

February 2022



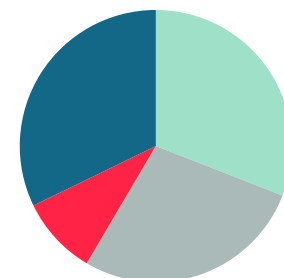
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	February 2022	+/-%
Closed Listings	60	73	21.67%
Pending Listings	45	65	44.44%
New Listings	56	60	7.14%
Average List Price	136,725	165,558	21.09%
Average Sale Price	133,663	164,173	22.83%
Average Percent of Selling Price to List Price	95.56%	99.14%	3.74%
Average Days on Market to Sale	32.63	21.92	-32.84%
End of Month Inventory	65	76	16.92%
Months Supply of Inventory	0.84	0.88	4.60%



■ Closed (30.93%)
■ Pending (27.54%)
■ Other OffMarket (9.32%)
■ Active (32.20%)

Absorption: Last 12 months, an Average of **86** Sales/Month
Active Inventory as of February 28, 2022 = **76**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2022 rose **16.92%** to 76 existing homes available for sale. Over the last 12 months this area has had an average of 86 closed sales per month. This represents an unsold inventory index of **0.88** 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 **22.83%** in February 2022 to \$164,173 versus the previous year at \$133,663.

Average Days on Market Shortens

The average number of **21.92** days that homes spent on the market before selling decreased by 10.72 days or **32.84%** in February 2022 compared to last year's same month at **32.63** DOM.

Sales Success for February 2022 is Positive

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

There were 60 New Listings in February 2022, up **7.14%** from last year at 56. Furthermore, there were 73 Closed Listings this month versus last year at 60, a **21.67%** increase.

Closed versus Listed trends yielded a **121.7%** ratio, up from previous year's, February 2021, at **107.1%**, a **13.56%** upswing. This will certainly create pressure on an increasing Monthly 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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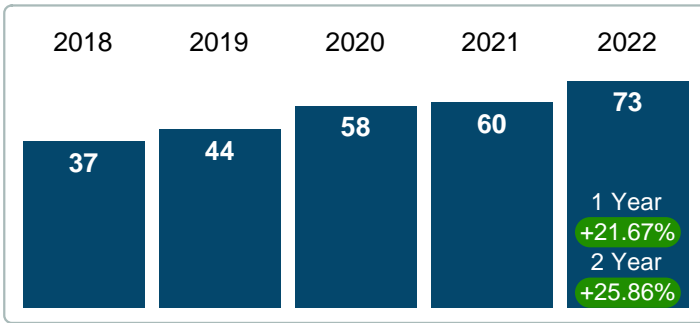
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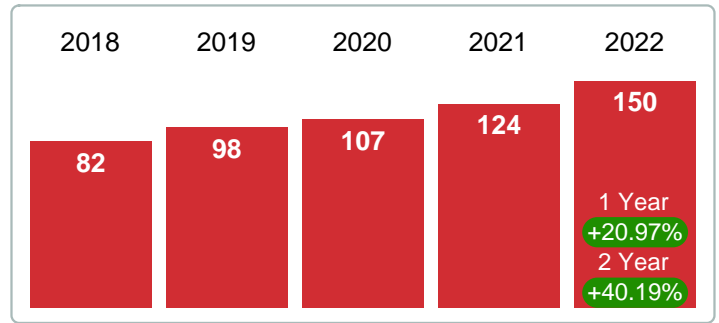
CLOSED LISTINGS

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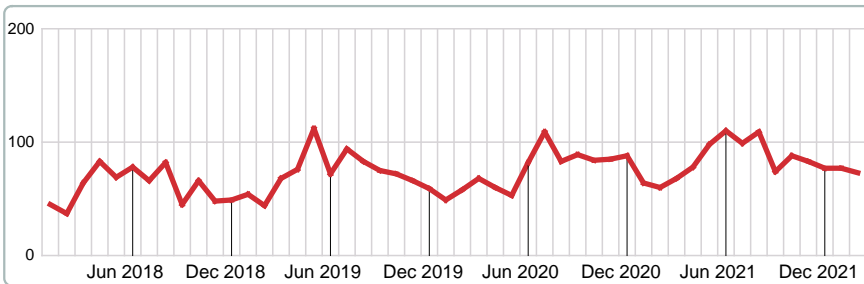
FEBRUARY



YEAR TO DATE (YTD)

