

# April 2022



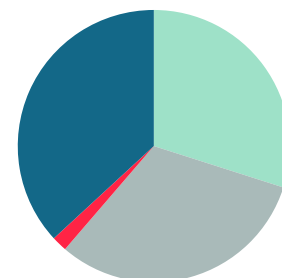
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2021	April 2022	+/-%
Closed Listings	78	82	5.13%
Pending Listings	105	86	-18.10%
New Listings	114	106	-7.02%
Average List Price	183,708	214,172	16.58%
Average Sale Price	182,705	213,528	16.87%
Average Percent of Selling Price to List Price	99.27%	100.55%	1.29%
Average Days on Market to Sale	11.36	23.41	106.13%
End of Month Inventory	69	101	46.38%
Months Supply of Inventory	0.88	1.16	31.59%



■ Closed (29.93%)  
■ Pending (31.39%)  
■ Other OffMarket (1.82%)  
■ Active (36.86%)

**Absorption:** Last 12 months, an Average of **87** Sales/Month  
**Active Inventory** as of April 30, 2022 = **101**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2022 rose **46.38%** to 101 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 **1.16** 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 **16.87%** in April 2022 to \$213,528 versus the previous year at \$182,705.

#### Average Days on Market Lengthens

The average number of **23.41** days that homes spent on the market before selling increased by 12.06 days or **106.13%** in April 2022 compared to last year's same month at **11.36** DOM.

#### Sales Success for April 2022 is Positive

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

There were 106 New Listings in April 2022, down **7.02%** from last year at 114. Furthermore, there were 82 Closed Listings this month versus last year at 78, a **5.13%** increase.

Closed versus Listed trends yielded a **77.4%** ratio, up from previous year's, April 2021, at **68.4%**, a **13.06%** upswing. This will certainly create pressure on an increasing Month's 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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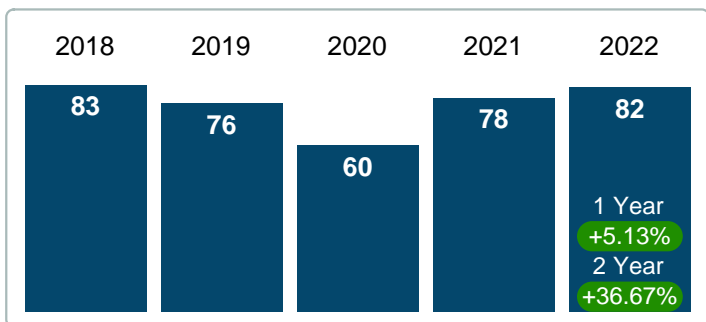
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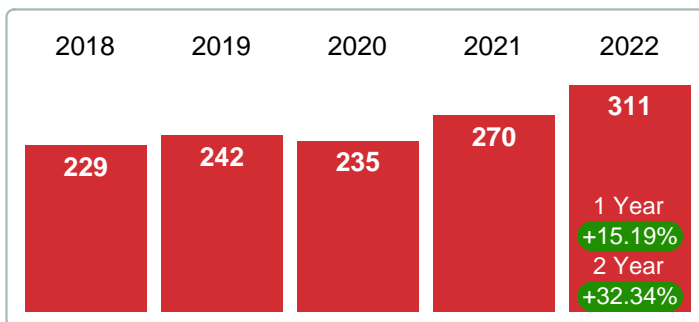
## CLOSED LISTINGS

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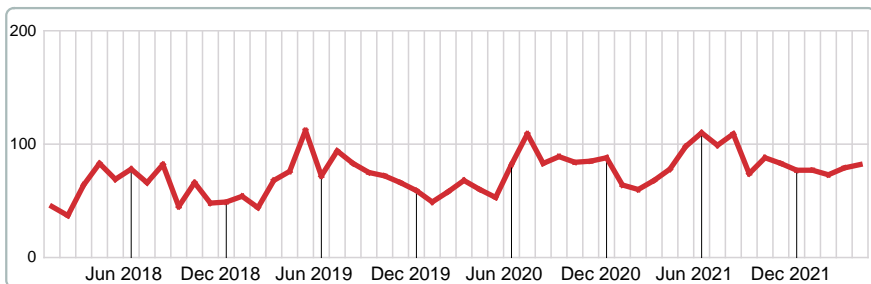
### APRIL



### YEAR TO DATE (YTD)

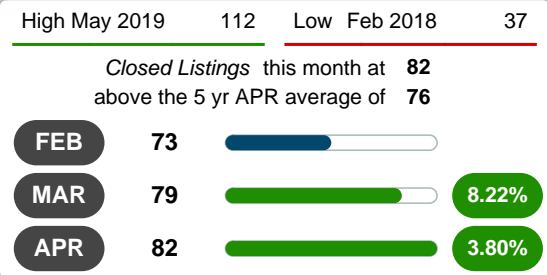


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 76



### 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	3	3.66%	39.0	1	2	0	0
\$50,001 - \$100,000	12	14.63%	3.7	3	9	0	0
\$100,001 - \$150,000	14	17.07%	7.6	3	9	2	0
\$150,001 - \$225,000	16	19.51%	17.1	0	12	3	1
\$225,001 - \$250,000	8	9.76%	19.5	0	3	5	0
\$250,001 - \$400,000	20	24.39%	36.9	0	8	11	1
\$400,001 and up	9	10.98%	54.1	0	2	6	1
<b>Total Closed Units</b>	<b>82</b>			<b>7</b>	<b>45</b>	<b>27</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>17,509,328</b>	<b>100%</b>	<b>23.4</b>	<b>632.80K</b>	<b>7.87M</b>	<b>7.92M</b>	<b>1.09M</b>
<b>Average Closed Price</b>	<b>\$213,528</b>			<b>\$90,400</b>	<b>\$174,936</b>	<b>\$293,311</b>	<b>\$361,667</b>

