

January 2022



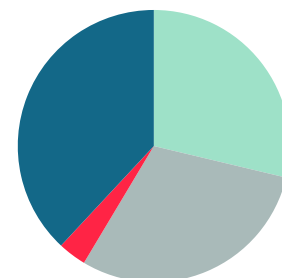
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	January 2022	+/-%
Closed Listings	64	77	20.31%
Pending Listings	73	80	9.59%
New Listings	67	85	26.87%
Average List Price	151,278	168,007	11.06%
Average Sale Price	147,877	165,878	12.17%
Average Percent of Selling Price to List Price	96.85%	98.17%	1.36%
Average Days on Market to Sale	31.38	26.06	-16.92%
End of Month Inventory	56	102	82.14%
Months Supply of Inventory	0.73	1.20	64.66%



■ Closed (28.73%)
■ Pending (29.85%)
■ Other OffMarket (3.36%)
■ Active (38.06%)

Absorption: Last 12 months, an Average of **85** Sales/Month
Active Inventory as of January 31, 2022 = **102**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2022 rose **82.14%** to 102 existing homes available for sale. Over the last 12 months this area has had an average of 85 closed sales per month. This represents an unsold inventory index of **1.20** 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 **12.17%** in January 2022 to \$165,878 versus the previous year at \$147,877.

Average Days on Market Shortens

The average number of **26.06** days that homes spent on the market before selling decreased by 5.31 days or **16.92%** in January 2022 compared to last year's same month at **31.38** DOM.

Sales Success for January 2022 is Positive

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

There were 85 New Listings in January 2022, up **26.87%** from last year at 67. Furthermore, there were 77 Closed Listings this month versus last year at 64, a **20.31%** increase.

Closed versus Listed trends yielded a **90.6%** ratio, down from previous year's, January 2021, at **95.5%**, a **5.17%** downswing. 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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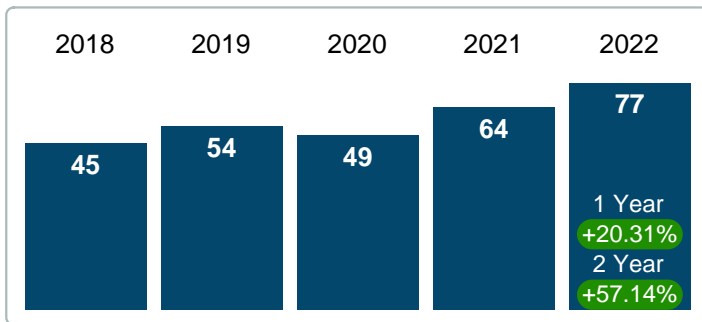
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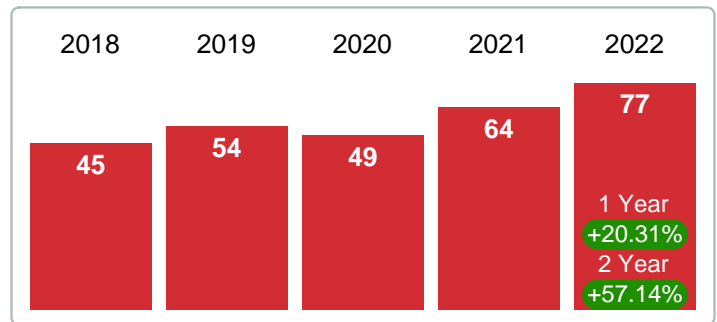
CLOSED LISTINGS

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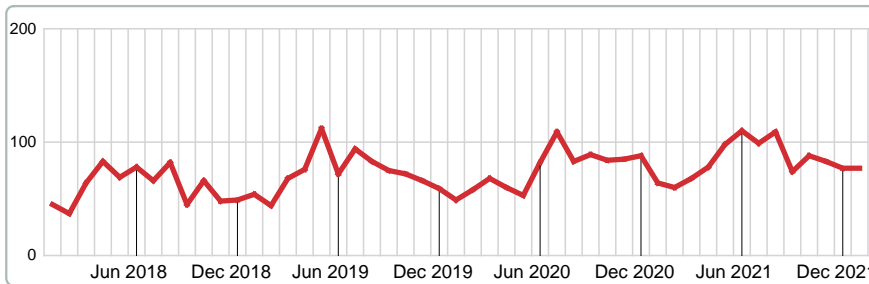
JANUARY



YEAR TO DATE (YTD)

