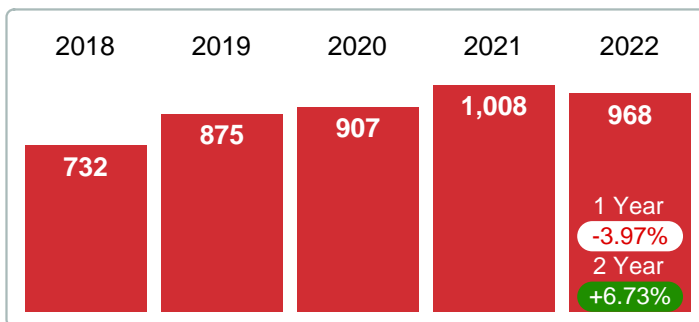
CLOSED LISTINGS

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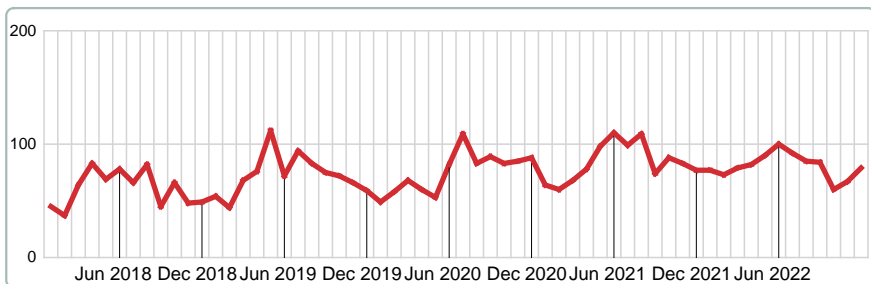
DECEMBER



YEAR TO DATE (YTD)

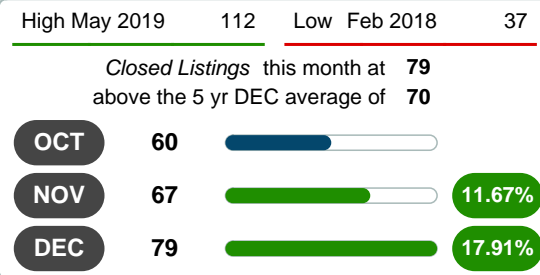


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 70



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.06%	20.5	1	3	0	0
\$50,001 - \$100,000	12	15.19%	1.0	5	6	1	0
\$100,001 - \$125,000	9	11.39%	4.0	2	7	0	0
\$125,001 - \$200,000	24	30.38%	6.0	2	20	2	0
\$200,001 - \$250,000	8	10.13%	30.0	0	4	3	1
\$250,001 - \$325,000	15	18.99%	6.0	0	2	12	1
\$325,001 and up	7	8.86%	11.0	0	2	4	1
Total Closed Units	79			10	44	22	3
Total Closed Volume	14,825,862	100%	6.0	901.00K	6.83M	6.08M	1.01M
Median Closed Price	\$165,000			\$84,750	\$152,500	\$289,870	\$300,000

December 2022



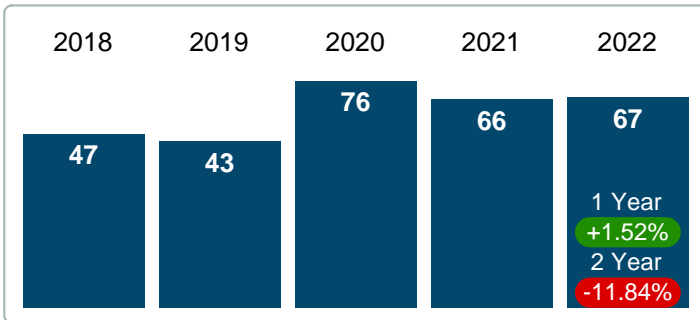
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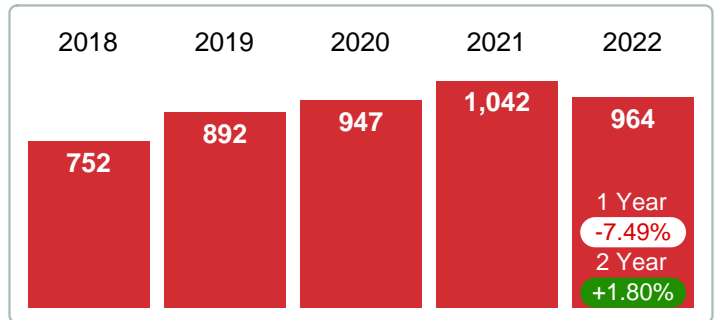
PENDING LISTINGS