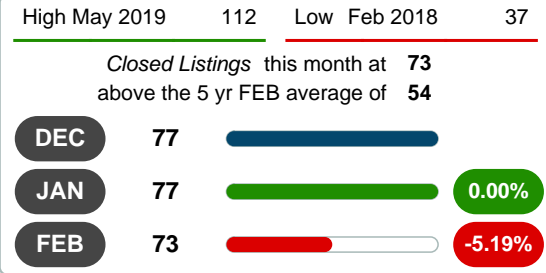


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 54



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	6	8.22%	22.0	3	3	0	0
\$50,001 - \$75,000	9	12.33%	26.4	2	7	0	0
\$75,001 - \$100,000	9	12.33%	8.4	1	6	2	0
\$100,001 - \$175,000	20	27.40%	20.5	1	15	4	0
\$175,001 - \$225,000	13	17.81%	13.7	1	6	6	0
\$225,001 - \$250,000	4	5.48%	8.5	0	2	2	0
\$250,001 and up	12	16.44%	44.3	0	3	9	0
Total Closed Units	73			8	42	23	0
Total Closed Volume	11,984,630	100%	21.9	673.80K	5.91M	5.40M	0.00B
Average Closed Price	\$164,173			\$84,225	\$140,790	\$234,681	\$0

February 2022



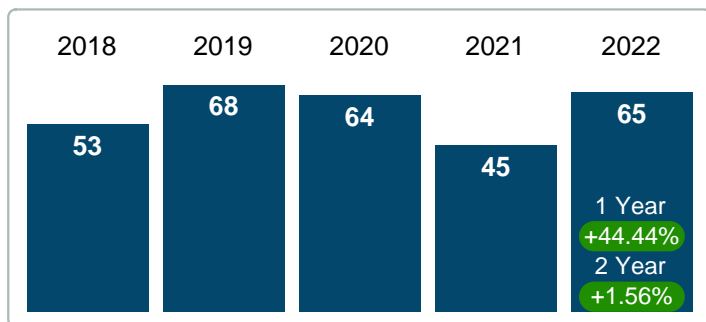
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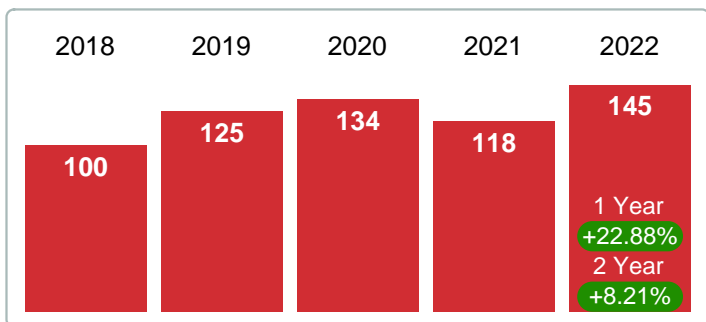
PENDING LISTINGS

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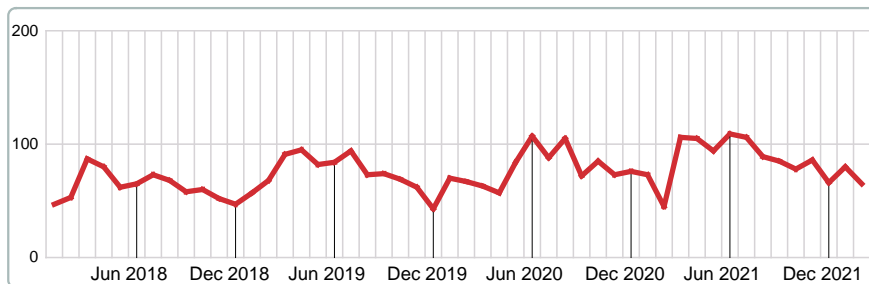
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

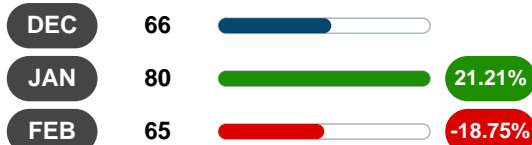


3 MONTHS

5 year FEB AVG = 59

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at **65**
above the 5 yr FEB average of **59**



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	3	4.62%	77.7	2	1	0	0
\$50,001 - \$100,000	11	16.92%	30.5	5	6	0	0
\$100,001 - \$125,000	7	10.77%	37.7	2	4	0	1
\$125,001 - \$200,000	18	27.69%	37.8	2	10	6	0
\$200,001 - \$250,000	9	13.85%	36.2	1	4	3	1
\$250,001 - \$450,000	10	15.38%	30.3	0	3	7	0
\$450,001 and up	7	10.77%	57.3	0	1	5	1
Total Pending Units	65			12	29	21	3
Total Pending Volume	13,950,260	100%	38.8	1.18M	4.89M	6.63M	1.25M
Average Listing Price	\$216,256			\$98,150	\$168,634	\$315,842	\$416,467