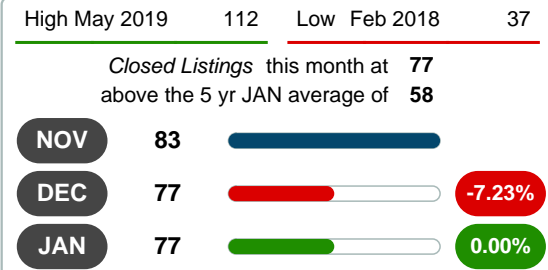


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 58



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	3.90%	56.7	2	1	0	0
\$25,001 - \$75,000	11	14.29%	41.5	5	6	0	0
\$75,001 - \$125,000	12	15.58%	17.0	2	9	1	0
\$125,001 - \$175,000	20	25.97%	19.7	1	11	8	0
\$175,001 - \$200,000	8	10.39%	11.4	1	6	1	0
\$200,001 - \$250,000	13	16.88%	30.5	0	6	7	0
\$250,001 and up	10	12.99%	29.7	0	4	5	1
Total Closed Units	77			11	43	22	1
Total Closed Volume	12,772,570	100%	26.1	879.08K	6.63M	4.98M	280.00K
Average Closed Price	\$165,878			\$79,916	\$154,252	\$226,394	\$280,000

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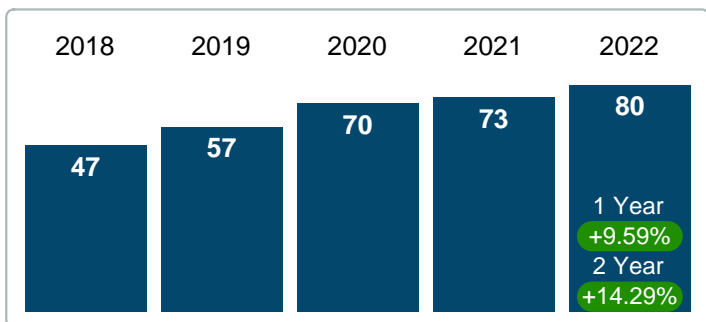
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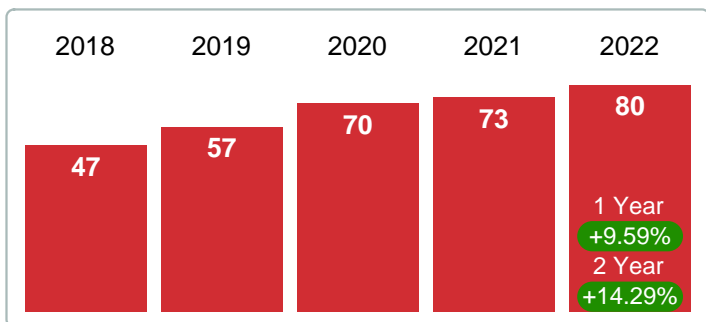
PENDING LISTINGS

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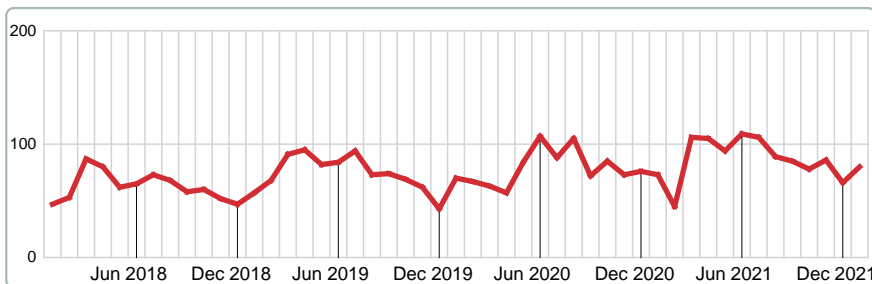
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

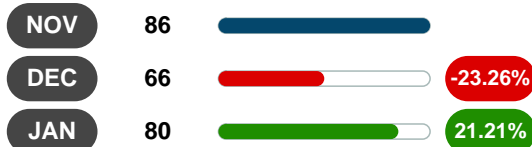


3 MONTHS

5 year JAN AVG = 65

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at **80**
above the 5 yr JAN average of **65**



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	3.75%	40.3	2	1	0	0
\$50,001 - \$75,000	9	11.25%	6.1	4	5	0	0
\$75,001 - \$125,000	14	17.50%	17.9	2	11	1	0
\$125,001 - \$175,000	17	21.25%	22.6	1	13	3	0
\$175,001 - \$225,000	13	16.25%	23.1	0	7	5	1
\$225,001 - \$325,000	16	20.00%	28.9	0	3	13	0
\$325,001 and up	8	10.00%	49.3	0	2	5	1
Total Pending Units	80			9	42	27	2
Total Pending Volume	14,879,590	100%	24.9	694.90K	6.81M	6.81M	564.00K
Average Listing Price	\$187,526			\$77,211	\$162,052	\$252,389	\$282,000