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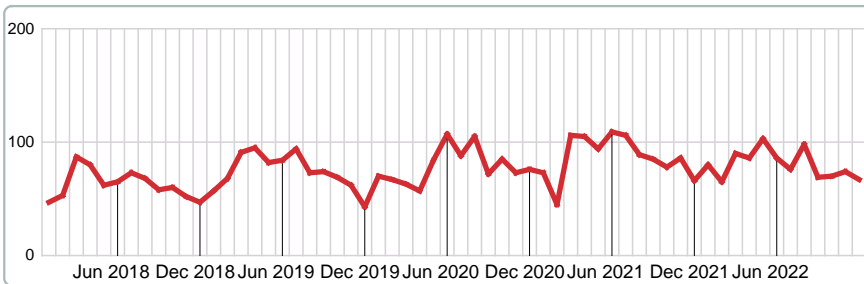
DECEMBER



YEAR TO DATE (YTD)

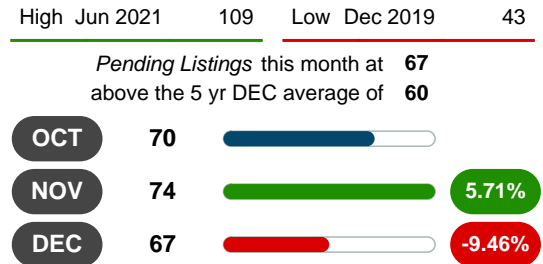


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 60



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	6	8.96%	60.5	2	4	0	0
\$50,001 - \$70,000	6	8.96%	1.5	2	4	0	0
\$70,001 - \$100,000	13	19.40%	8.0	5	6	2	0
\$100,001 - \$150,000	17	25.37%	18.0	3	12	2	0
\$150,001 - \$190,000	9	13.43%	4.0	0	9	0	0
\$190,001 - \$330,000	9	13.43%	7.0	0	5	3	1
\$330,001 and up	7	10.45%	61.0	0	0	6	1
Total Pending Units	67			12	40	13	2
Total Pending Volume	10,697,279	100%	13.0	903.29K	5.14M	3.93M	726.00K
Median Listing Price	\$124,900			\$79,750	\$128,500	\$258,500	\$363,000

December 2022



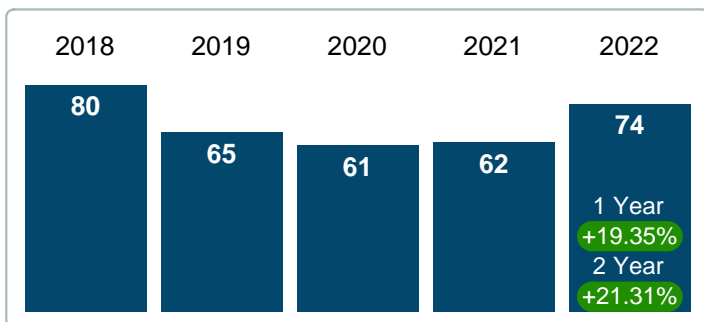
Area Delimited by County Of Washington - Residential Property Type



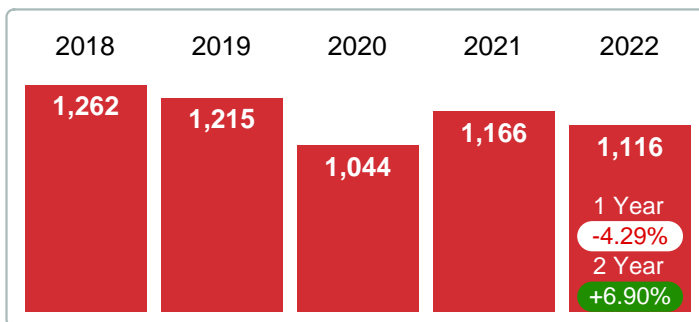
NEW LISTINGS

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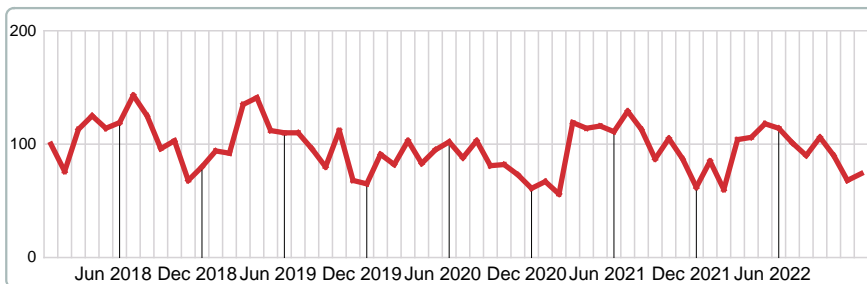
DECEMBER



