

October 2022



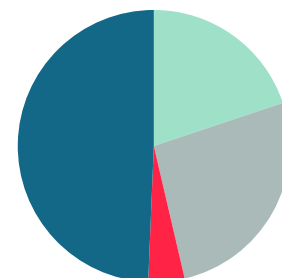
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	October 2022	+/-%
Closed Listings	88	60	-31.82%
Pending Listings	78	80	2.56%
New Listings	105	90	-14.29%
Average List Price	181,306	187,223	3.26%
Average Sale Price	179,850	186,699	3.81%
Average Percent of Selling Price to List Price	98.83%	99.39%	0.57%
Average Days on Market to Sale	14.49	21.38	47.59%
End of Month Inventory	229	149	-34.93%
Months Supply of Inventory	2.69	1.82	-32.35%



■ Closed (19.87%)
■ Pending (26.49%)
■ Other OffMarket (4.30%)
■ Active (49.34%)

Absorption: Last 12 months, an Average of **82** Sales/Month
Active Inventory as of October 31, 2022 = **149**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2022 decreased **34.93%** to 149 existing homes available for sale. Over the last 12 months this area has had an average of 82 closed sales per month. This represents an unsold inventory index of **1.82** 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 **3.81%** in October 2022 to \$186,699 versus the previous year at \$179,850.

Average Days on Market Lengthens

The average number of **21.38** days that homes spent on the market before selling increased by 6.89 days or **47.59%** in October 2022 compared to last year's same month at **14.49** DOM.

Sales Success for October 2022 is Positive

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

There were 90 New Listings in October 2022, down **14.29%** from last year at 105. Furthermore, there were 60 Closed Listings this month versus last year at 88, a **-31.82%** decrease.

Closed versus Listed trends yielded a **66.7%** ratio, down from previous year's, October 2021, at **83.8%**, a **20.45%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

October 2022



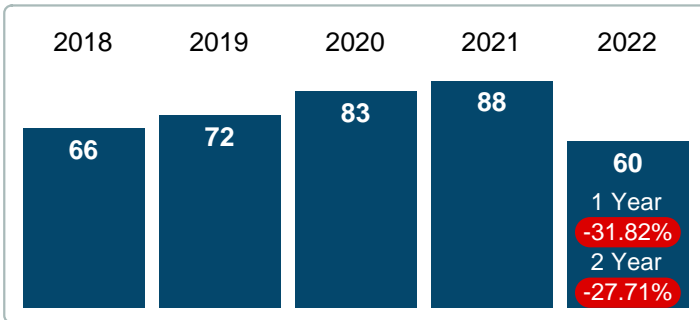
Area Delimited by County Of Washington - Residential Property Type



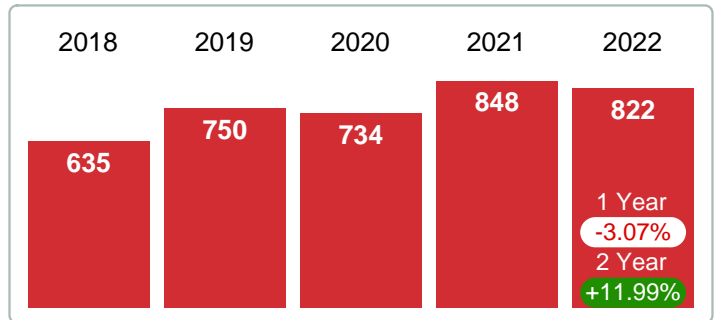
CLOSED LISTINGS

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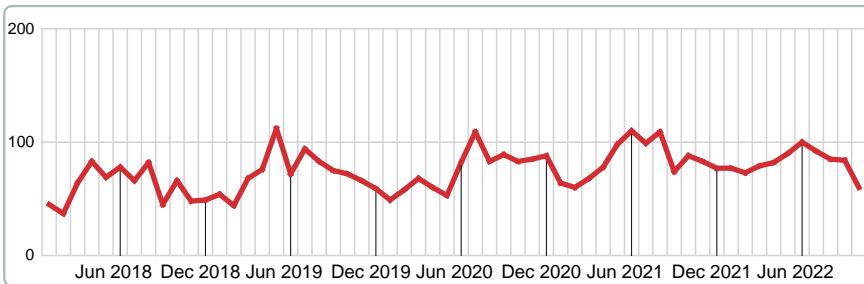
OCTOBER



YEAR TO DATE (YTD)