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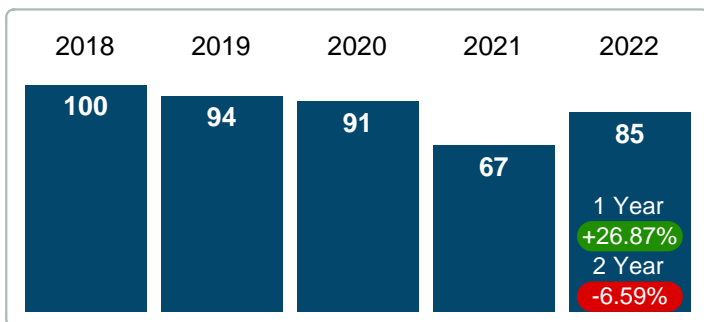
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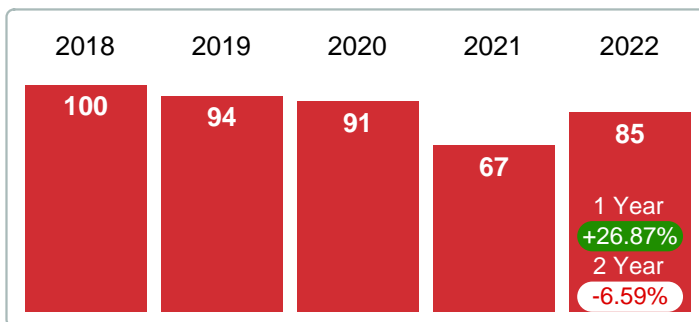
NEW LISTINGS

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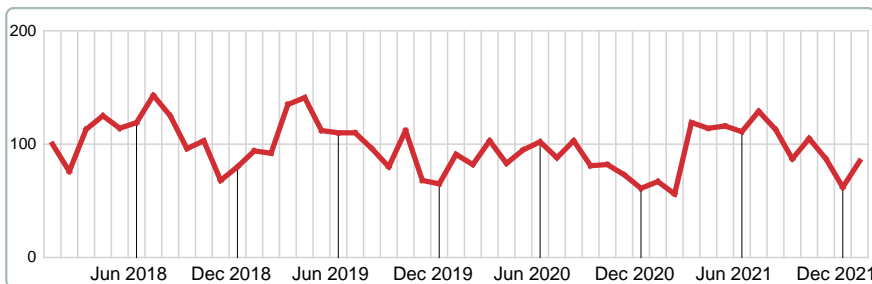
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 87

High Jul 2018 143 Low Feb 2021 56

New Listings this month at **85**
below the 5 yr JAN average of **87**



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	3	3.53%	2	1	0	0
\$50,001 - \$100,000	14	16.47%	4	10	0	0
\$100,001 - \$125,000	7	8.24%	1	6	0	0
\$125,001 - \$200,000	26	30.59%	4	13	9	0
\$200,001 - \$225,000	6	7.06%	0	5	1	0
\$225,001 - \$300,000	20	23.53%	0	5	15	0
\$300,001 and up	9	10.59%	0	1	6	2
Total New Listed Units	85		11	41	31	2
Total New Listed Volume	16,555,510	100%	1.04M	6.10M	7.97M	1.45M
Average New Listed Listing Price	\$194,408		\$94,391	\$148,811	\$257,128	\$722,500

January 2022



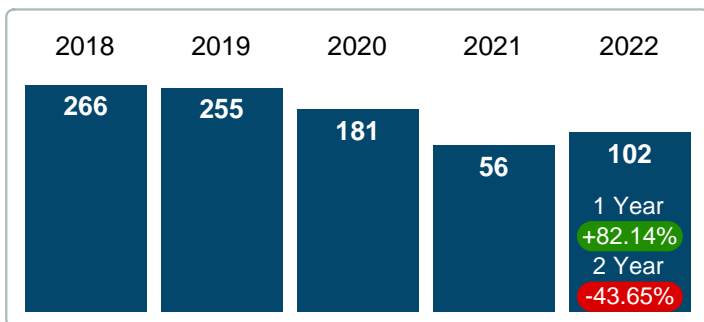
Area Delimited by County Of Washington - Residential Property Type



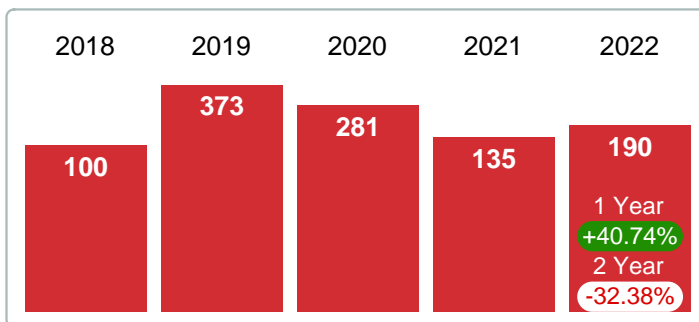
ACTIVE INVENTORY

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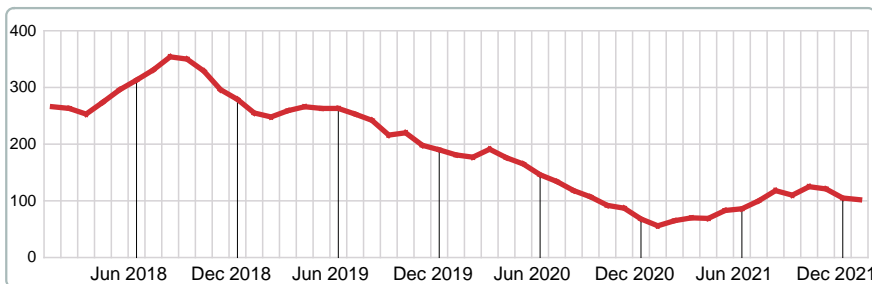
END OF JANUARY