# April 2022



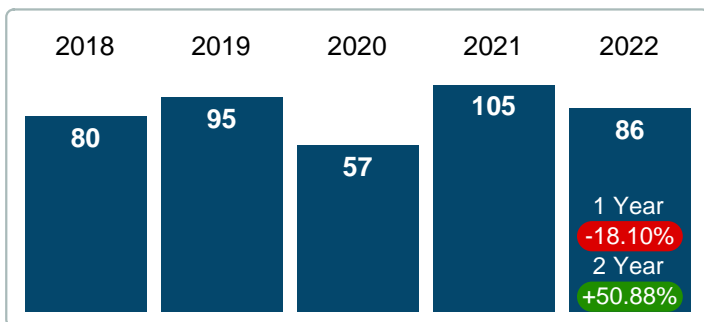
Area Delimited by County Of Washington - Residential Property Type



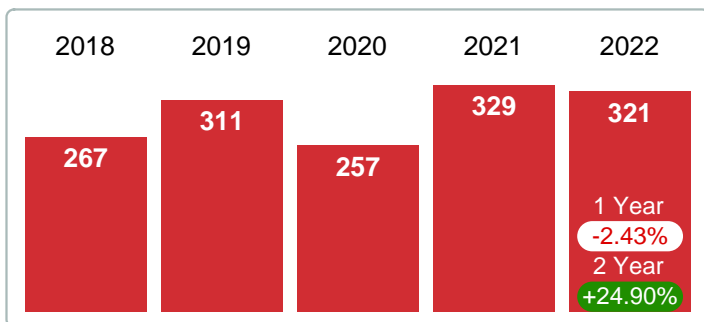
## PENDING LISTINGS

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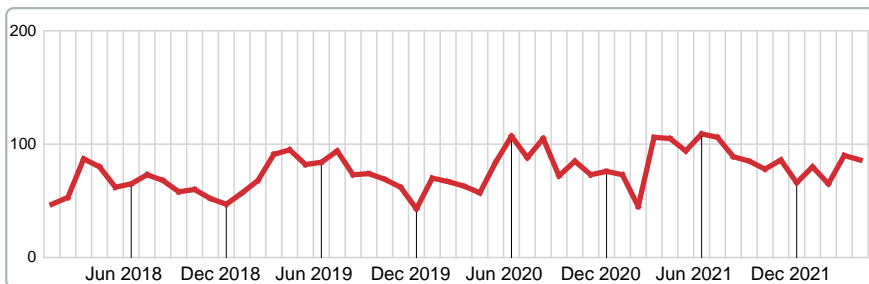
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

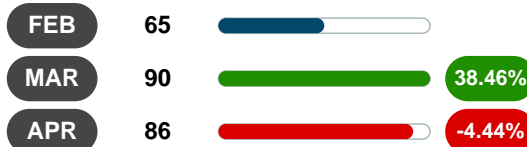


### 3 MONTHS

5 year APR AVG = 85

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at **86**  
above the 5 yr APR average of **85**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	6.98%	17.7	4	2	0	0
\$75,001 - \$100,000	11	12.79%	22.5	5	6	0	0
\$100,001 - \$125,000	7	8.14%	26.7	1	5	1	0
\$125,001 - \$200,000	29	33.72%	16.7	5	21	3	0
\$200,001 - \$250,000	11	12.79%	21.7	0	5	6	0
\$250,001 - \$325,000	11	12.79%	37.6	0	3	8	0
\$325,001 and up	11	12.79%	10.3	0	3	7	1
<b>Total Pending Units</b>	<b>86</b>			<b>15</b>	<b>45</b>	<b>25</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>17,019,030</b>	<b>100%</b>	<b>20.2</b>	<b>1.59M</b>	<b>7.85M</b>	<b>6.73M</b>	<b>850.00K</b>
<b>Average Listing Price</b>	<b>\$197,883</b>			<b>\$105,993</b>	<b>\$174,488</b>	<b>\$269,086</b>	<b>\$850,000</b>

# April 2022



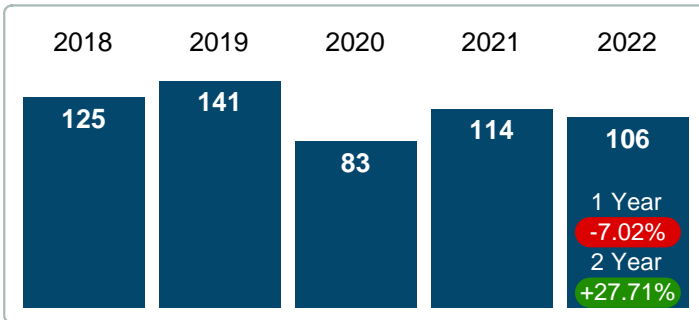
Area Delimited by County Of Washington - Residential Property Type