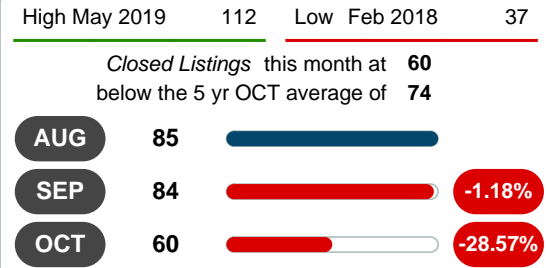


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 74



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	10.00%	18.7	3	2	1	0
\$75,001 - \$100,000	6	10.00%	19.0	4	2	0	0
\$100,001 - \$125,000	7	11.67%	12.4	1	6	0	0
\$125,001 - \$175,000	12	20.00%	13.3	0	7	5	0
\$175,001 - \$250,000	15	25.00%	26.9	0	9	6	0
\$250,001 - \$300,000	8	13.33%	19.1	0	3	5	0
\$300,001 and up	6	10.00%	42.3	0	2	2	2
Total Closed Units	60			8	31	19	2
Total Closed Volume	11,201,911	100%	21.4	660.90K	5.50M	4.35M	695.00K
Average Closed Price	\$186,699			\$82,613	\$177,262	\$228,995	\$347,500

October 2022



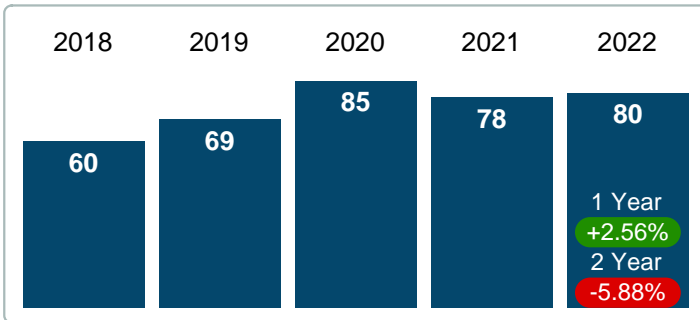
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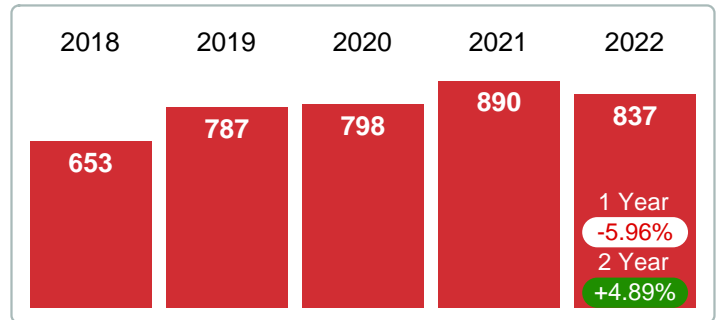
PENDING LISTINGS

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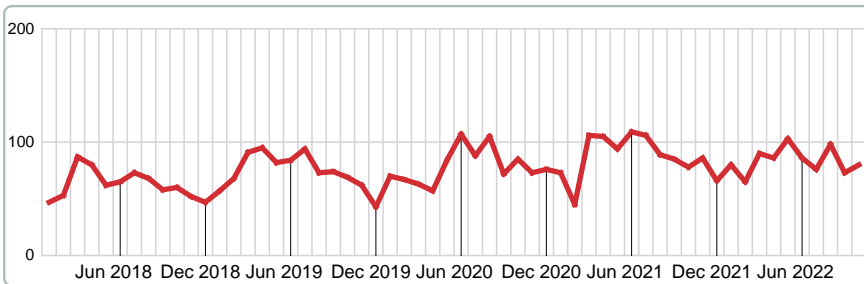
OCTOBER



YEAR TO DATE (YTD)

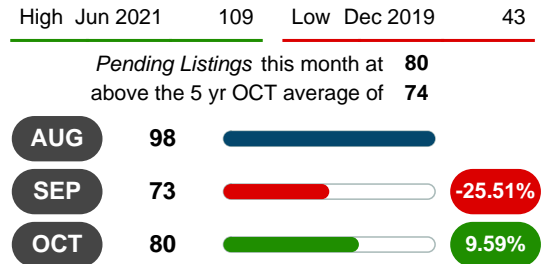


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 74



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	7	8.75%	11.9	5	2	0	0
\$70,001 - \$90,000	8	10.00%	9.8	1	6	1	0
\$90,001 - \$120,000	12	15.00%	11.6	5	7	0	0
\$120,001 - \$190,000	22	27.50%	29.5	3	15	4	0
\$190,001 - \$240,000	14	17.50%	56.6	1	6	5	2
\$240,001 - \$300,000	9	11.25%	44.0	0	5	4	0
\$300,001 and up	8	10.00%	35.6	0	3	3	2
Total Pending Units	80			15	44	17	4
Total Pending Volume	14,491,040	100%	17.1	1.55M	7.83M	3.99M	1.11M
Average Listing Price	\$133,700			\$103,660	\$178,024	\$234,653	\$278,500