ACTIVE DURING JANUARY

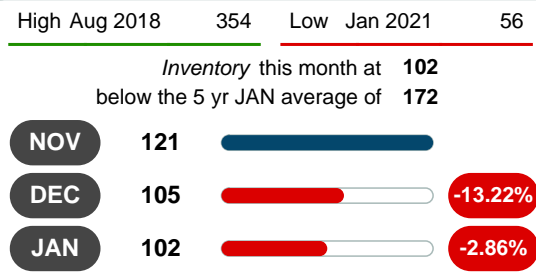


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 172



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	10	9.80%	104.0	6	4	0	0
\$50,001 - \$100,000	10	9.80%	97.2	5	5	0	0
\$100,001 - \$150,000	16	15.69%	44.8	2	11	2	1
\$150,001 - \$225,000	20	19.61%	50.7	1	11	8	0
\$225,001 - \$375,000	22	21.57%	53.6	0	8	13	1
\$375,001 - \$575,000	12	11.76%	94.8	0	2	9	1
\$575,001 and up	12	11.76%	98.9	3	3	3	3
Total Active Inventory by Units	102			17	44	35	6
Total Active Inventory by Volume	33,372,540	100%	71.0	5.80M	11.91M	11.80M	3.86M
Average Active Inventory Listing Price	\$327,182			\$340,988	\$270,773	\$337,066	\$644,067

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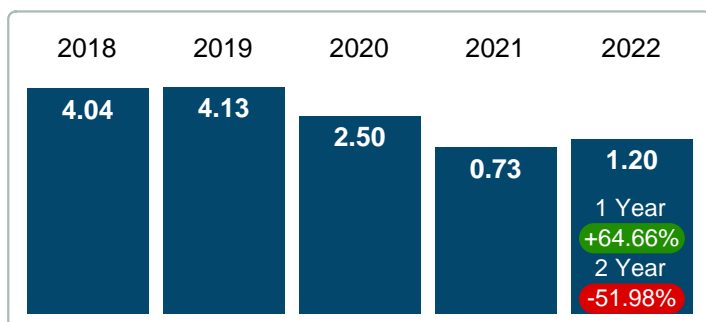
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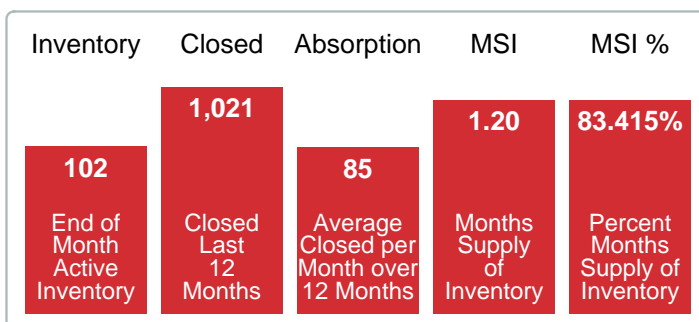
MONTHS SUPPLY of INVENTORY (MSI)

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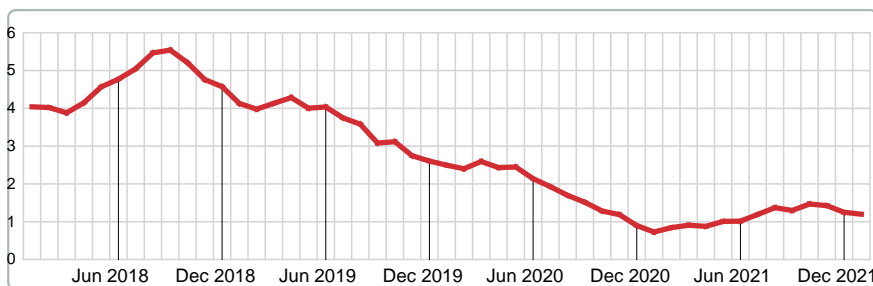
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022