YEAR TO DATE (YTD)

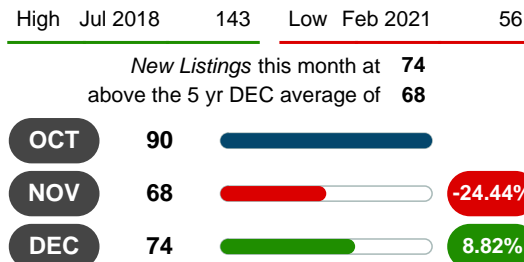


5 YEAR MARKET ACTIVITY TRENDS



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 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$75,000	14	18.92%	4	9	1	0
\$75,001 - \$175,000	19	25.68%	5	10	3	1
\$175,001 - \$250,000	14	18.92%	1	10	3	0
\$250,001 - \$350,000	10	13.51%	0	2	6	2
\$350,001 and up	8	10.81%	0	2	4	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
Median New Listed Listing Price	\$152,450		\$74,900	\$146,200	\$259,200	\$300,000

December 2022



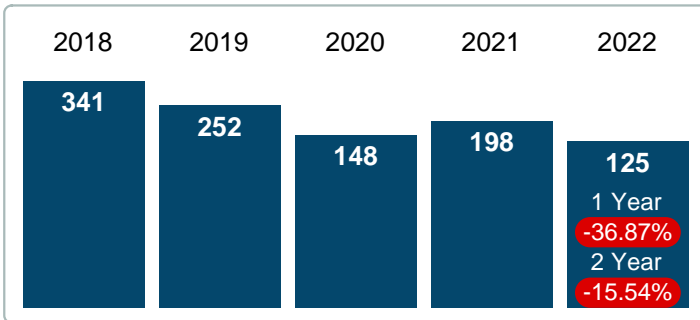
Area Delimited by County Of Washington - Residential Property Type



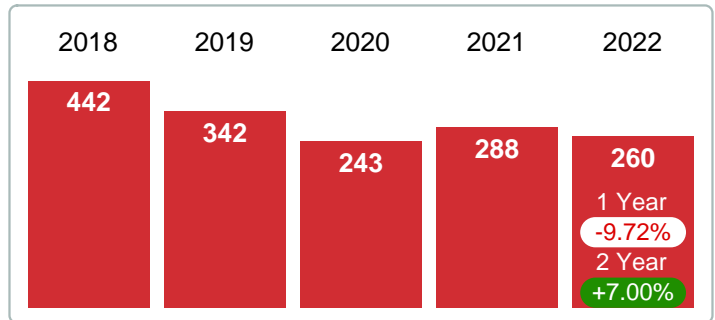
ACTIVE INVENTORY

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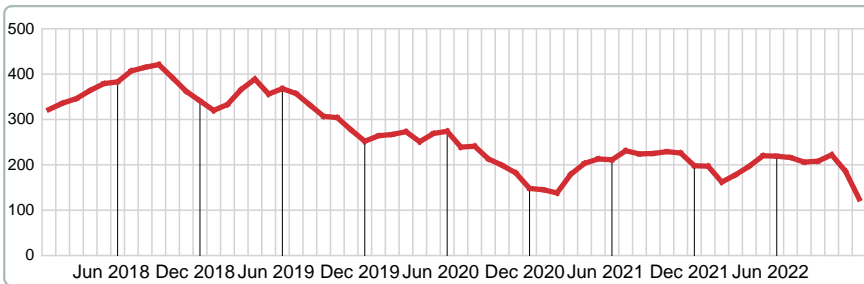
END OF DECEMBER