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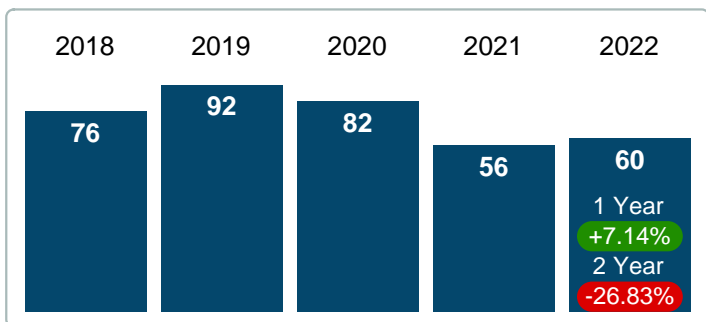
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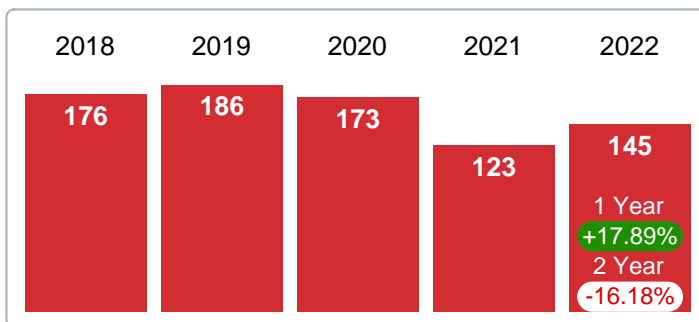
NEW LISTINGS

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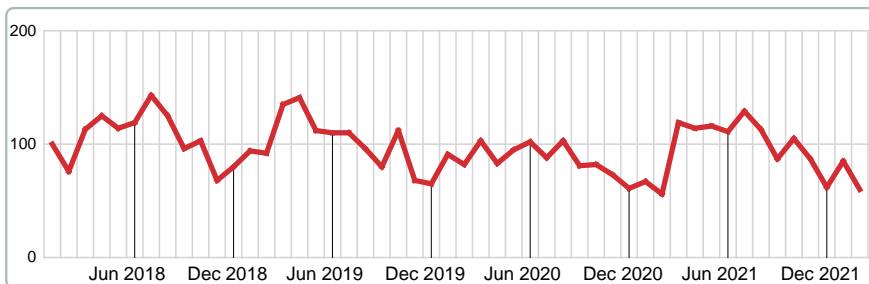
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YEAR TO DATE (YTD)

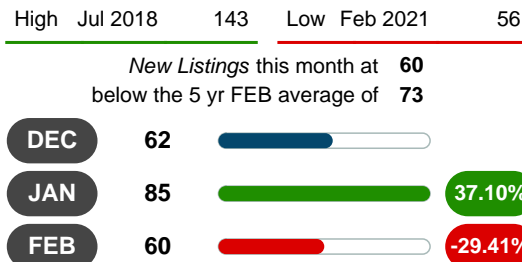


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 73



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	4	6.67%	2	2	0	0
\$50,001 - \$75,000	7	11.67%	4	3	0	0
\$75,001 - \$125,000	10	16.67%	4	6	0	0
\$125,001 - \$200,000	13	21.67%	1	10	2	0
\$200,001 - \$250,000	10	16.67%	1	5	3	1
\$250,001 - \$400,000	10	16.67%	0	2	8	0
\$400,001 and up	6	10.00%	0	2	4	0
Total New Listed Units	60		12	30	17	1
Total New Listed Volume	12,171,899	100%	1.10M	5.13M	5.70M	245.00K
Average New Listed Listing Price	\$203,726		\$91,992	\$170,837	\$335,171	\$245,000

February 2022



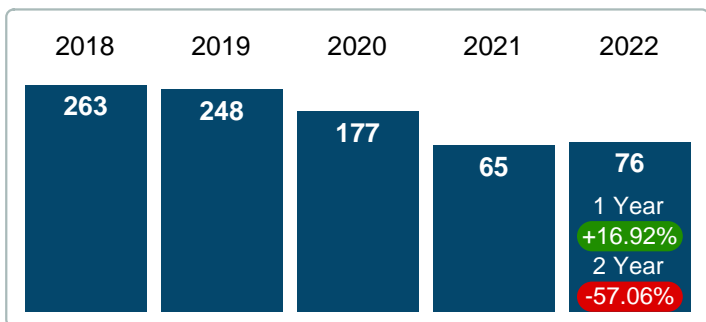
Area Delimited by County Of Washington - Residential Property Type