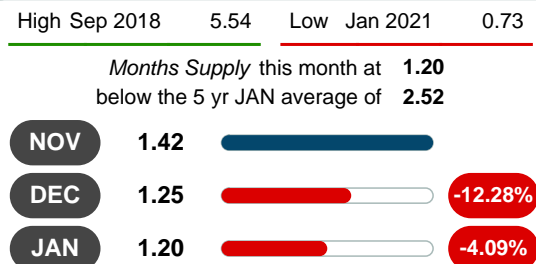


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 2.52



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	10	9.80%	1.88	2.48	1.50	0.00	0.00
\$50,001 - \$100,000	10	9.80%	0.66	1.15	0.52	0.00	0.00
\$100,001 - \$150,000	16	15.69%	0.89	0.96	0.78	1.14	0.00
\$150,001 - \$225,000	20	19.61%	0.84	1.33	0.73	1.16	0.00
\$225,001 - \$375,000	22	21.57%	1.21	0.00	1.48	1.22	0.57
\$375,001 - \$575,000	12	11.76%	4.00	0.00	2.40	6.35	1.50
\$575,001 and up	12	11.76%	7.58	0.00	9.00	3.60	7.20
Market Supply of Inventory (MSI)			1.20	1.69	0.91	1.52	1.57
Total Active Inventory by Units		100%	102	17	44	35	6

January 2022



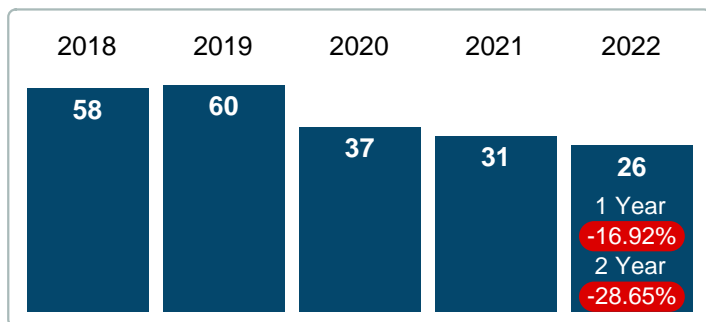
Area Delimited by County Of Washington - Residential Property Type



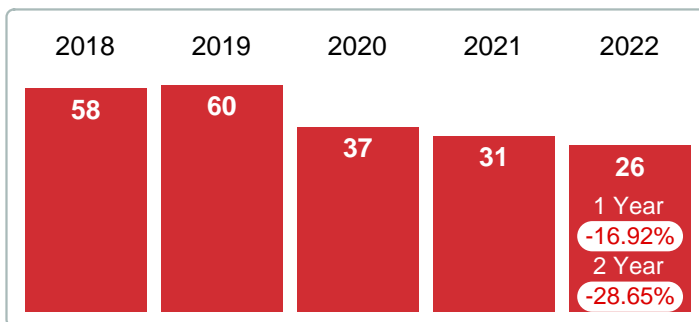
AVERAGE DAYS ON MARKET TO SALE

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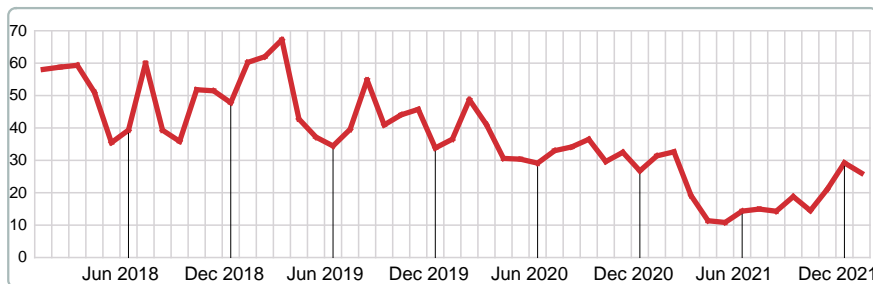
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

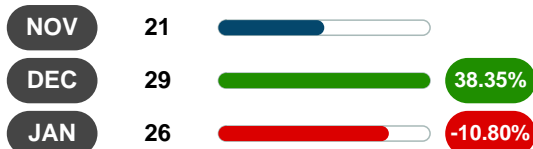


3 MONTHS

5 year JAN AVG = 42

High Mar 2019 67 Low May 2021 11

Average Days on Market to Sale this month at 26 below the 5 yr JAN average of 42



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
\$25,000 and less	3.90%	57	7	156	0	0
\$25,001 - \$75,000	14.29%	41	19	60	0	0
\$75,001 - \$125,000	15.58%	17	2	22	1	0
\$125,001 - \$175,000	25.97%	20	5	24	15	0
\$175,001 - \$200,000	10.39%	11	7	8	37	0
\$200,001 - \$250,000	16.88%	30	0	43	20	0
\$250,001 and up	12.99%	30	0	48	19	10
Average Closed DOM		26				
Total Closed Units	100%	26	11	43	22	1
Total Closed Volume		12,772,570	879.08K	6.63M	4.98M	280.00K