ACTIVE DURING DECEMBER

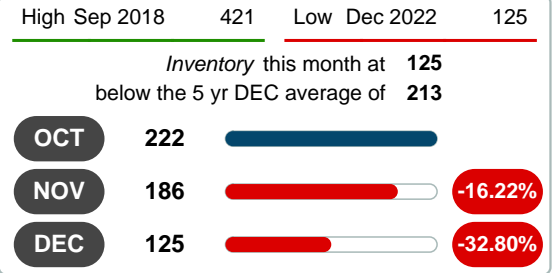


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 213



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	9.60%	12.0	3	7	2	0
\$50,001 - \$75,000	13	10.40%	24.0	3	8	2	0
\$75,001 - \$150,000	19	15.20%	52.0	6	9	3	1
\$150,001 - \$250,000	33	26.40%	39.0	2	22	6	3
\$250,001 - \$300,000	15	12.00%	33.0	0	2	12	1
\$300,001 - \$475,000	20	16.00%	76.5	0	4	12	4
\$475,001 and up	13	10.40%	65.0	0	4	4	5
Total Active Inventory by Units	125			14	56	41	14
Total Active Inventory by Volume	30,732,970	100%	43.0	1.41M	11.22M	12.08M	6.02M
Median Active Inventory Listing Price	\$215,000			\$84,075	\$177,000	\$273,000	\$372,500

December 2022



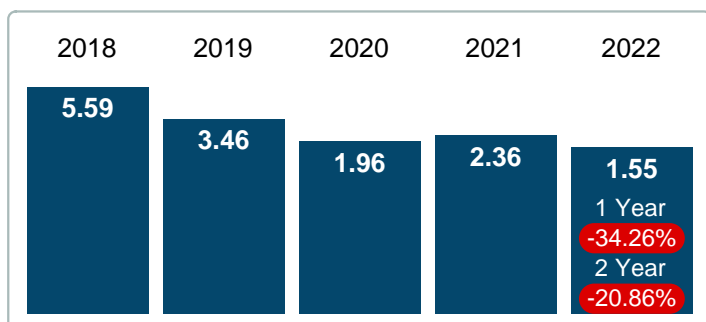
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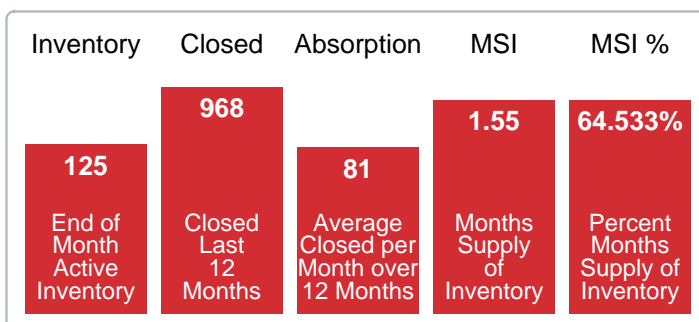
MONTHS SUPPLY of INVENTORY (MSI)

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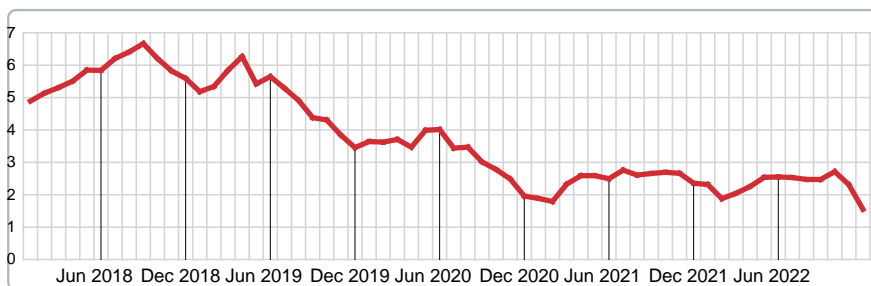
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2022

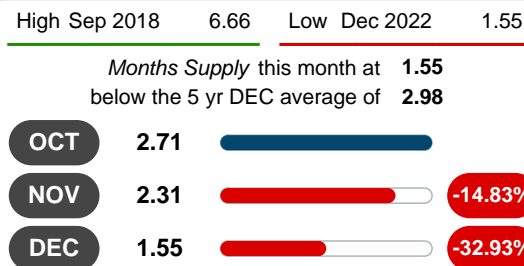


5 YEAR MARKET ACTIVITY TRENDS



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		100%	1.55	14	56	41	14

December 2022



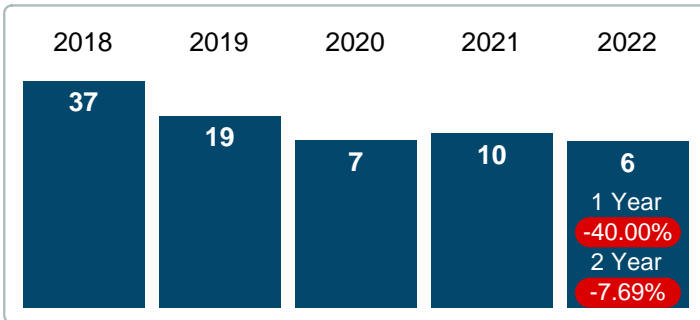
Area Delimited by County Of Washington - Residential Property Type