October 2022



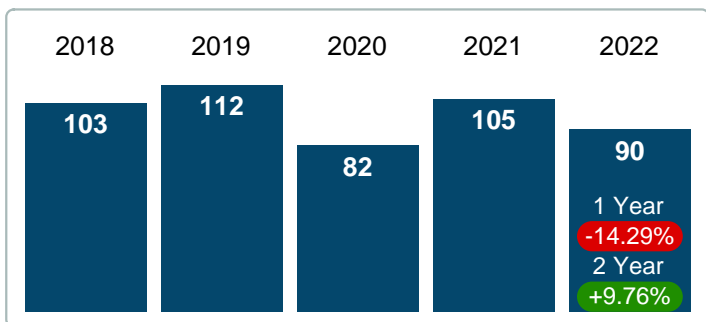
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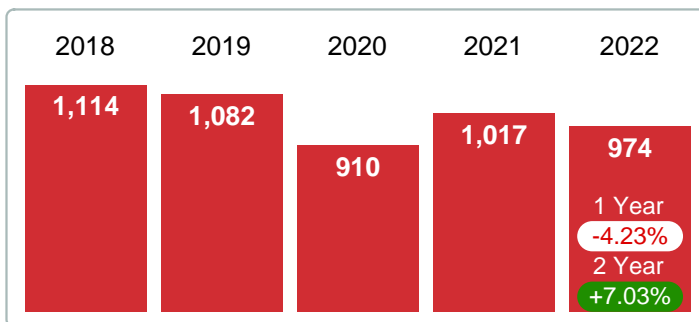
NEW LISTINGS

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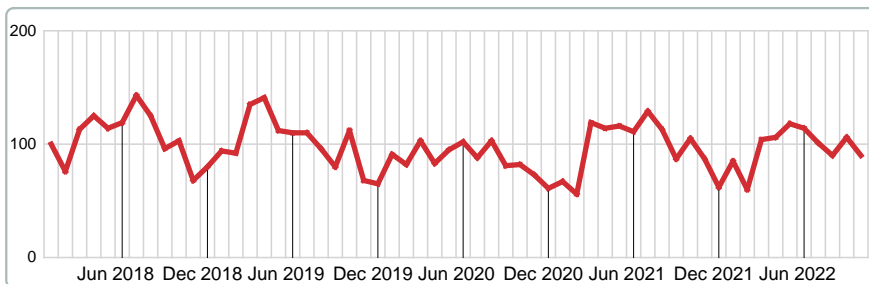
OCTOBER



YEAR TO DATE (YTD)

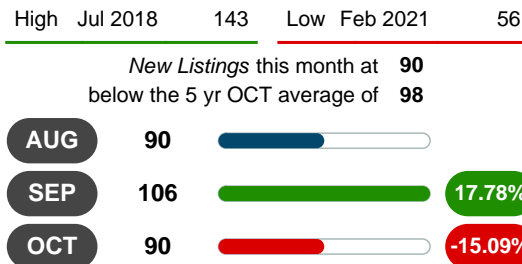


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 98



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	11	12.22%	5	6	0	0
\$60,001 - \$80,000	5	5.56%	1	3	1	0
\$80,001 - \$110,000	16	17.78%	5	11	0	0
\$110,001 - \$180,000	22	24.44%	4	15	3	0
\$180,001 - \$230,000	14	15.56%	1	8	3	2
\$230,001 - \$360,000	13	14.44%	0	3	8	2
\$360,001 and up	9	10.00%	0	3	5	1
Total New Listed Units	90		16	49	20	5
Total New Listed Volume	15,892,544	100%	1.56M	7.55M	5.30M	1.48M
Average New Listed Listing Price	\$89,960		\$97,247	\$154,114	\$265,060	\$296,760

October 2022



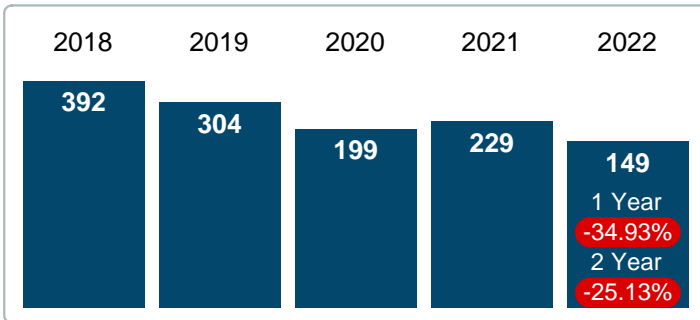
Area Delimited by County Of Washington - Residential Property Type



