

January 2022



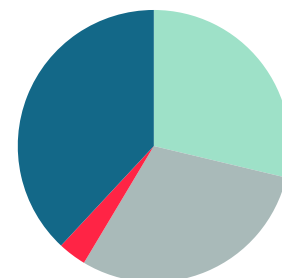
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	131,200	155,000	18.14%
Median Sale Price	125,000	156,000	24.80%
Median Percent of Selling Price to List Price	98.75%	100.00%	1.27%
Median Days on Market to Sale	18.50	10.00	-45.95%
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.

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 **24.80%** in January 2022 to \$156,000 versus the previous year at \$125,000.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 8.50 days or **45.95%** in January 2022 compared to last year's same month at **18.50** DOM.

Sales Success for January 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 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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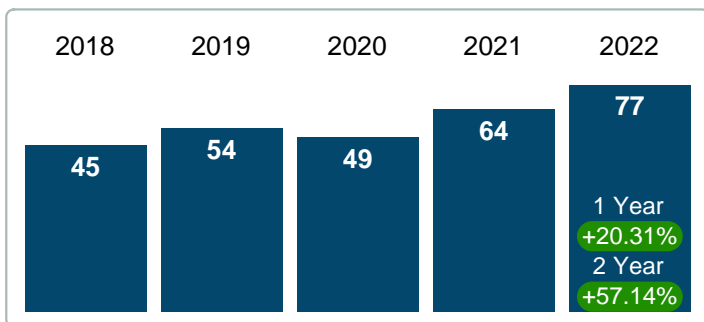
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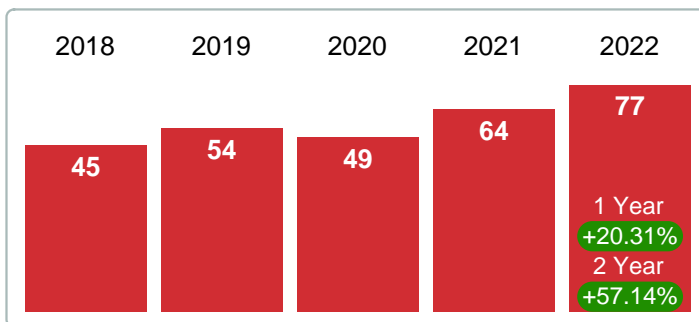
CLOSED LISTINGS

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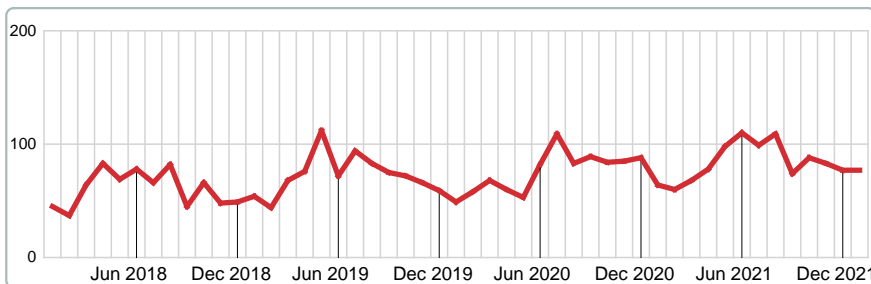
JANUARY



YEAR TO DATE (YTD)

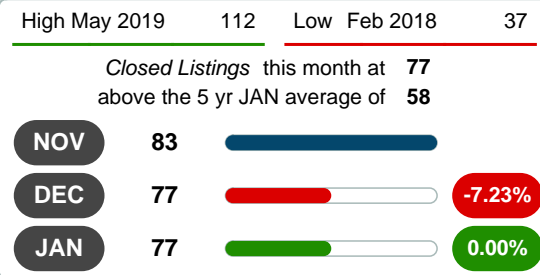


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 58



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	3.90%	13.0	2	1	0	0
\$25,001 - \$75,000	11	14.29%	6.0	5	6	0	0
\$75,001 - \$125,000	12	15.58%	10.0	2	9	1	0
\$125,001 - \$175,000	20	25.97%	5.5	1	11	8	0
\$175,001 - \$200,000	8	10.39%	7.0	1	6	1	0
\$200,001 - \$250,000	13	16.88%	11.0	0	6	7	0
\$250,001 and up	10	12.99%	14.0	0	4	5	1
Total Closed Units	77			11	43	22	1
Total Closed Volume	12,772,570	100%	10.0	879.08K	6.63M	4.98M	280.00K
Median Closed Price	\$156,000			\$60,000	\$154,500	\$223,650	\$280,000