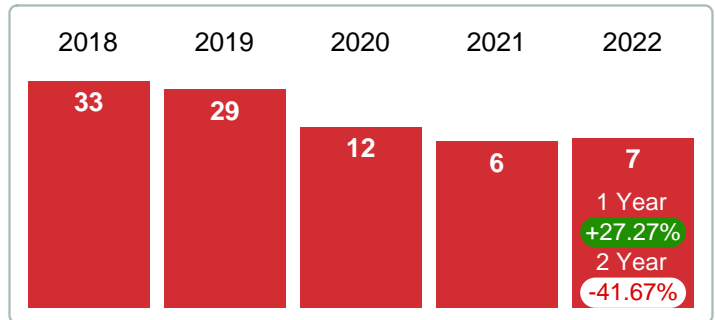
MEDIAN DAYS ON MARKET TO SALE

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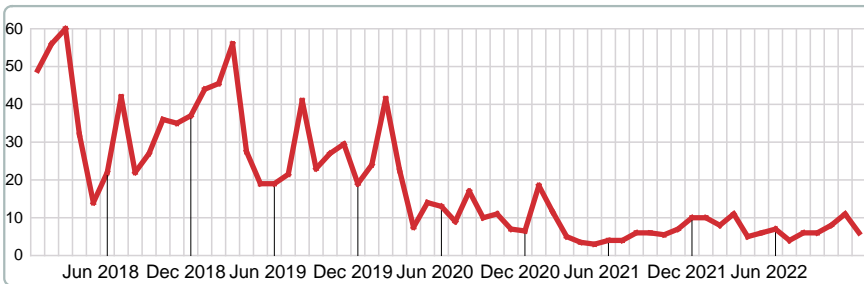
DECEMBER



YEAR TO DATE (YTD)

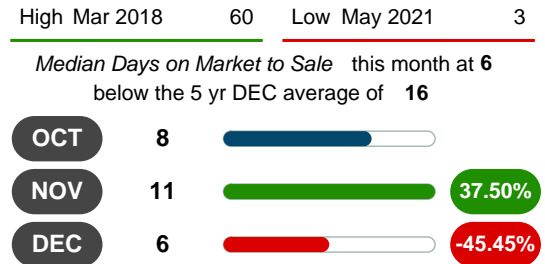


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 16



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	5.06%	21	5	36	0	0	
\$50,001 - \$100,000	15.19%	1	1	3	1	0	
\$100,001 - \$125,000	11.39%	4	27	4	0	0	
\$125,001 - \$200,000	30.38%	6	9	5	23	0	
\$200,001 - \$250,000	10.13%	30	0	30	22	86	
\$250,001 - \$325,000	18.99%	6	0	2	12	1	
\$325,001 and up	8.86%	11	0	74	19	1	
Median Closed DOM		6	2	5	19	1	
Total Closed Units	100%	79	6.0	10	44	22	3
Total Closed Volume		14,825,862		901.00K	6.83M	6.08M	1.01M

December 2022



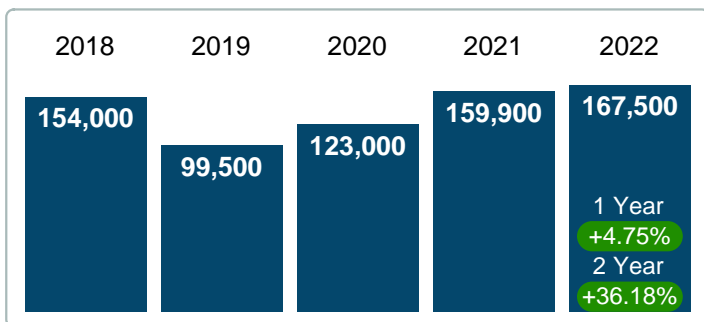
Area Delimited by County Of Washington - Residential Property Type