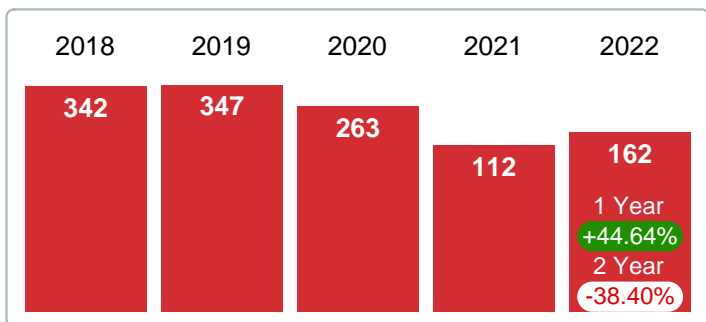
ACTIVE INVENTORY

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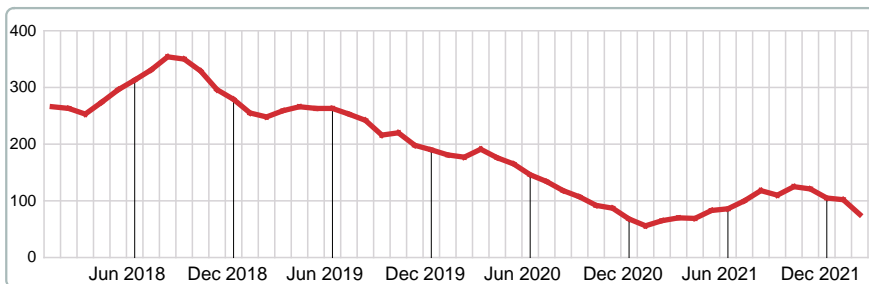
END OF FEBRUARY



ACTIVE DURING FEBRUARY

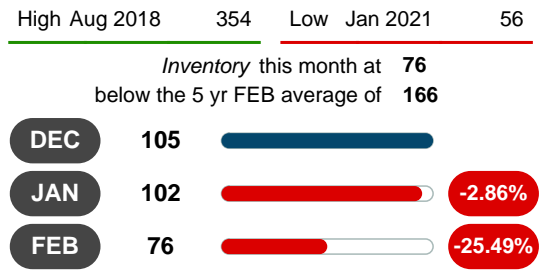


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 166



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	7	9.21%	57.6	2	5	0	0
\$50,001 - \$100,000	9	11.84%	69.4	4	5	0	0
\$100,001 - \$150,000	10	13.16%	25.5	2	7	1	0
\$150,001 - \$225,000	15	19.74%	55.4	1	9	5	0
\$225,001 - \$250,000	11	14.47%	45.3	0	6	4	1
\$250,001 - \$425,000	17	22.37%	58.0	0	4	13	0
\$425,001 and up	7	9.21%	110.9	0	1	5	1
Total Active Inventory by Units	76			9	37	28	2
Total Active Inventory by Volume	16,693,779	100%	57.6	704.90K	6.63M	8.57M	795.00K
Average Active Inventory Listing Price	\$219,655			\$78,322	\$179,090	\$305,984	\$397,500

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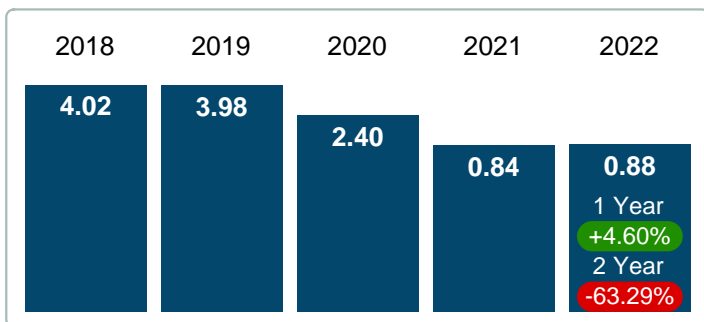
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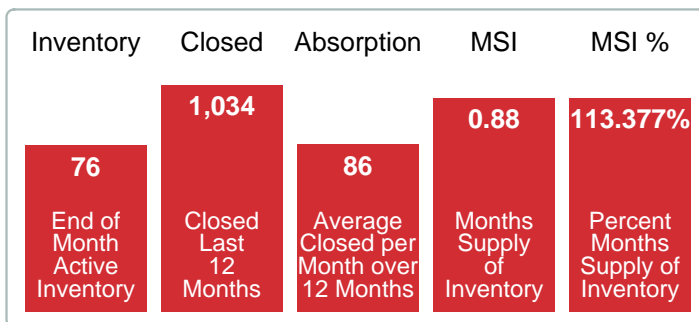
MONTHS SUPPLY of INVENTORY (MSI)

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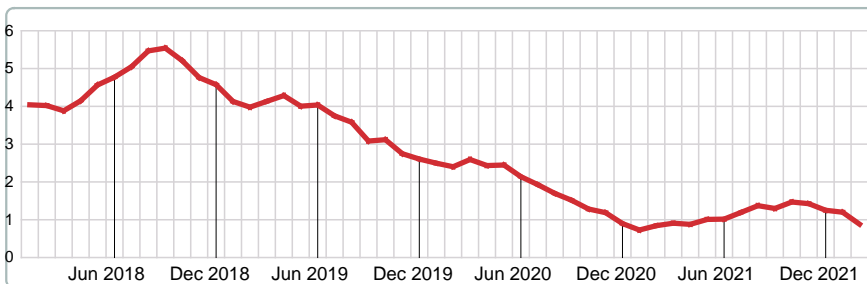
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2022