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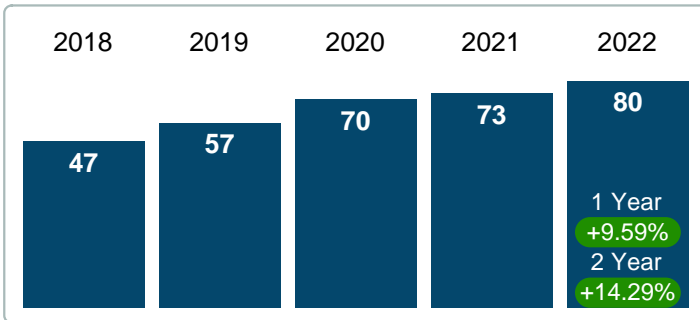
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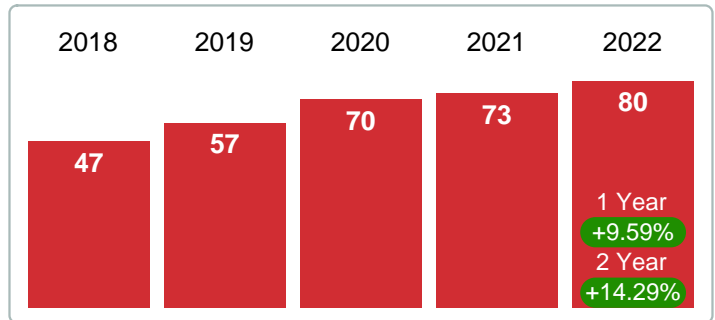
PENDING LISTINGS

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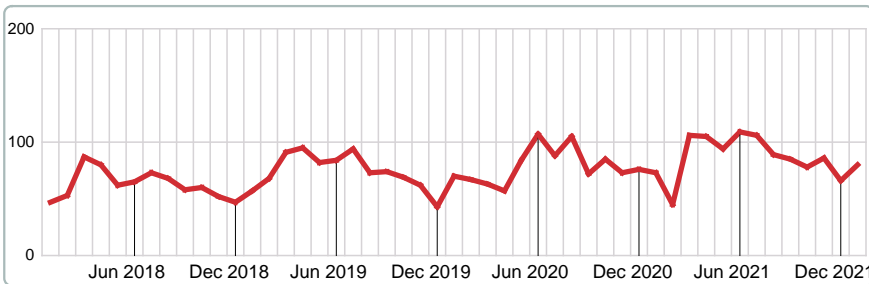
JANUARY



YEAR TO DATE (YTD)

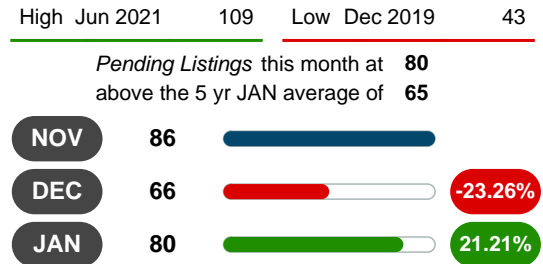


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 65



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	3	3.75%	50.0	2	1	0	0
\$50,001 - \$75,000	9	11.25%	5.0	4	5	0	0
\$75,001 - \$125,000	14	17.50%	6.5	2	11	1	0
\$125,001 - \$175,000	17	21.25%	11.0	1	13	3	0
\$175,001 - \$225,000	13	16.25%	13.0	0	7	5	1
\$225,001 - \$325,000	16	20.00%	8.0	0	3	13	0
\$325,001 and up	8	10.00%	46.5	0	2	5	1
Total Pending Units	80			9	42	27	2
Total Pending Volume	14,879,590	100%	11.0	694.90K	6.81M	6.81M	564.00K
Median Listing Price	\$174,500			\$65,000	\$141,000	\$255,840	\$282,000

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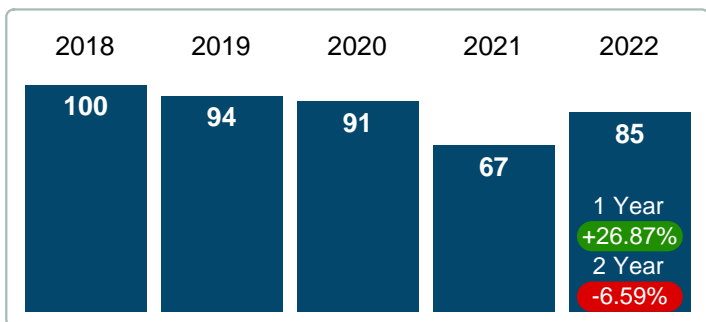
Area Delimited by County Of Washington - Residential Property Type