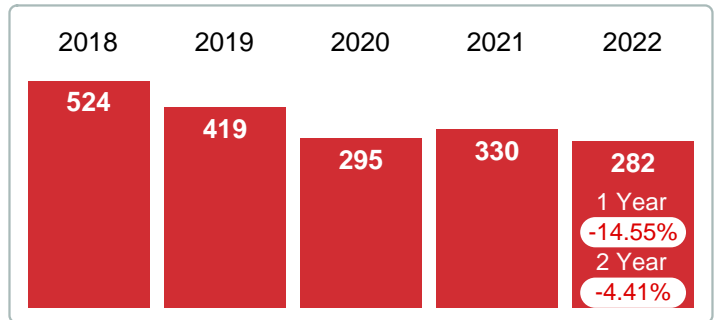
ACTIVE INVENTORY

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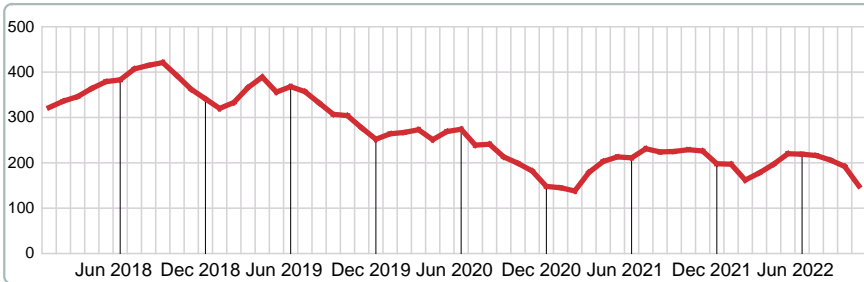
END OF OCTOBER



ACTIVE DURING OCTOBER

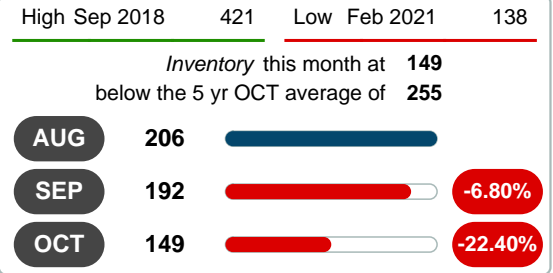


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 255



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	5	3.36%	116.0	1	4	0	0
\$50,001 - \$100,000	27	18.12%	67.0	6	18	3	0
\$100,001 - \$125,000	16	10.74%	69.4	4	7	4	1
\$125,001 - \$225,000	44	29.53%	63.9	8	25	9	2
\$225,001 - \$300,000	21	14.09%	59.6	0	11	8	2
\$300,001 - \$425,000	20	13.42%	44.5	0	3	15	2
\$425,001 and up	16	10.74%	76.5	0	4	8	4
Total Active Inventory by Units	149			19	72	47	11
Total Active Inventory by Volume	34,111,164	100%	64.9	2.11M	13.56M	13.85M	4.59M
Average Active Inventory Listing Price	\$228,934			\$110,829	\$188,367	\$294,665	\$417,609

October 2022



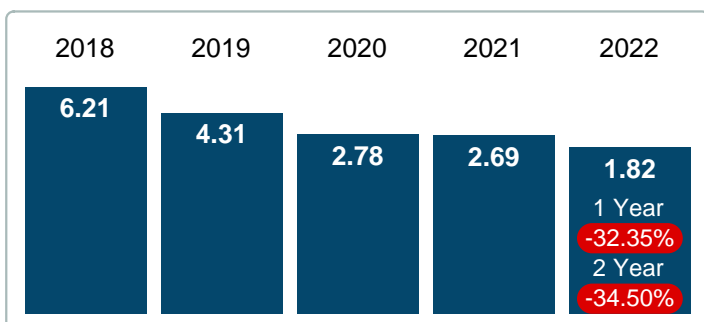
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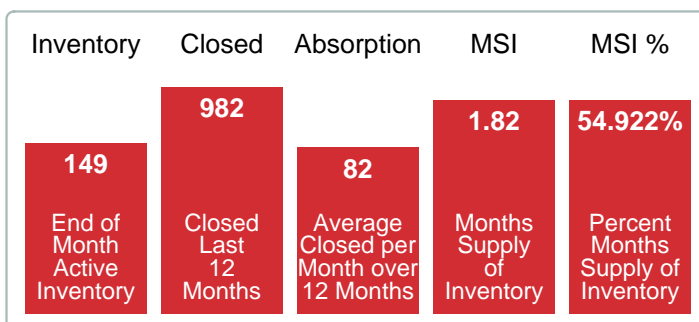
MONTHS SUPPLY of INVENTORY (MSI)

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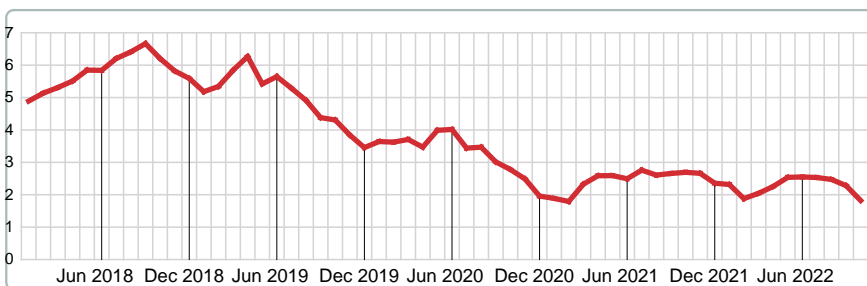
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022