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2.43

High Sep 2018 5.54 Low Jan 2021 0.73

Months Supply this month at **0.88**
 below the 5 yr FEB average of **2.43**



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	7	9.21%	1.42	0.80	2.22	0.00	0.00
\$50,001 - \$100,000	9	11.84%	0.57	0.89	0.50	0.00	0.00
\$100,001 - \$150,000	10	13.16%	0.55	0.96	0.50	0.52	0.00
\$150,001 - \$225,000	15	19.74%	0.63	1.33	0.58	0.73	0.00
\$225,001 - \$250,000	11	14.47%	1.81	0.00	2.18	1.41	3.00
\$250,001 - \$425,000	17	22.37%	1.18	0.00	1.26	1.44	0.00
\$425,001 and up	7	9.21%	2.21	0.00	1.00	3.16	1.71
Market Supply of Inventory (MSI)			0.88	0.87	0.76	1.19	0.55
Total Active Inventory by Units		100%	0.88	9	37	28	2

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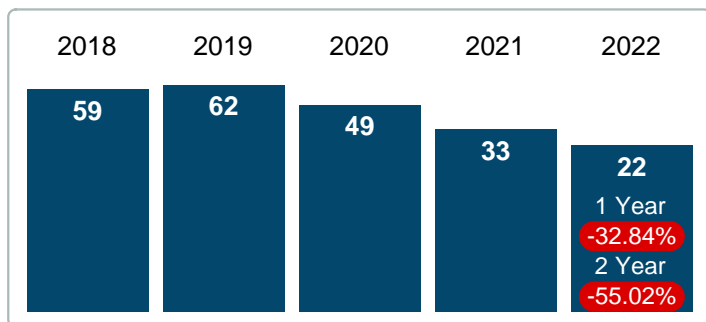
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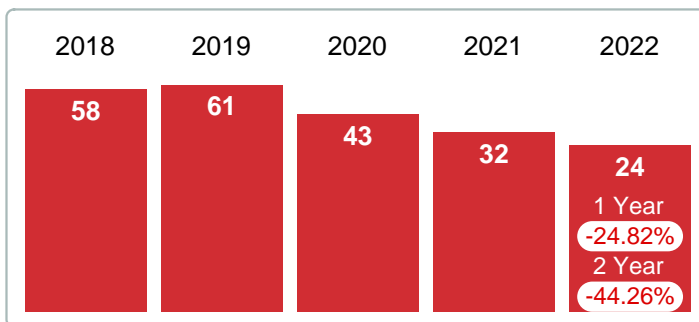
AVERAGE DAYS ON MARKET TO SALE

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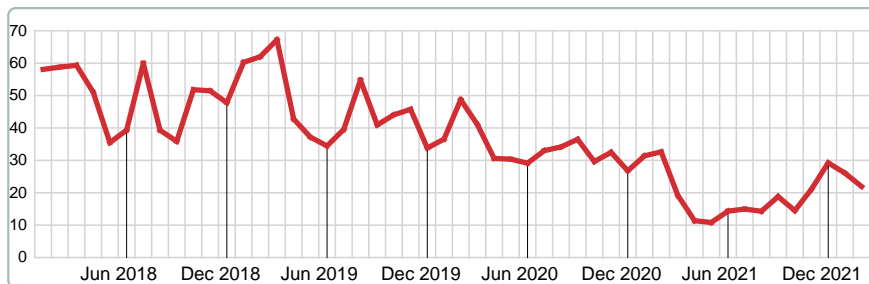
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

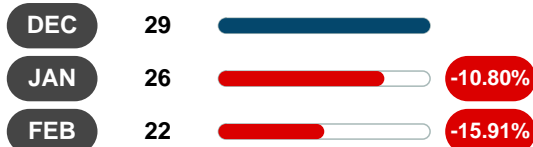


3 MONTHS

5 year FEB AVG = 45

High Mar 2019 67 Low May 2021 11

Average Days on Market to Sale this month at 22 below the 5 yr FEB average of 45



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	8.22%	22	17	27	0	0
\$50,001 - \$75,000	12.33%	26	3	33	0	0
\$75,001 - \$100,000	12.33%	8	19	5	13	0
\$100,001 - \$175,000	27.40%	21	2	13	54	0
\$175,001 - \$225,000	17.81%	14	18	11	16	0
\$225,001 - \$250,000	5.48%	9	0	12	5	0
\$250,001 and up	16.44%	44	0	35	47	0
Average Closed DOM		22				
Total Closed Units	100%	22	8	42	23	0
Total Closed Volume		11,984,630	673.80K	5.91M	5.40M	0.00B