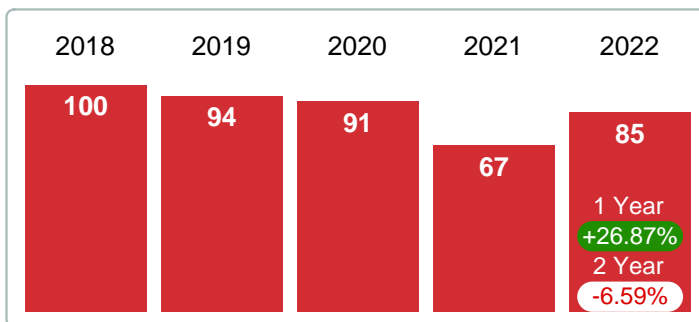
NEW LISTINGS

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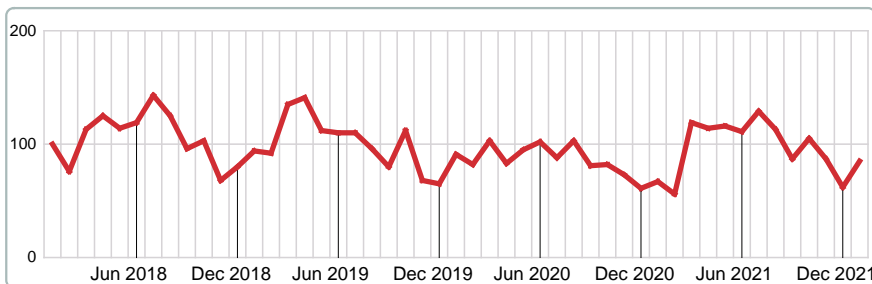
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

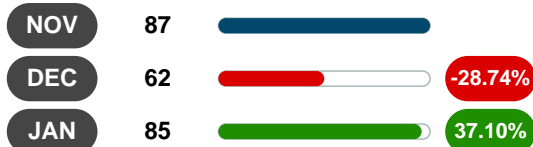


3 MONTHS

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
Median New Listed Listing Price	\$179,900		\$75,000	\$142,000	\$252,990	\$722,500

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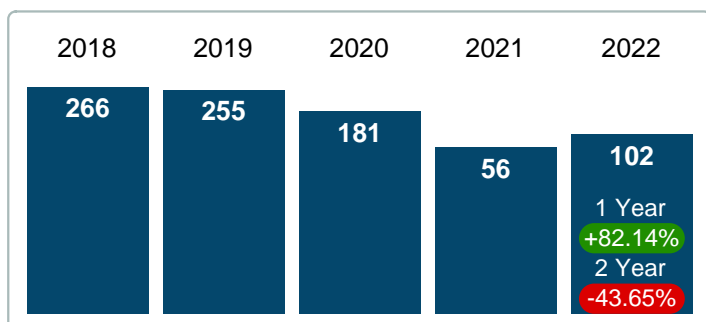
Area Delimited by County Of Washington - Residential Property Type



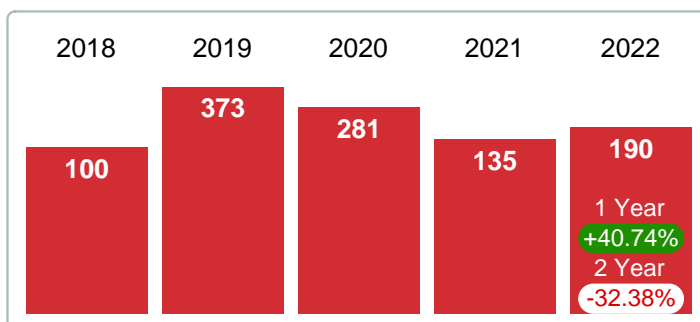
ACTIVE INVENTORY

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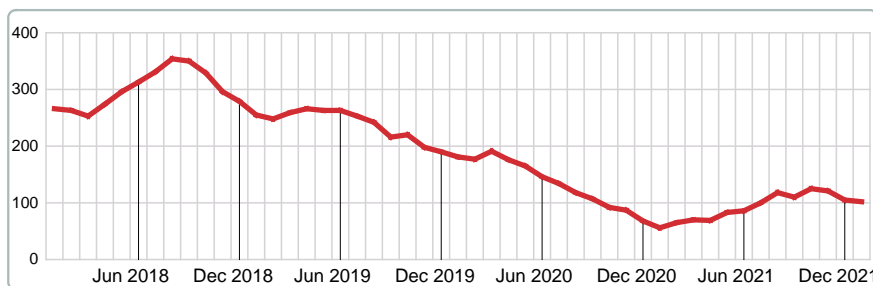
END OF JANUARY