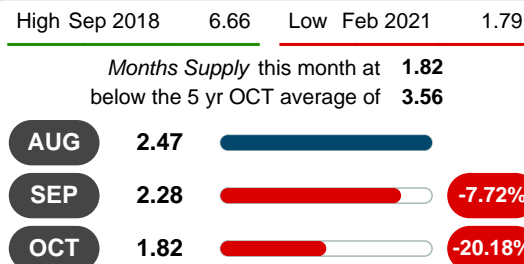


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3.56



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	5	3.36%	1.18	0.57	1.85	0.00	0.00
\$50,001 - \$100,000	27	18.12%	2.12	1.18	2.57	5.14	0.00
\$100,001 - \$125,000	16	10.74%	2.09	2.67	1.27	6.00	0.00
\$125,001 - \$225,000	44	29.53%	1.45	3.56	1.19	1.33	6.00
\$225,001 - \$300,000	21	14.09%	1.37	0.00	2.06	0.88	3.00
\$300,001 - \$425,000	20	13.42%	2.55	0.00	1.71	2.69	6.00
\$425,001 and up	16	10.74%	4.36	0.00	3.69	4.00	6.86
Market Supply of Inventory (MSI)			1.82	1.73	1.64	1.88	5.50
Total Active Inventory by Units		100%	149	19	72	47	11

October 2022



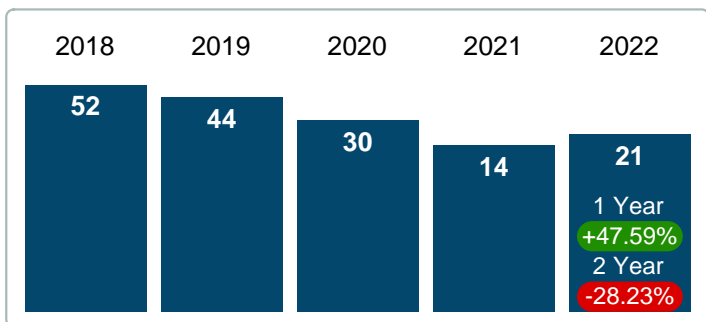
Area Delimited by County Of Washington - Residential Property Type



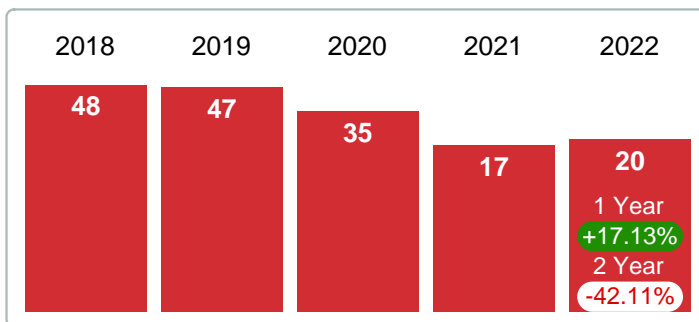
AVERAGE DAYS ON MARKET TO SALE

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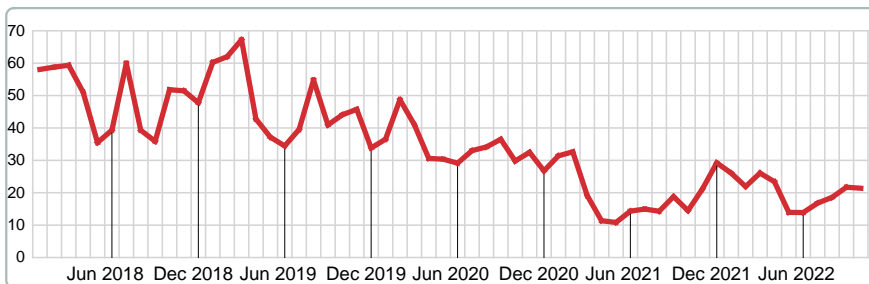
OCTOBER



YEAR TO DATE (YTD)

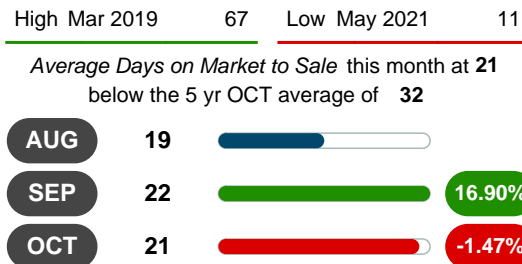


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 32



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
\$75,000 and less	10.00%	19	8	29	30	0
\$75,001 - \$100,000	10.00%	19	14	30	0	0
\$100,001 - \$125,000	11.67%	12	1	14	0	0
\$125,001 - \$175,000	20.00%	13	0	15	11	0
\$175,001 - \$250,000	25.00%	27	0	13	48	0
\$250,001 - \$300,000	13.33%	19	0	26	15	0
\$300,001 and up	10.00%	42	0	28	42	57
Average Closed DOM		21	10	18	28	57
Total Closed Units	100%	21	8	31	19	2
Total Closed Volume		11,201,911	660.90K	5.50M	4.35M	695.00K