January 2022



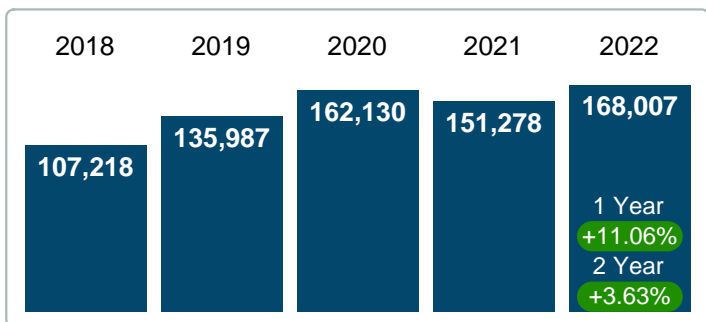
Area Delimited by County Of Washington - Residential Property Type



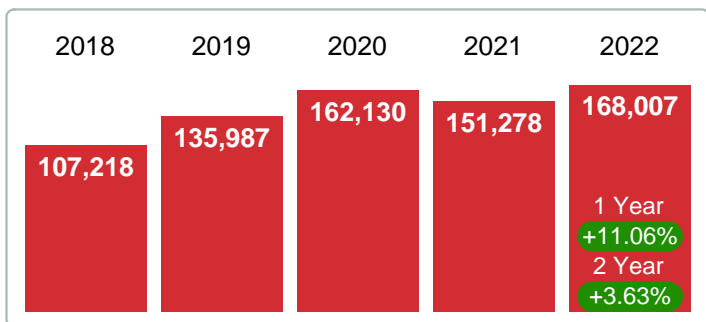
AVERAGE LIST PRICE AT CLOSING

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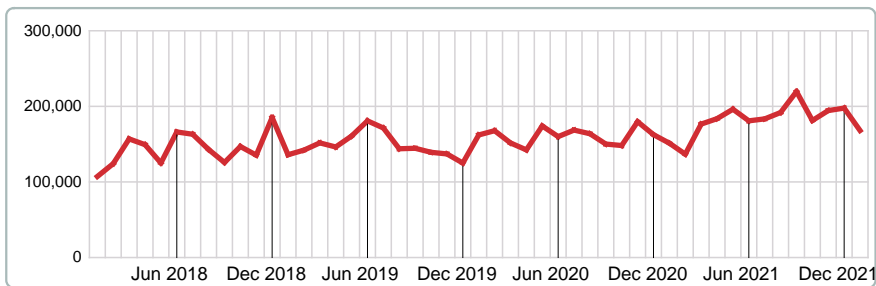
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

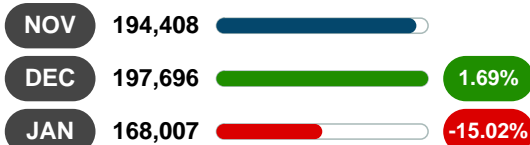


3 MONTHS

5 year JAN AVG = 144,924

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

Average List Price at Closing this month at **168,007** above the 5 yr JAN average of **144,924**



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
\$25,000 and less	2.60%	23,450	27,500	21,900	0	0
\$25,001 - \$75,000	15.58%	54,108	53,980	58,233	0	0
\$75,001 - \$125,000	14.29%	101,673	112,000	101,044	115,000	0
\$125,001 - \$175,000	27.27%	149,462	155,000	151,873	152,200	0
\$175,001 - \$200,000	9.09%	188,614	199,900	180,983	209,000	0
\$200,001 - \$250,000	18.18%	226,396	0	226,462	228,824	0
\$250,001 and up	12.99%	349,340	0	333,225	372,200	299,500
Average List Price		168,007	82,164	156,485	227,471	299,500
Total Closed Units	100%	168,007	11	43	22	1
Total Closed Volume		12,936,540	903.80K	6.73M	5.00M	299.50K

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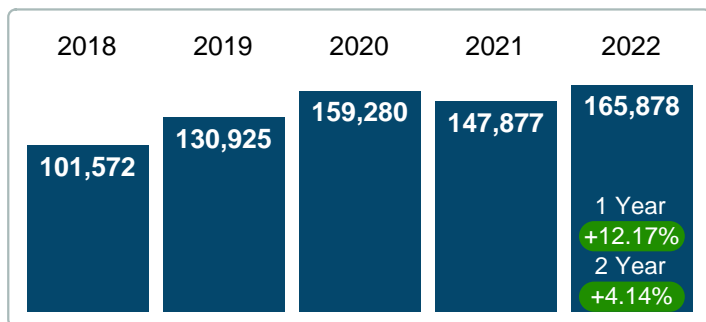
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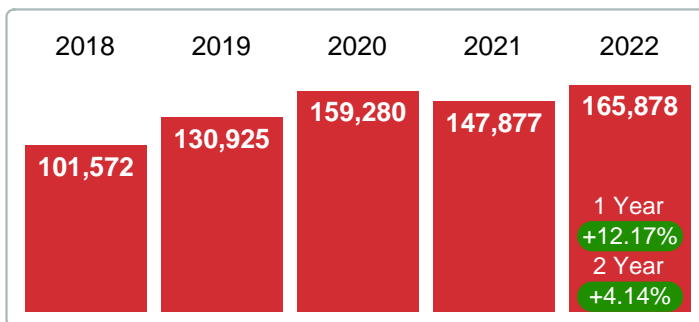
AVERAGE SOLD PRICE AT CLOSING