ACTIVE DURING JANUARY

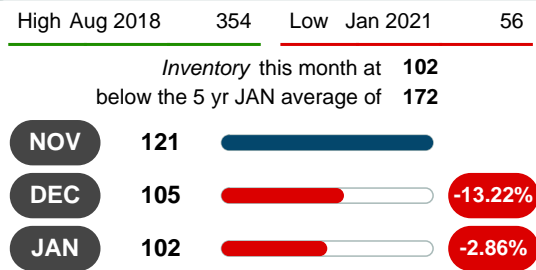


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 172



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	9.80%	108.0	6	4	0	0
\$50,001 - \$100,000	10	9.80%	78.0	5	5	0	0
\$100,001 - \$150,000	16	15.69%	26.5	2	11	2	1
\$150,001 - \$225,000	20	19.61%	24.5	1	11	8	0
\$225,001 - \$375,000	22	21.57%	48.5	0	8	13	1
\$375,001 - \$575,000	12	11.76%	70.0	0	2	9	1
\$575,001 and up	12	11.76%	114.0	3	3	3	3
Total Active Inventory by Units	102			17	44	35	6
Total Active Inventory by Volume	33,372,540	100%	62.0	5.80M	11.91M	11.80M	3.86M
Median Active Inventory Listing Price	\$217,490			\$59,500	\$160,450	\$256,990	\$607,500

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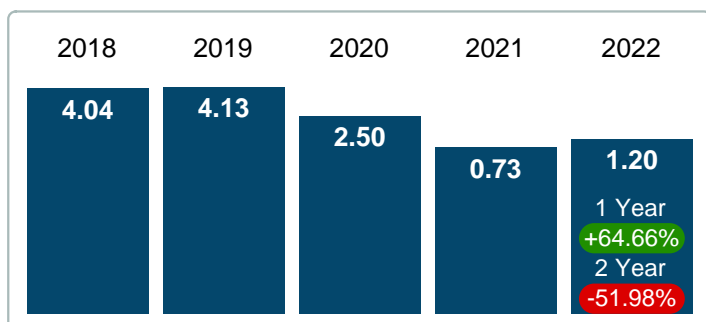
Area Delimited by County Of Washington - Residential Property Type



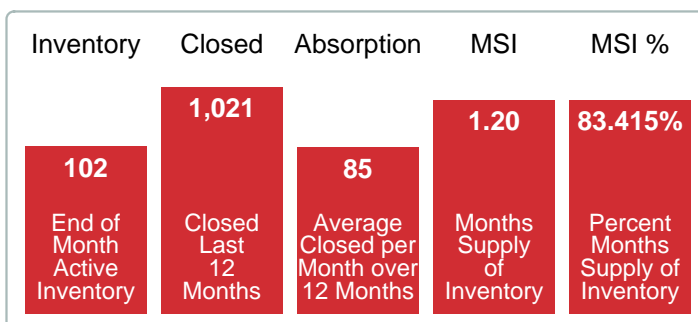
MONTHS SUPPLY of INVENTORY (MSI)

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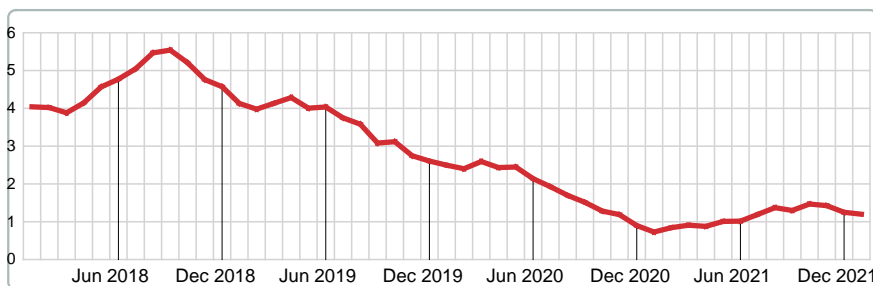
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022