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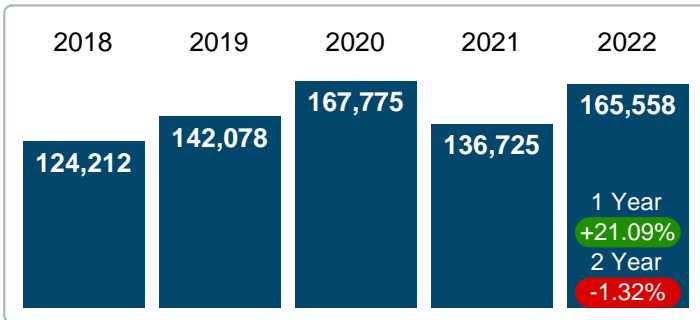
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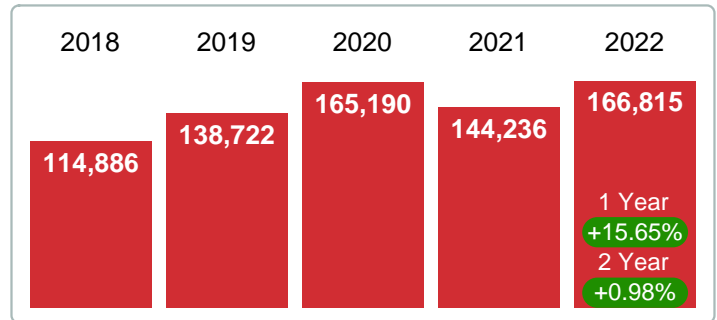
AVERAGE LIST PRICE AT CLOSING

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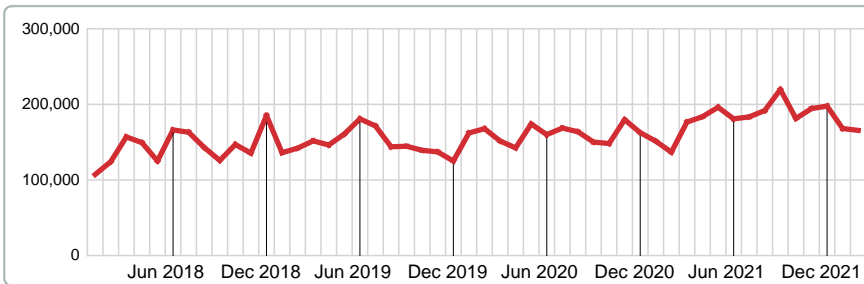
FEBRUARY



YEAR TO DATE (YTD)

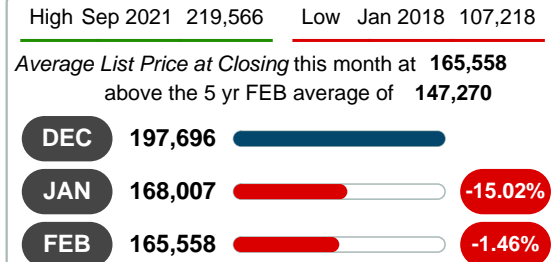


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 147,270



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	5.48%	39,200	45,633	42,300	0	
\$50,001 - \$75,000	10	13.70%	61,940	68,500	65,057	0	
\$75,001 - \$100,000	10	13.70%	90,430	99,900	89,900	92,500	
\$100,001 - \$175,000	19	26.03%	142,737	120,000	144,440	154,600	
\$175,001 - \$225,000	12	16.44%	191,442	185,000	194,983	204,617	
\$225,001 - \$250,000	7	9.59%	237,743	0	227,950	240,000	
\$250,001 and up	11	15.07%	339,246	0	346,333	326,968	
Average List Price		165,558		84,850	141,740	237,122	0
Total Closed Units		73	100%	165,558	8	42	23
Total Closed Volume		12,085,710			678.80K	5.95M	5.45M

February 2022



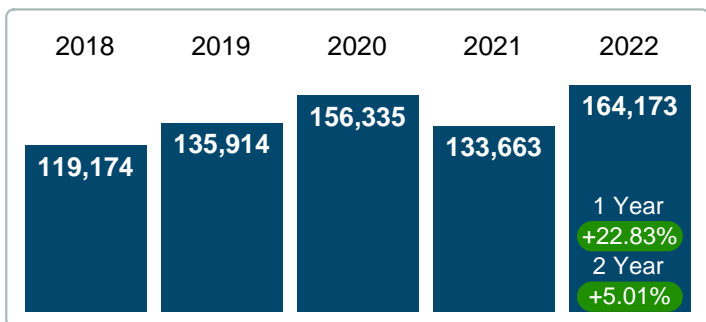
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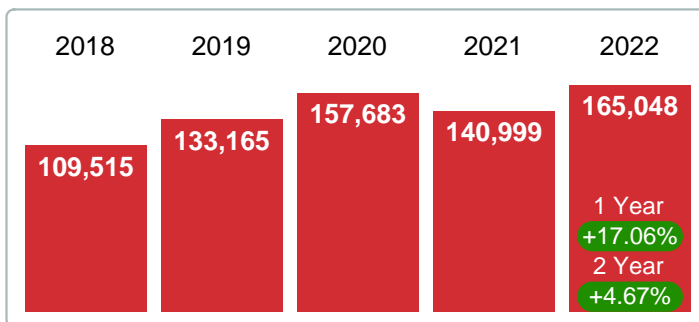
AVERAGE SOLD PRICE AT CLOSING