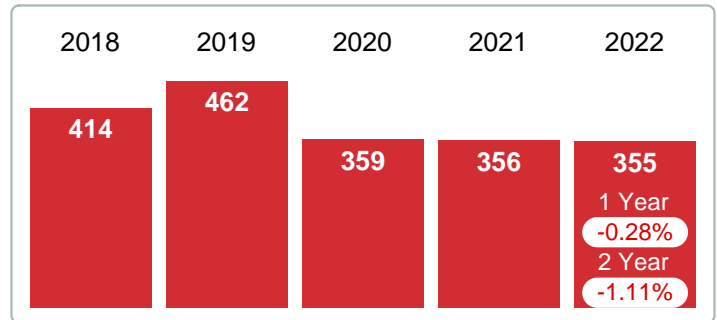
## NEW LISTINGS

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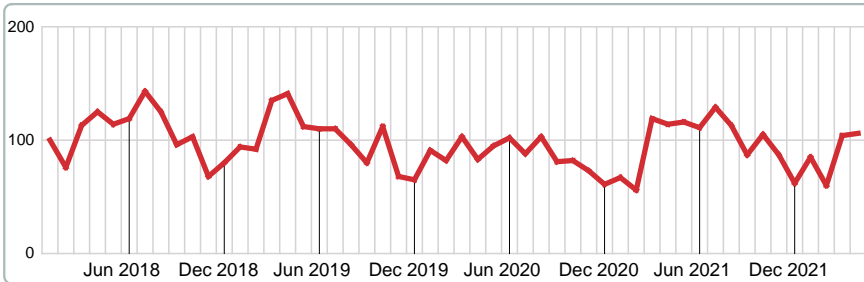
### APRIL



### YEAR TO DATE (YTD)

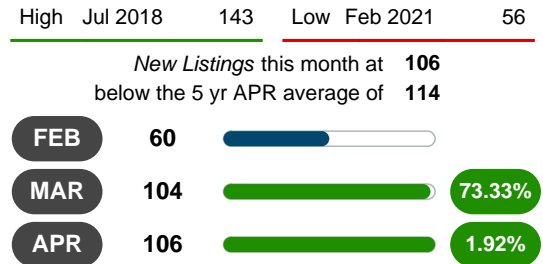


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 114



### 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	6	5.66%	1	5	0	0
\$75,001 - \$100,000	11	10.38%	5	6	0	0
\$100,001 - \$125,000	12	11.32%	2	9	1	0
\$125,001 - \$225,000	32	30.19%	4	22	6	0
\$225,001 - \$250,000	14	13.21%	0	8	6	0
\$250,001 - \$375,000	20	18.87%	1	3	15	1
\$375,001 and up	11	10.38%	0	3	7	1
<b>Total New Listed Units</b>	<b>106</b>		<b>13</b>	<b>56</b>	<b>35</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>23,820,099</b>	<b>100%</b>	<b>1.63M</b>	<b>10.31M</b>	<b>10.75M</b>	<b>1.13M</b>
<b>Average New Listed Listing Price</b>	<b>\$222,941</b>		<b>\$125,300</b>	<b>\$184,146</b>	<b>\$307,119</b>	<b>\$564,950</b>

# April 2022



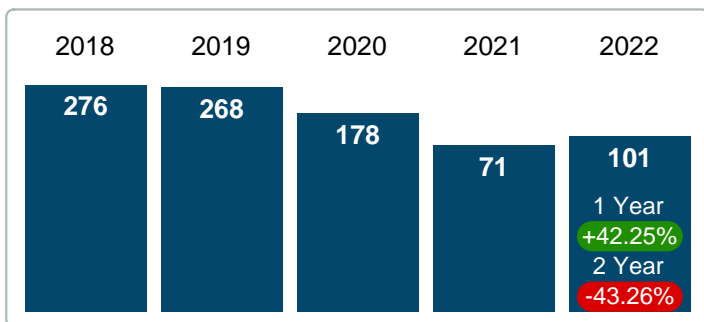
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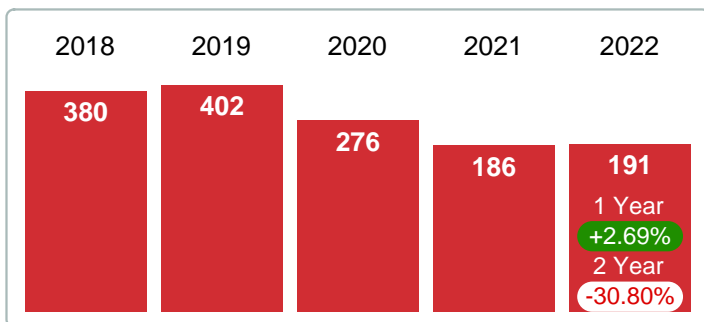
## ACTIVE INVENTORY