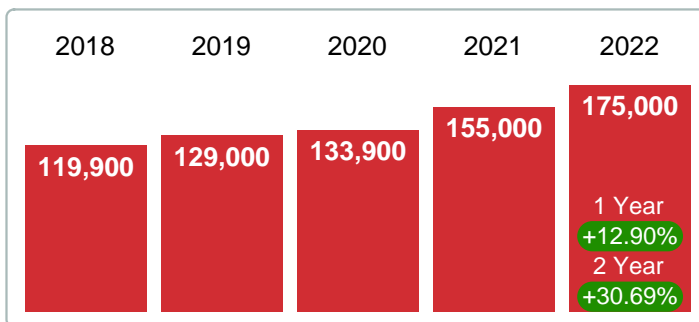
MEDIAN LIST PRICE AT CLOSING

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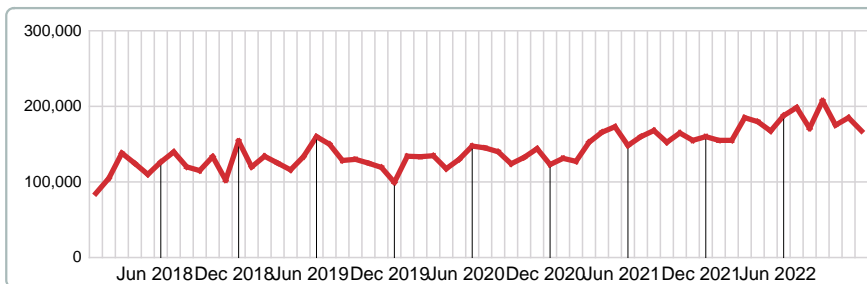
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

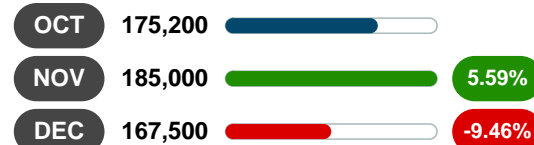


3 MONTHS

5 year DEC AVG = 140,780

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

Median List Price at Closing this month at **167,500**
above the 5 yr DEC average of **140,780**



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	2	29,995	14,990	45,000	0	0
\$50,001 - \$100,000	15	69,900	65,000	69,900	91,000	0
\$100,001 - \$125,000	8	116,750	118,500	115,000	124,000	0
\$125,001 - \$200,000	24	163,250	140,000	165,500	200,000	0
\$200,001 - \$250,000	7	220,000	0	215,000	220,000	234,000
\$250,001 - \$325,000	14	287,500	0	265,000	292,500	300,000
\$325,001 and up	9	391,000	0	404,500	383,000	487,500
Median List Price		167,500	85,000	152,450	292,500	300,000
Total Closed Units		79	10	44	22	3
Total Closed Volume		15,075,060	913.39K	6.86M	6.28M	1.02M

December 2022



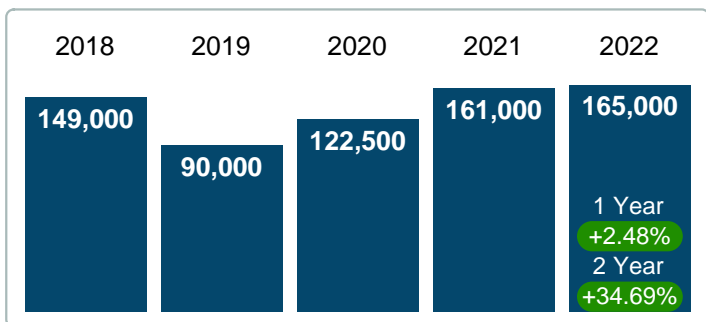
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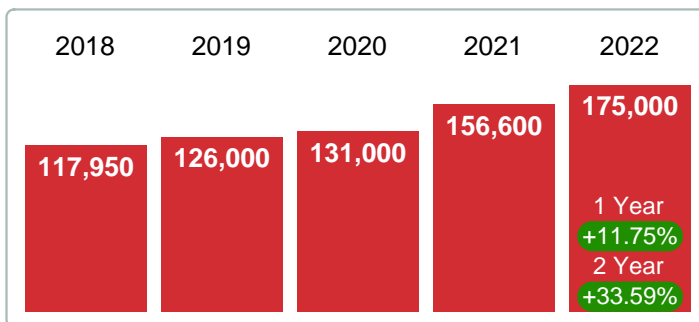
MEDIAN SOLD PRICE AT CLOSING