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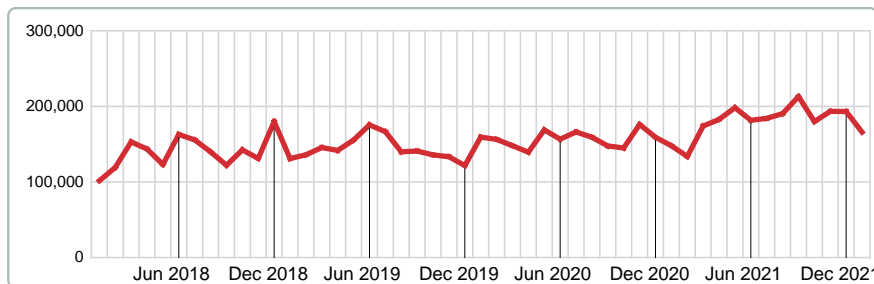
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

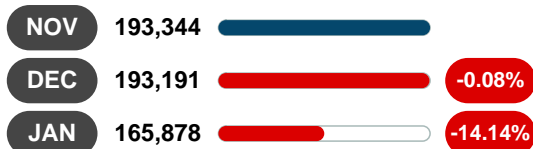


3 MONTHS

5 year JAN AVG = 141,106

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

Average Sold Price at Closing this month at **165,878**
above the 5 yr JAN average of **141,106**



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
\$25,000 and less	3.90%	22,833	25,000	18,500	0	0
\$25,001 - \$75,000	14.29%	51,845	52,080	51,650	0	0
\$75,001 - \$125,000	15.58%	101,617	117,500	96,600	115,000	0
\$125,001 - \$175,000	25.97%	151,620	155,000	149,818	153,675	0
\$175,001 - \$200,000	10.39%	187,991	178,680	187,708	199,000	0
\$200,001 - \$250,000	16.88%	229,349	0	226,795	231,539	0
\$250,001 and up	12.99%	339,650	0	325,000	363,300	280,000
Average Sold Price		165,878	79,916	154,252	226,394	280,000
Total Closed Units	100%	165,878	11	43	22	1
Total Closed Volume		12,772,570	879.08K	6.63M	4.98M	280.00K

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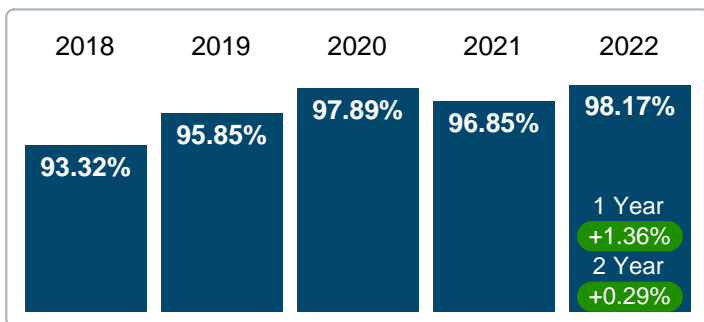
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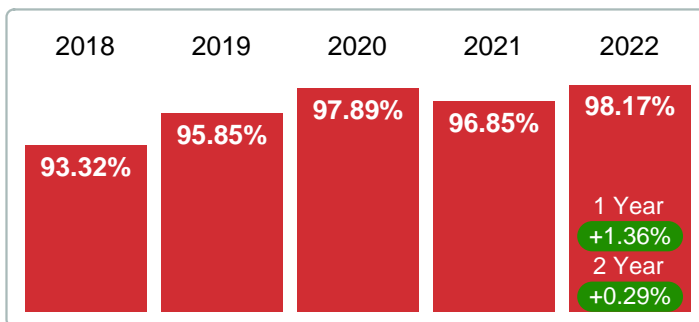
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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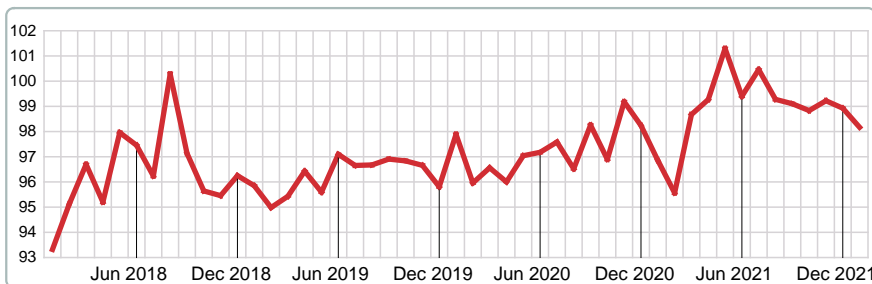
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