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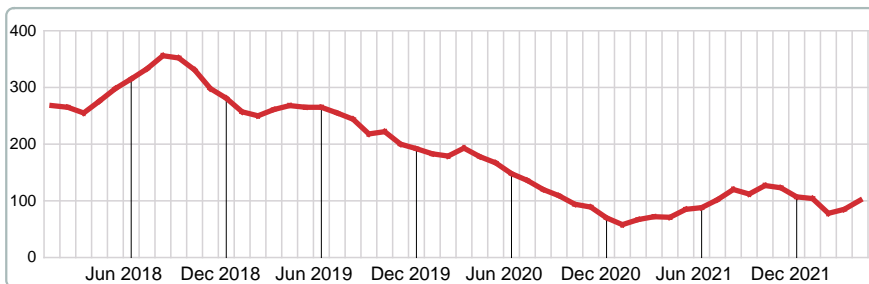
### END OF APRIL



### ACTIVE DURING APRIL

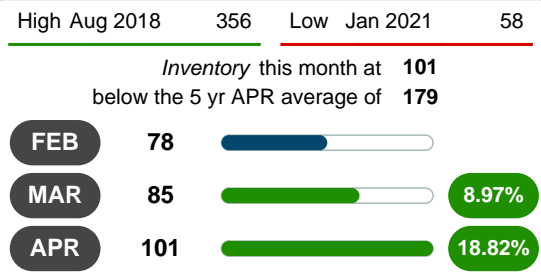


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 179



### 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	9	8.91%	57.9	1	8	0	0
\$50,001 - \$75,000	5	4.95%	25.4	0	5	0	0
\$75,001 - \$125,000	20	19.80%	38.8	4	13	3	0
\$125,001 - \$225,000	21	20.79%	47.5	1	14	6	0
\$225,001 - \$275,000	22	21.78%	45.7	1	11	9	1
\$275,001 - \$425,000	13	12.87%	46.2	0	4	8	1
\$425,001 and up	11	10.89%	31.5	0	4	7	0
<b>Total Active Inventory by Units</b>	<b>101</b>			<b>7</b>	<b>59</b>	<b>33</b>	<b>2</b>
<b>Total Active Inventory by Volume</b>	<b>23,241,647</b>	<b>100%</b>	<b>43.3</b>	<b>864.90K</b>	<b>11.58M</b>	<b>10.26M</b>	<b>534.90K</b>
<b>Average Active Inventory Listing Price</b>	<b>\$230,115</b>			<b>\$123,557</b>	<b>\$196,322</b>	<b>\$310,874</b>	<b>\$267,450</b>

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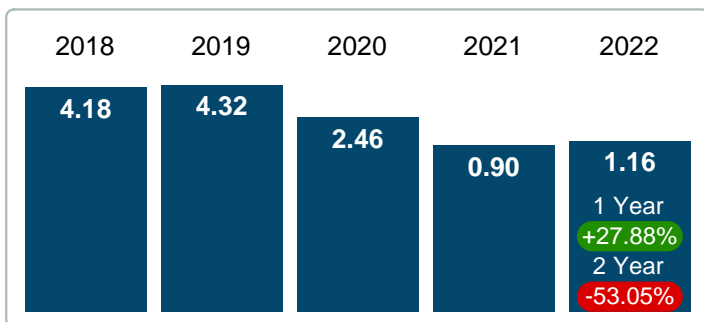
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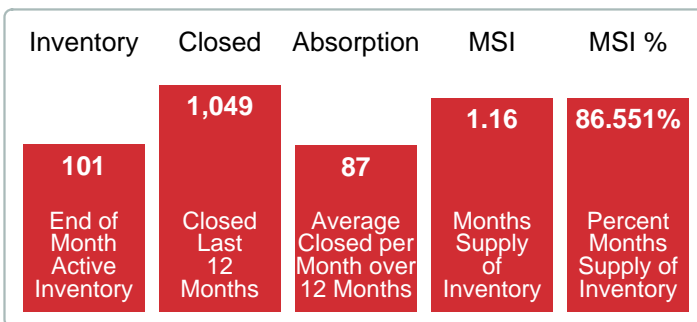
## MONTHS SUPPLY of INVENTORY (MSI)

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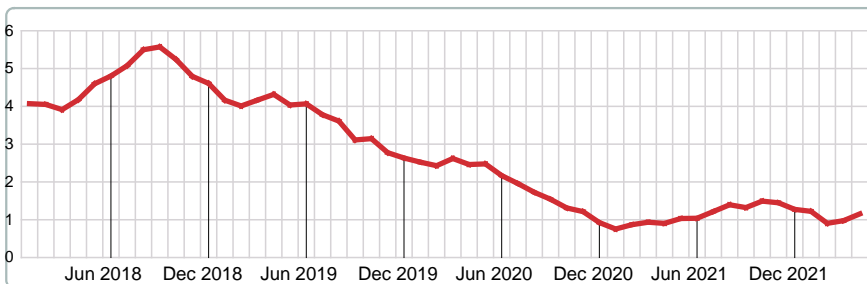
### MSI FOR APRIL