October 2022



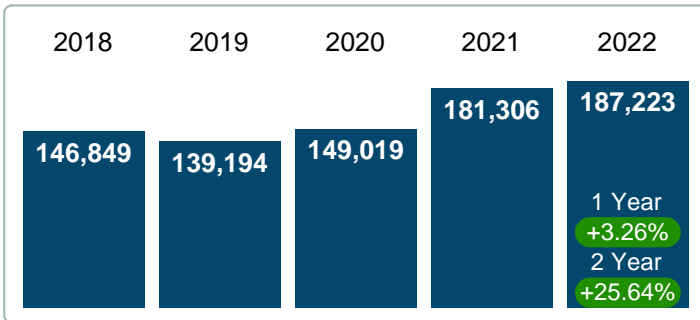
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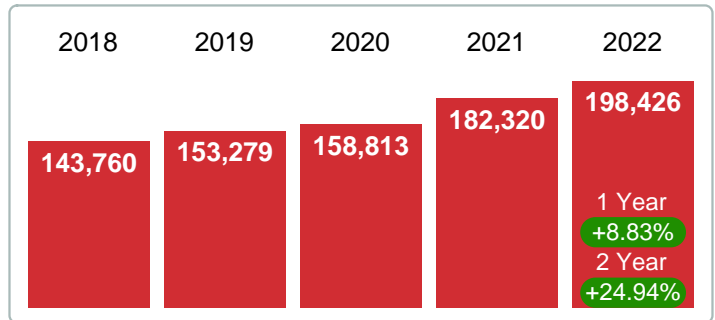
AVERAGE LIST PRICE AT CLOSING

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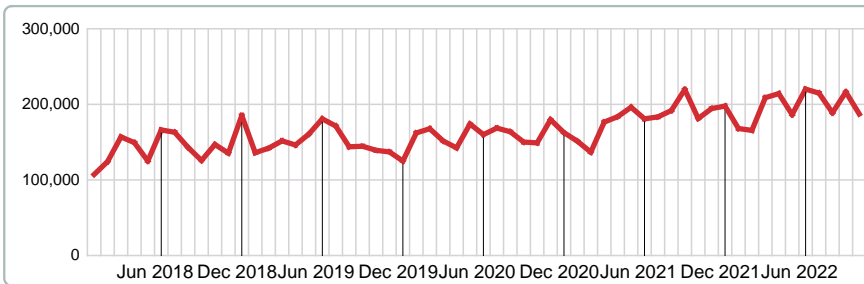
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

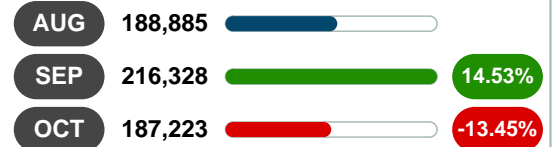


3 MONTHS

5 year OCT AVG = 160,718

High Jun 2022 220,136 Low Jan 2018 107,218

Average List Price at Closing this month at **187,223**
above the 5 yr OCT average of **160,718**



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
\$75,000 and less	8.33%	62,740	66,600	76,950	39,900	0
\$75,001 - \$100,000	11.67%	87,814	86,225	97,500	0	0
\$100,001 - \$125,000	11.67%	115,271	120,000	113,633	0	0
\$125,001 - \$175,000	18.33%	154,782	0	155,386	158,960	0
\$175,001 - \$250,000	26.67%	202,850	0	202,211	208,300	0
\$250,001 - \$300,000	15.00%	273,889	0	262,967	274,440	0
\$300,001 and up	8.33%	416,980	0	422,450	432,500	337,450
Average List Price		187,223	83,088	179,745	227,458	337,450
Total Closed Units	100%	187,223	8	31	19	2
Total Closed Volume		11,233,400	664.70K	5.57M	4.32M	674.90K

October 2022



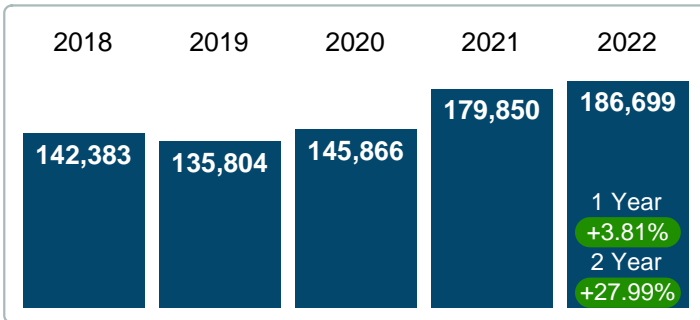
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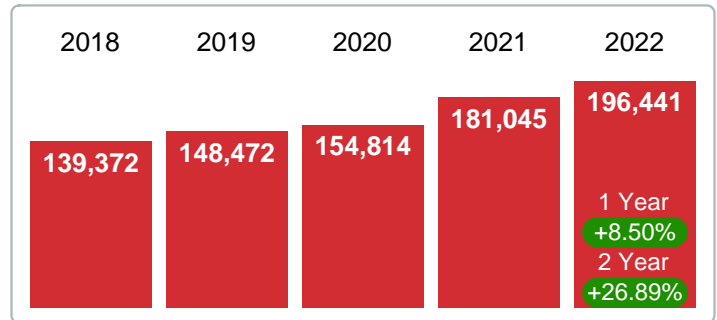
AVERAGE SOLD PRICE AT CLOSING