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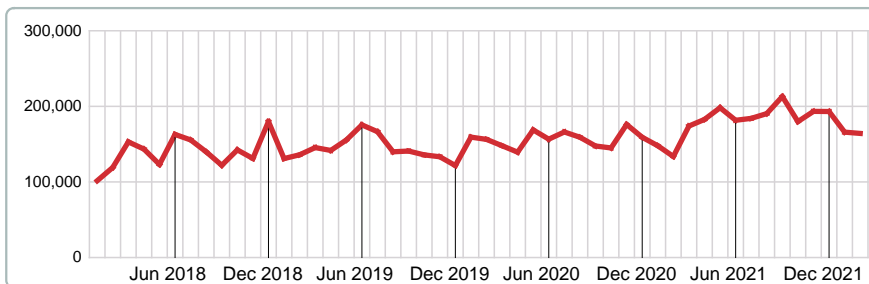
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

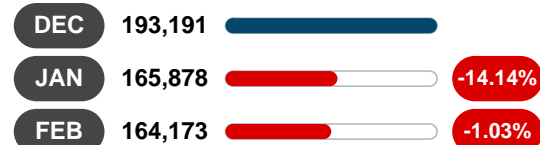


3 MONTHS

5 year FEB AVG = 141,852

High Sep 2021 212,969 Low Jan 2018 101,572

Average Sold Price at Closing this month at **164,173** above the 5 yr FEB average of **141,852**



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	8.22%	41,900	44,300	39,500	0	0
\$50,001 - \$75,000	12.33%	65,244	68,000	64,457	0	0
\$75,001 - \$100,000	12.33%	90,472	99,900	89,150	89,725	0
\$100,001 - \$175,000	27.40%	141,509	120,000	140,445	150,875	0
\$175,001 - \$225,000	17.81%	198,615	185,000	197,500	202,000	0
\$225,001 - \$250,000	5.48%	241,975	0	236,450	247,500	0
\$250,001 and up	16.44%	329,309	0	348,000	323,079	0
Average Sold Price		164,173	84,225	140,790	234,681	0
Total Closed Units	100%	164,173	8	42	23	0
Total Closed Volume		11,984,630	673.80K	5.91M	5.40M	0.00B

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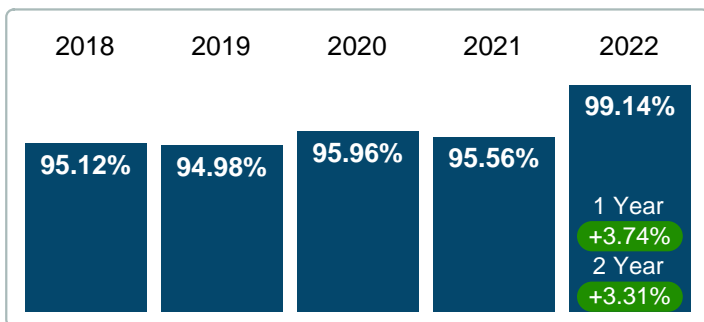
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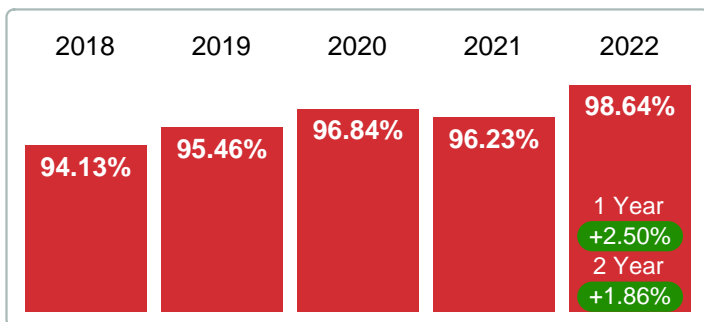
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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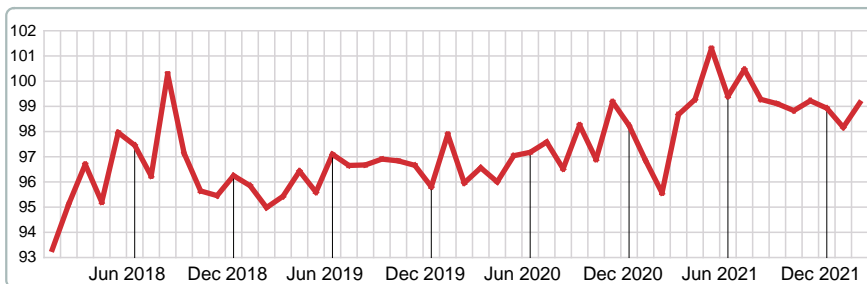
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