### INDICATORS FOR APRIL 2022

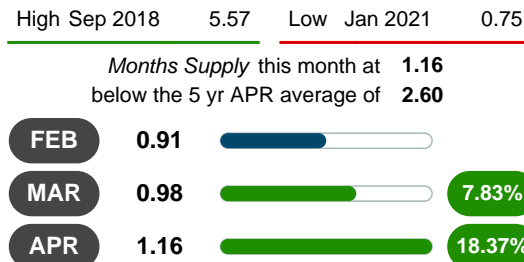


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 2.60



### 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	9	8.91%	1.77	0.38	3.56	0.00	0.00
\$50,001 - \$75,000	5	4.95%	0.64	0.00	1.22	0.00	0.00
\$75,001 - \$125,000	20	19.80%	1.27	1.50	1.16	1.80	0.00
\$125,001 - \$225,000	21	20.79%	0.64	0.52	0.62	0.84	0.00
\$225,001 - \$275,000	22	21.78%	1.87	4.00	2.32	1.44	2.00
\$275,001 - \$425,000	13	12.87%	1.23	0.00	2.40	1.14	0.57
\$425,001 and up	11	10.89%	3.00	0.00	3.20	4.00	0.00
Market Supply of Inventory (MSI)			1.16	0.62	1.23	1.37	0.50
Total Active Inventory by Units		100%	1.16	7	59	33	2

# April 2022



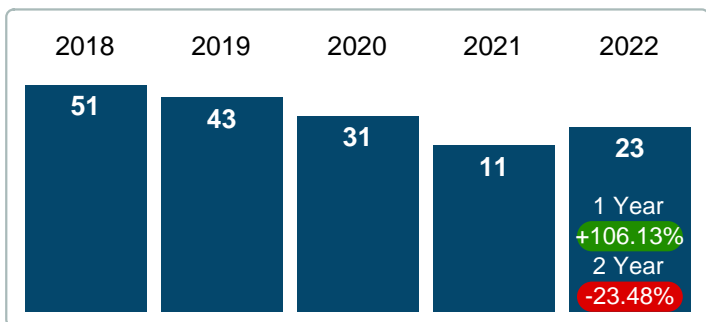
Area Delimited by County Of Washington - Residential Property Type



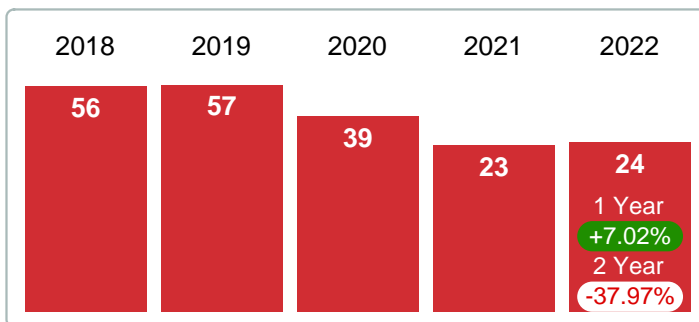
## AVERAGE DAYS ON MARKET TO SALE

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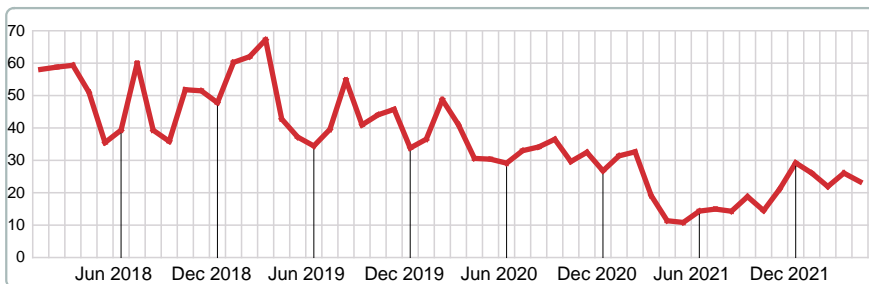
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 32

High Mar 2019 67 Low May 2021 11

Average Days on Market to Sale this month at 23 below the 5 yr APR average of 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
\$50,000 and less	3.66%	39	109	4	0	0
\$50,001 - \$100,000	14.63%	4	3	4	0	0
\$100,001 - \$150,000	17.07%	8	2	7	20	0
\$150,001 - \$225,000	19.51%	17	0	11	46	6
\$225,001 - \$250,000	9.76%	20	0	25	16	0
\$250,001 - \$400,000	24.39%	37	0	5	63	7
\$400,001 and up	10.98%	54	0	13	71	37
<b>Average Closed DOM</b>		<b>23</b>	<b>18</b>	<b>8</b>	<b>51</b>	<b>17</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>23</b>	<b>7</b>	<b>45</b>	<b>27</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>17,509,328</b>	<b>632.80K</b>	<b>7.87M</b>	<b>7.92M</b>	<b>1.09M</b>