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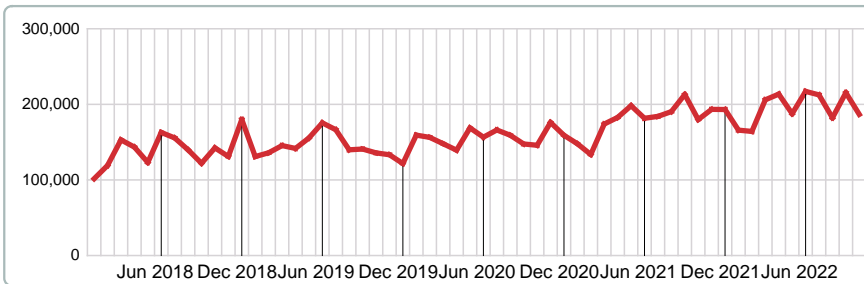
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

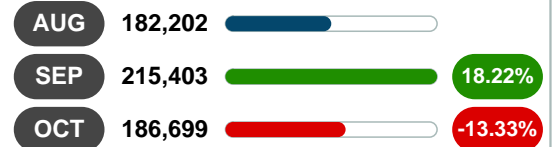


3 MONTHS

5 year OCT AVG = 158,120

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

Average Sold Price at Closing this month at **186,699** above the 5 yr OCT average of **158,120**



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
\$75,000 and less	10.00%	61,650	66,667	65,000	39,900	0
\$75,001 - \$100,000	10.00%	90,150	87,725	95,000	0	0
\$100,001 - \$125,000	11.67%	111,672	110,000	111,950	0	0
\$125,001 - \$175,000	20.00%	156,101	0	152,901	160,580	0
\$175,001 - \$250,000	25.00%	204,073	0	201,644	207,717	0
\$250,001 - \$300,000	13.33%	272,713	0	266,633	276,360	0
\$300,001 and up	10.00%	398,900	0	409,200	440,000	347,500
Average Sold Price		186,699	82,613	177,262	228,995	347,500
Total Closed Units	100%	186,699	8	31	19	2
Total Closed Volume		11,201,911	660.90K	5.50M	4.35M	695.00K

October 2022



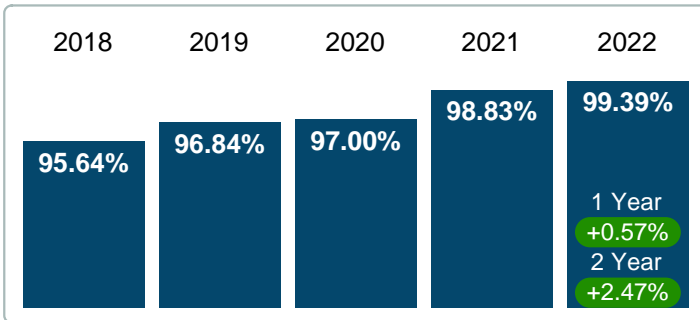
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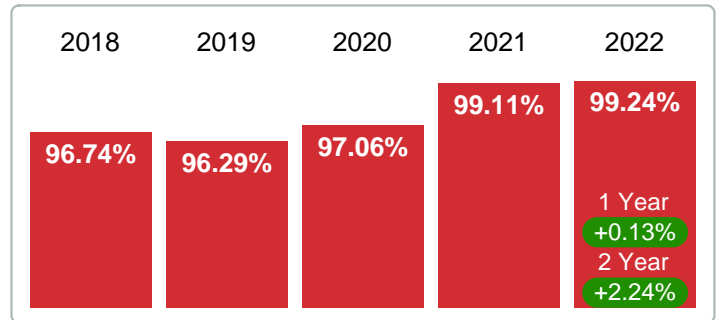
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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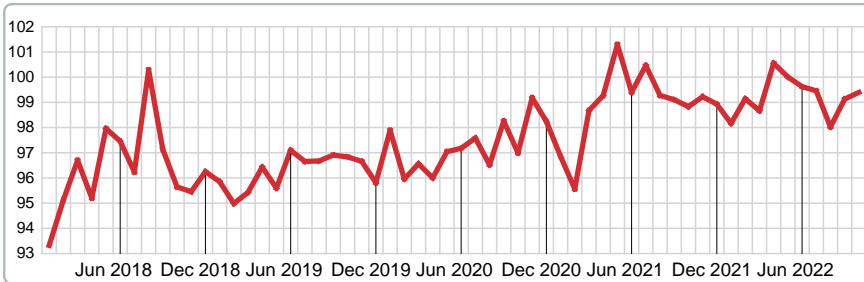
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