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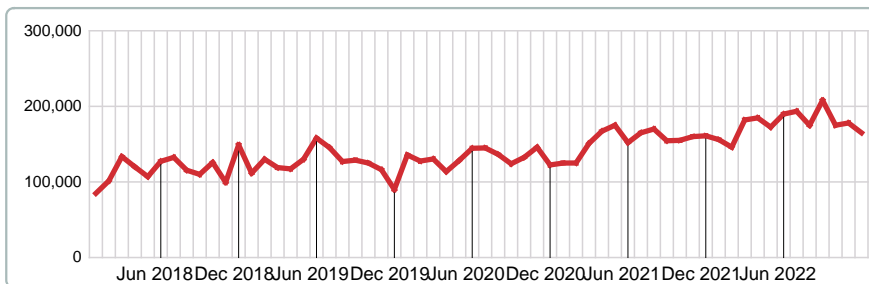
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

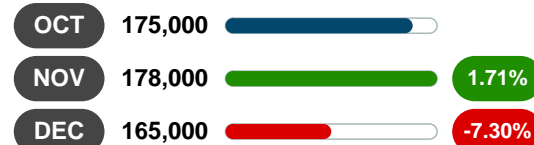


3 MONTHS

5 year DEC AVG = 137,500

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

Median Sold Price at Closing this month at **165,000** above the 5 yr DEC average of **137,500**



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	4	5.06%	46,250	10,000	47,500	0
\$50,001 - \$100,000	12	15.19%	68,950	68,000	68,950	91,000
\$100,001 - \$125,000	9	11.39%	120,000	120,750	120,000	0
\$125,001 - \$200,000	24	30.38%	163,250	150,000	163,750	138,750
\$200,001 - \$250,000	8	10.13%	222,500	0	215,000	225,000
\$250,001 - \$325,000	15	18.99%	294,740	0	264,000	297,370
\$325,001 and up	7	8.86%	389,000	0	403,000	382,000
Median Sold Price		165,000		84,750	152,500	289,870
Total Closed Units		79	100%	10	44	22
Total Closed Volume		14,825,862	165,000	901.00K	6.83M	6.08M

December 2022



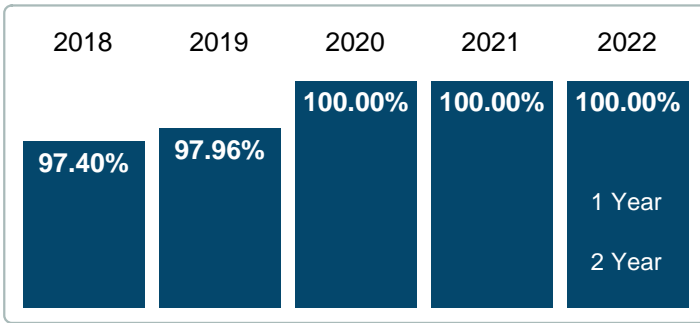
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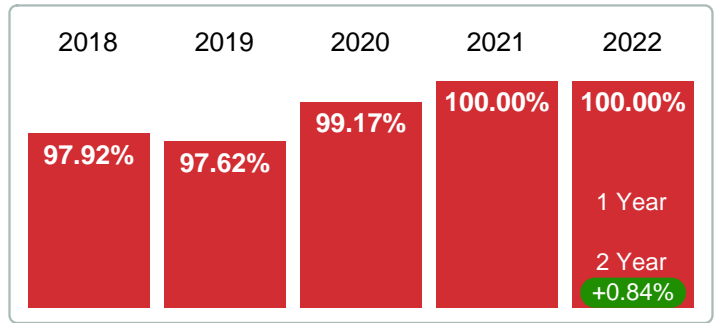
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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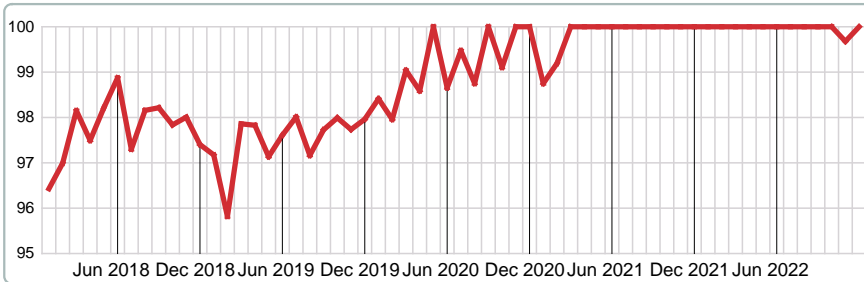
DECEMBER