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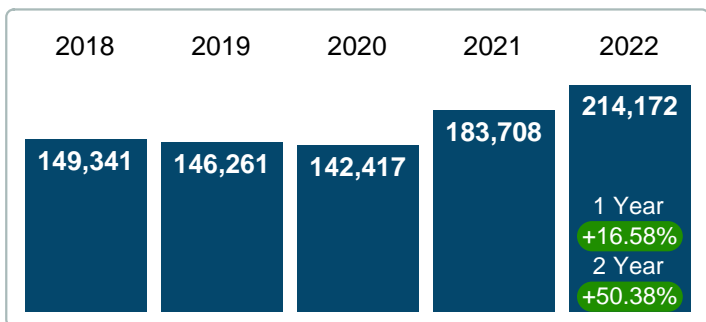
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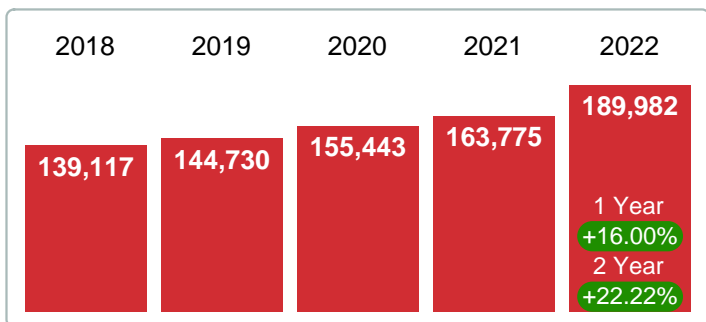
## AVERAGE LIST PRICE AT CLOSING

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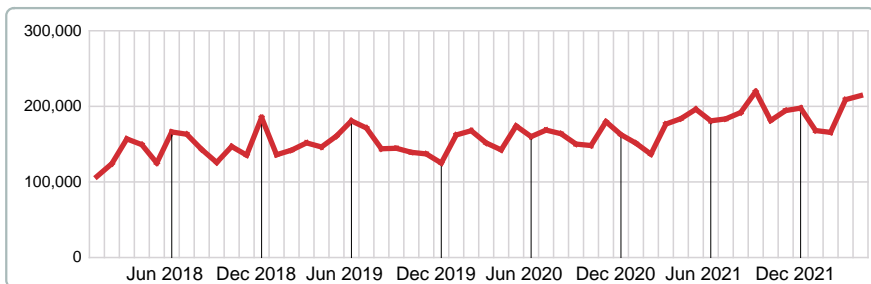
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

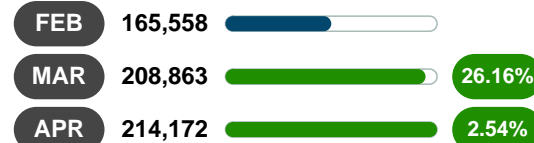


### 3 MONTHS

5 year APR AVG = 167,180

High Sep 2021 219,566 Low Jan 2018 107,218

Average List Price at Closing this month at **214,172**  
above the 5 yr APR average of **167,180**



### 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	4.88%	44,925	39,900	47,400	0	0
\$50,001 - \$100,000	14.63%	78,100	78,800	71,767	0	0
\$100,001 - \$150,000	18.29%	127,880	121,833	123,133	127,450	0
\$150,001 - \$225,000	18.29%	175,939	0	164,808	186,000	173,000
\$225,001 - \$250,000	9.76%	237,235	0	233,297	243,778	0
\$250,001 - \$400,000	23.17%	293,427	0	294,813	290,192	275,000
\$400,001 and up	10.98%	490,544	0	467,500	468,067	620,000
<b>Average List Price</b>		<b>214,172</b>	<b>91,686</b>	<b>173,777</b>	<b>297,493</b>	<b>356,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>214,172</b>	<b>7</b>	<b>45</b>	<b>27</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>17,562,080</b>	<b>641.80K</b>	<b>7.82M</b>	<b>8.03M</b>	<b>1.07M</b>



# April 2022



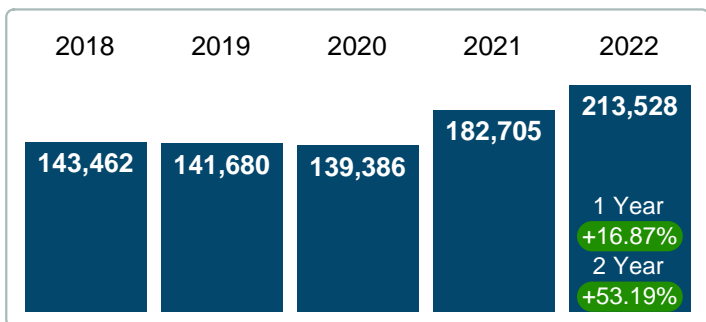
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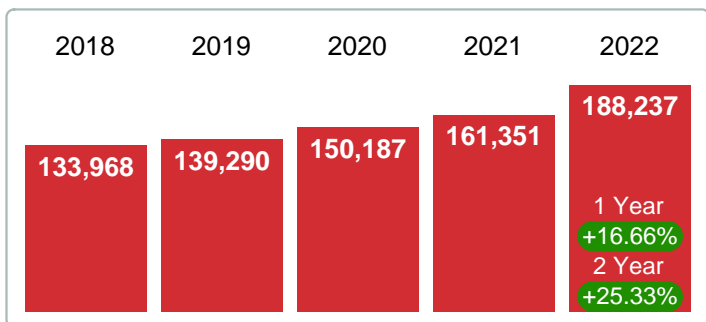
## AVERAGE SOLD PRICE AT CLOSING