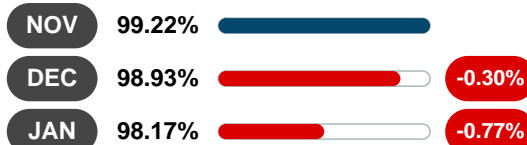


3 MONTHS

5 year JAN AVG = 96.42%

High May 2021 101.30% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **98.17%**
above the 5 yr JAN average of **96.42%**



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
\$25,000 and less	3	3.90%	89.27%	91.67%	84.47%	0.00%	0.00%
\$25,001 - \$75,000	11	14.29%	93.00%	95.98%	90.52%	0.00%	0.00%
\$75,001 - \$125,000	12	15.58%	98.30%	104.97%	96.63%	100.00%	0.00%
\$125,001 - \$175,000	20	25.97%	99.70%	100.00%	98.73%	101.00%	0.00%
\$175,001 - \$200,000	8	10.39%	101.12%	89.38%	104.06%	95.22%	0.00%
\$200,001 - \$250,000	13	16.88%	100.75%	0.00%	100.19%	101.22%	0.00%
\$250,001 and up	10	12.99%	97.58%	0.00%	97.24%	98.67%	93.49%
Average Sold/List Ratio		98.20%		96.60%	97.62%	100.23%	93.49%
Total Closed Units		77	100%	11	43	22	1
Total Closed Volume		12,772,570		879.08K	6.63M	4.98M	280.00K

January 2022



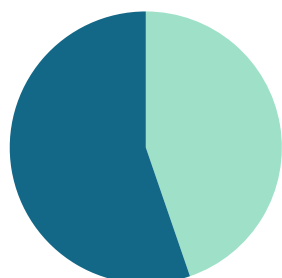
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

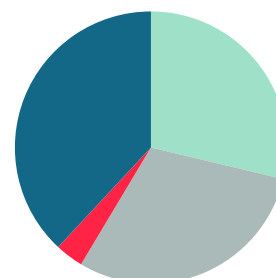


Inventory
 New Listings
85 = 44.74%
 Start Inventory
105
 Total Inventory Units
190
 Volume
\$53,361,130

Market Activity

Closed Sales
77 = 28.73%
 Pending Sales
80 = 29.85%
 Other Off Market
9 = 3.36%
 Active Inventory
102 = 38.06%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	64	77	20.31%	64	77	20.31%
Pending Sales	73	80	9.59%	73	80	9.59%
New Listings	67	85	26.87%	67	85	26.87%
Average List Price	151,278	168,007	11.06%	151,278	168,007	11.06%
Average Sale Price	147,877	165,878	12.17%	147,877	165,878	12.17%
Average Percent of Selling Price to List Price	96.85%	98.17%	1.36%	96.85%	98.17%	1.36%
Average Days on Market to Sale	31.38	26.06	-16.92%	31.38	26.06	-16.92%
Monthly Inventory	56	102	82.14%	56	102	82.14%
Months Supply of Inventory	0.73	1.20	64.66%	0.73	1.20	64.66%

Absorption: Last 12 months, an Average of **85** Sales/Month

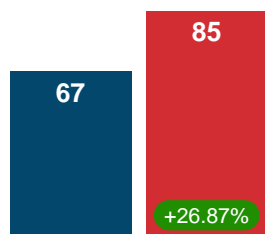
Inventory on January 31, 2022 = **102**

2021 **2022**

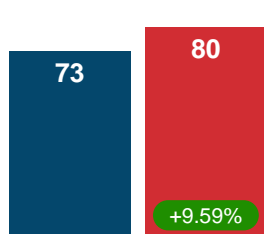
JANUARY MARKET

AVERAGE PRICES

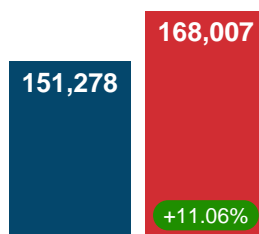
New Listings



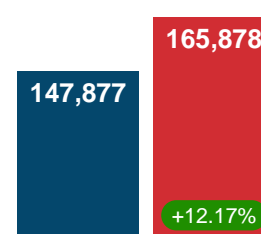
Pending Listings



List Price



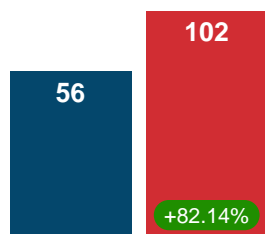
Sale Price



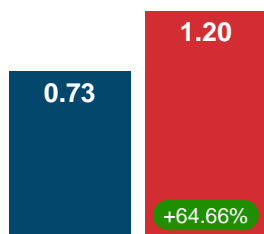
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

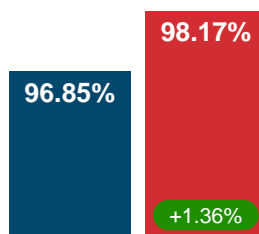
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