YEAR TO DATE (YTD)

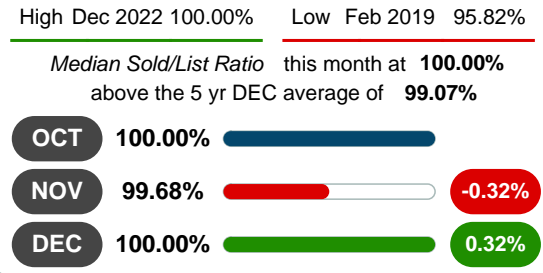


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 99.07%



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS 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	4	5.06%	85.71%	66.71%	90.91%	0.00%	0.00%
\$50,001 - \$100,000	12	15.19%	100.00%	100.00%	100.00%	100.00%	0.00%
\$100,001 - \$125,000	9	11.39%	100.00%	97.34%	100.00%	0.00%	0.00%
\$125,001 - \$200,000	24	30.38%	100.00%	101.44%	100.00%	88.91%	0.00%
\$200,001 - \$250,000	8	10.13%	98.67%	0.00%	97.73%	99.57%	100.00%
\$250,001 - \$325,000	15	18.99%	100.00%	0.00%	98.70%	99.90%	100.00%
\$325,001 and up	7	8.86%	97.64%	0.00%	99.58%	96.00%	97.64%
Median Sold/List Ratio		100.00%		99.72%	100.00%	99.69%	100.00%
Total Closed Units		79	100%	100.00%			
Total Closed Volume		14,825,862					
				901.00K	6.83M	6.08M	1.01M

December 2022



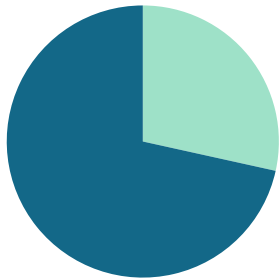
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

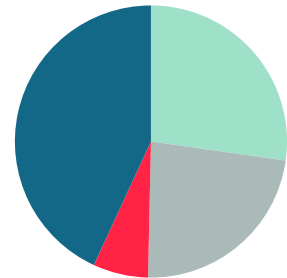


Inventory
 New Listings
74 = 28.46%
 Start Inventory
186
 Total Inventory Units
260
 Volume
\$55,249,458

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%
Median List Price	159,900	167,500	4.75%	155,000	175,000	12.90%
Median Sale Price	161,000	165,000	2.48%	156,600	175,000	11.75%
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	10.00	6.00	-40.00%	5.50	7.00	27.27%
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

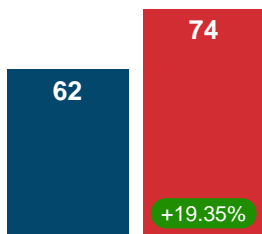
Inventory on December 31, 2022 = **125**

2021 **2022**

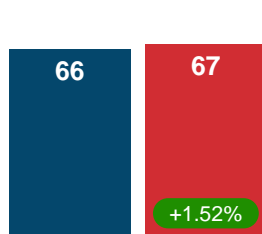
DECEMBER MARKET

MEDIAN PRICES

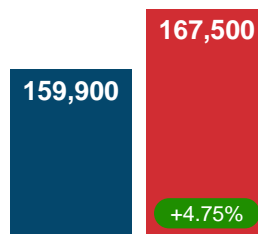
New Listings



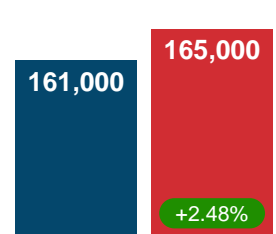
Pending Listings



List Price



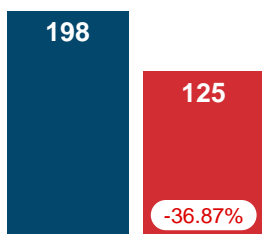
Sale Price



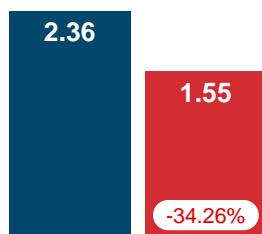
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