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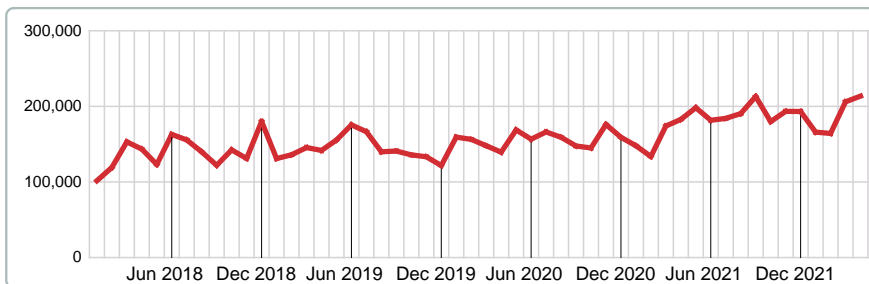
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

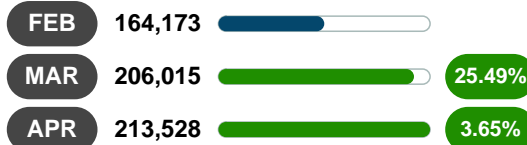


### 3 MONTHS

5 year APR AVG = 164,152

High Apr 2022 213,528 Low Jan 2018 101,572

Average Sold Price at Closing this month at **213,528** above the 5 yr APR average of **164,152**



### 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	3.66%	43,845	31,635	49,950	0	0
\$50,001 - \$100,000	14.63%	73,105	73,288	73,044	0	0
\$100,001 - \$150,000	17.07%	125,164	127,100	125,222	122,000	0
\$150,001 - \$225,000	19.51%	172,715	0	167,370	190,000	185,000
\$225,001 - \$250,000	9.76%	238,735	0	233,297	241,998	0
\$250,001 - \$400,000	24.39%	289,956	0	295,563	286,783	280,000
\$400,001 and up	10.98%	475,089	0	457,500	456,800	620,000
<b>Average Sold Price</b>		<b>213,528</b>	<b>90,400</b>	<b>174,936</b>	<b>293,311</b>	<b>361,667</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>213,528</b>	<b>7</b>	<b>45</b>	<b>27</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>17,509,328</b>	<b>632.80K</b>	<b>7.87M</b>	<b>7.92M</b>	<b>1.09M</b>

# April 2022



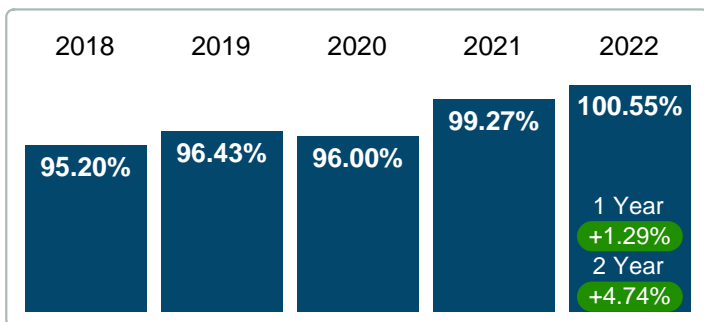
Area Delimited by County Of Washington - Residential Property Type



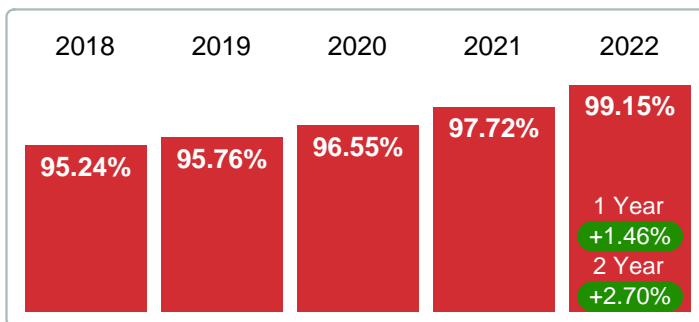
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 09, 2023 for MLS Technology Inc.

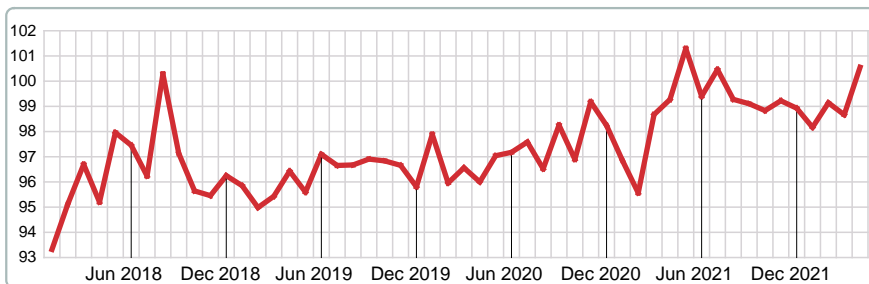
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