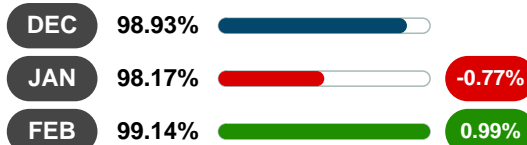


3 MONTHS

5 year FEB AVG = 96.15%

High May 2021 101.30% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **99.14%**
above the 5 yr FEB average of **96.15%**



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	6	8.22%	96.42%	96.91%	95.93%	0.00%	0.00%
\$50,001 - \$75,000	9	12.33%	99.73%	99.01%	99.93%	0.00%	0.00%
\$75,001 - \$100,000	9	12.33%	99.06%	100.00%	99.56%	97.08%	0.00%
\$100,001 - \$175,000	20	27.40%	97.86%	100.00%	97.76%	97.72%	0.00%
\$175,001 - \$225,000	13	17.81%	100.39%	100.00%	101.47%	99.38%	0.00%
\$225,001 - \$250,000	4	5.48%	103.45%	0.00%	103.71%	103.19%	0.00%
\$250,001 and up	12	16.44%	99.46%	0.00%	100.67%	99.05%	0.00%
Average Sold/List Ratio		99.10%		98.59%	99.27%	99.09%	0.00%
Total Closed Units		73	100%	99.10%	8	42	23
Total Closed Volume		11,984,630			673.80K	5.91M	5.40M

February 2022



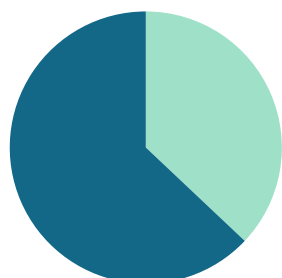
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

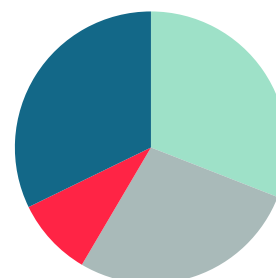


Inventory
 New Listings
60 = 37.04%
 Start Inventory
102
 Total Inventory Units
162
 Volume
\$45,544,439

Market Activity

Closed Sales
73 = 30.93%
 Pending Sales
65 = 27.54%
 Other Off Market
22 = 9.32%
 Active Inventory
76 = 32.20%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	60	73	21.67%	124	150	20.97%
Pending Sales	45	65	44.44%	118	145	22.88%
New Listings	56	60	7.14%	123	145	17.89%
Average List Price	136,725	165,558	21.09%	144,236	166,815	15.65%
Average Sale Price	133,663	164,173	22.83%	140,999	165,048	17.06%
Average Percent of Selling Price to List Price	95.56%	99.14%	3.74%	96.23%	98.64%	2.50%
Average Days on Market to Sale	32.63	21.92	-32.84%	31.98	24.05	-24.82%
Monthly Inventory	65	76	16.92%	65	76	16.92%
Months Supply of Inventory	0.84	0.88	4.60%	0.84	0.88	4.60%

Absorption: Last 12 months, an Average of **86** Sales/Month

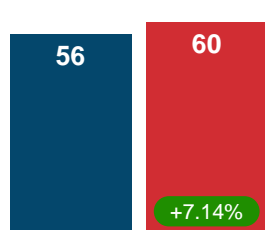
Inventory on February 28, 2022 = **76**

2021 **2022**

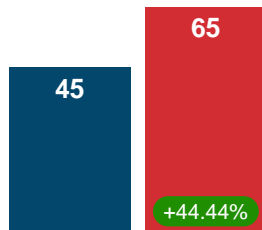
FEBRUARY MARKET

AVERAGE PRICES

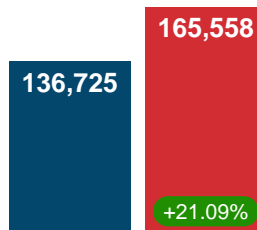
New Listings



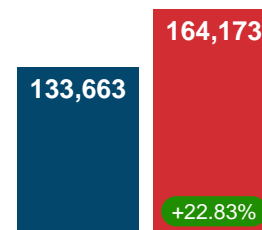
Pending Listings



List Price



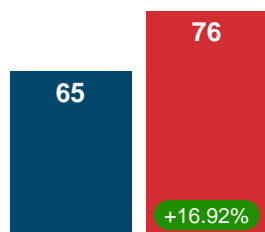
Sale Price



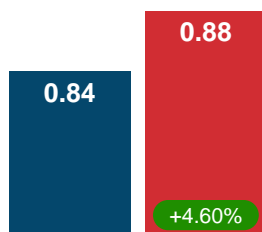
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

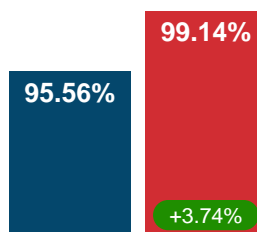
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