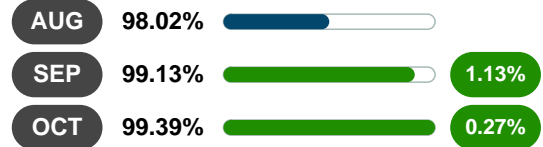


3 MONTHS

5 year OCT AVG = 97.54%

High May 2021 101.30% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **99.39%** above the 5 yr OCT average of **97.54%**



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	
\$75,000 and less	6	10.00%	94.83%	100.10%	84.35%	100.00%	0.00%	
\$75,001 - \$100,000	6	10.00%	100.38%	101.76%	97.62%	0.00%	0.00%	
\$100,001 - \$125,000	7	11.67%	97.75%	91.67%	98.77%	0.00%	0.00%	
\$125,001 - \$175,000	12	20.00%	99.56%	0.00%	98.48%	101.07%	0.00%	
\$175,001 - \$250,000	15	25.00%	99.94%	0.00%	99.89%	100.02%	0.00%	
\$250,001 - \$300,000	8	13.33%	101.04%	0.00%	101.43%	100.81%	0.00%	
\$300,001 and up	6	10.00%	100.98%	0.00%	97.38%	102.38%	103.18%	
Average Sold/List Ratio		99.40%		99.88%	98.19%	100.75%	103.18%	
Total Closed Units		60	100%	99.40%	8	31	19	2
Total Closed Volume		11,201,911			660.90K	5.50M	4.35M	695.00K

October 2022



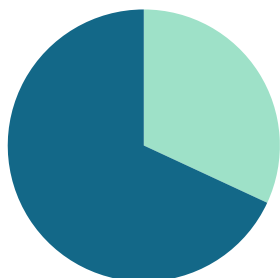
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

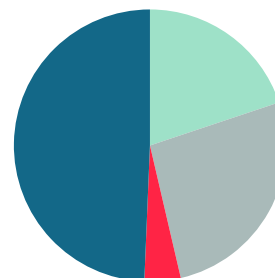


Inventory
 New Listings
90 = 31.91%
 Start Inventory
192
 Total Inventory Units
282
 Volume
\$58,702,704

Market Activity

Closed Sales
60 = 19.87%
 Pending Sales
80 = 26.49%
 Other Off Market
13 = 4.30%
 Active Inventory
149 = 49.34%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	88	60	-31.82%	848	822	-3.07%
Pending Sales	78	80	2.56%	890	837	-5.96%
New Listings	105	90	-14.29%	1,017	974	-4.23%
Average List Price	181,306	187,223	3.26%	182,320	198,426	8.83%
Average Sale Price	179,850	186,699	3.81%	181,045	196,441	8.50%
Average Percent of Selling Price to List Price	98.83%	99.39%	0.57%	99.11%	99.24%	0.13%
Average Days on Market to Sale	14.49	21.38	47.59%	17.09	20.02	17.13%
Monthly Inventory	229	149	-34.93%	229	149	-34.93%
Months Supply of Inventory	2.69	1.82	-32.35%	2.69	1.82	-32.35%

Absorption: Last 12 months, an Average of **82** Sales/Month

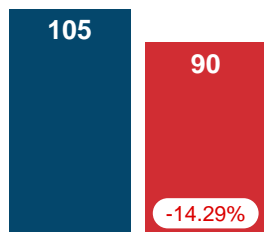
Inventory on October 31, 2022 = **149**

2021 **2022**

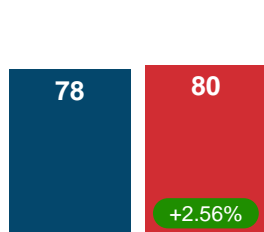
OCTOBER MARKET

AVERAGE PRICES

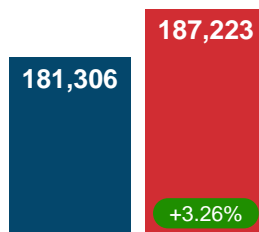
New Listings



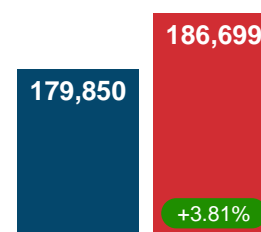
Pending Listings



List Price



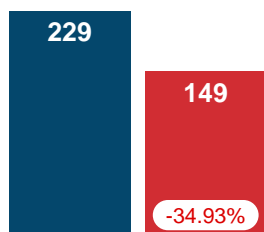
Sale Price



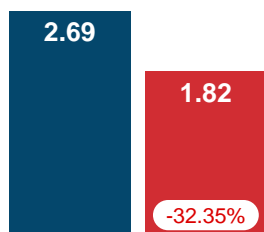
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

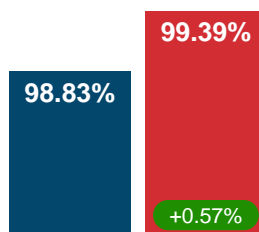
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