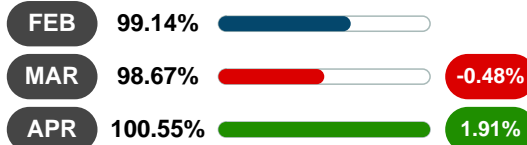


### 3 MONTHS

5 year APR AVG = 97.49%

High May 2021 101.30% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **100.55%** above the 5 yr APR average of **97.49%**



## 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	3	3.66%	96.87%	79.29%	105.67%	0.00%	0.00%
\$50,001 - \$100,000	12	14.63%	100.75%	93.10%	103.30%	0.00%	0.00%
\$100,001 - \$150,000	14	17.07%	101.81%	104.58%	102.27%	95.59%	0.00%
\$150,001 - \$225,000	16	19.51%	102.19%	0.00%	101.73%	102.42%	106.94%
\$225,001 - \$250,000	8	9.76%	99.71%	0.00%	100.00%	99.54%	0.00%
\$250,001 - \$400,000	20	24.39%	100.23%	0.00%	100.34%	99.99%	101.82%
\$400,001 and up	9	10.98%	98.14%	0.00%	97.65%	97.99%	100.00%
Average Sold/List Ratio		100.60%		96.05%	101.78%	99.41%	102.92%
Total Closed Units	82	100%	100.60%	7	45	27	3
Total Closed Volume	17,509,328			632.80K	7.87M	7.92M	1.09M

# April 2022



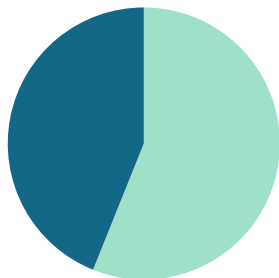
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

### INVENTORY

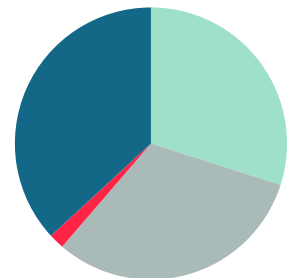


**Inventory**  
 New Listings  
**106 = 56.08%**  
 Start Inventory  
**83**  
 Total Inventory Units  
**189**  
 Volume  
**\$40,920,797**

### Market Activity

Closed Sales  
**82 = 29.93%**  
 Pending Sales  
**86 = 31.39%**  
 Other Off Market  
**5 = 1.82%**  
 Active Inventory  
**101 = 36.86%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	78	82	5.13%	270	311	15.19%
Pending Sales	105	86	-18.10%	329	321	-2.43%
New Listings	114	106	-7.02%	356	355	-0.28%
Average List Price	183,708	214,172	16.58%	163,775	189,982	16.00%
Average Sale Price	182,705	213,528	16.87%	161,351	188,237	16.66%
Average Percent of Selling Price to List Price	99.27%	100.55%	1.29%	97.72%	99.15%	1.46%
Average Days on Market to Sale	11.36	23.41	106.13%	22.79	24.39	7.02%
Monthly Inventory	69	101	46.38%	69	101	46.38%
Months Supply of Inventory	0.88	1.16	31.59%	0.88	1.16	31.59%

**Absorption:** Last 12 months, an Average of **87** Sales/Month

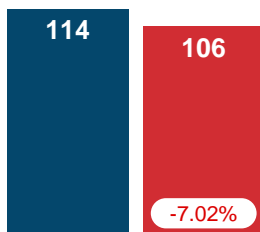
**Inventory** on April 30, 2022 = **101**

**2021** **2022**

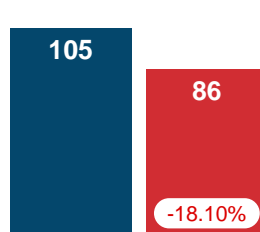
### APRIL MARKET

### AVERAGE PRICES

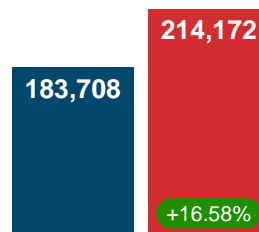
#### New Listings



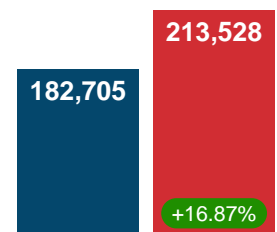
#### Pending Listings



#### List Price



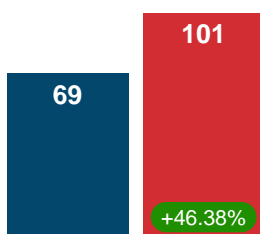
#### Sale Price



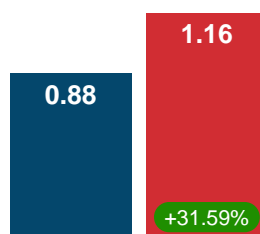
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

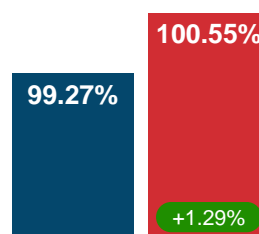
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