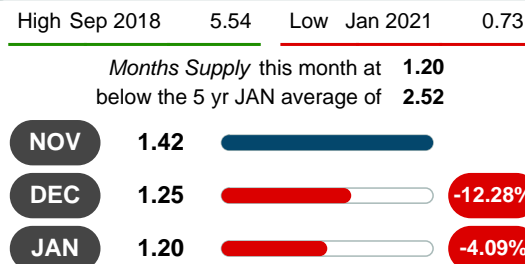


5 YEAR MARKET ACTIVITY TRENDS



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

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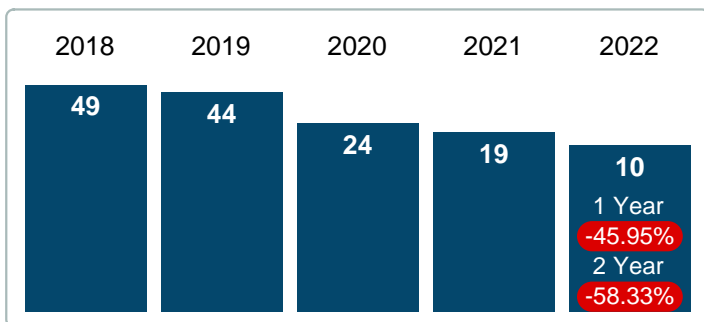
Area Delimited by County Of Washington - Residential Property Type



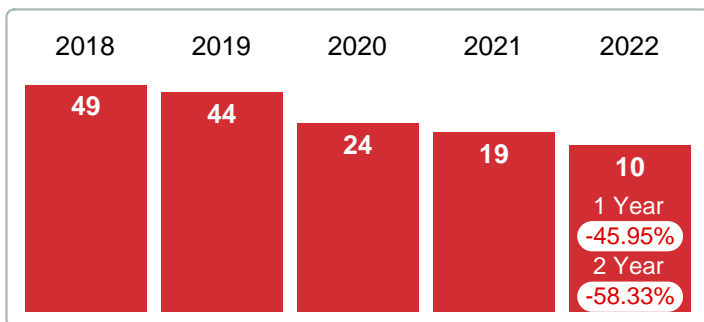
MEDIAN DAYS ON MARKET TO SALE

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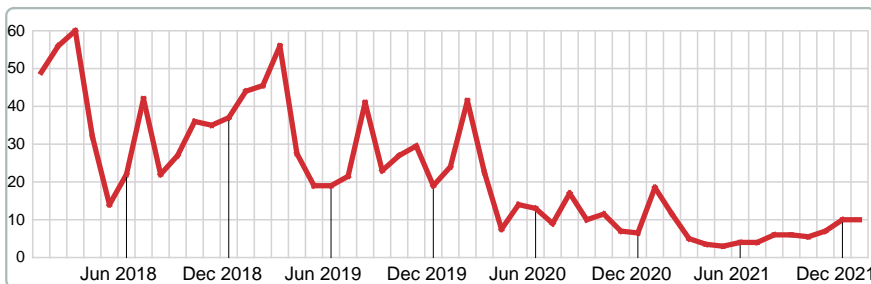
JANUARY



YEAR TO DATE (YTD)

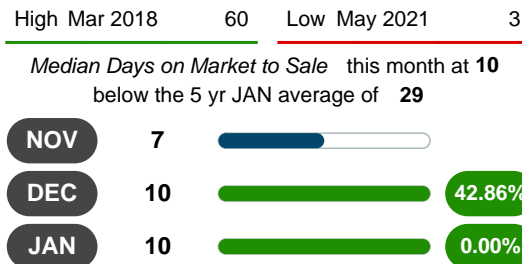


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 29



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
\$25,000 and less	3.90%	13	7	156	0	0
\$25,001 - \$75,000	14.29%	6	4	33	0	0
\$75,001 - \$125,000	15.58%	10	2	23	1	0
\$125,001 - \$175,000	25.97%	6	5	12	3	0
\$175,001 - \$200,000	10.39%	7	7	7	37	0
\$200,001 - \$250,000	16.88%	11	0	13	11	0
\$250,001 and up	12.99%	14	0	51	5	10
Median Closed DOM		10	4	12	7	10
Total Closed Units	100%	10.0	11	43	22	1
Total Closed Volume		12,772,570	879.08K	6.63M	4.98M	280.00K

January 2022



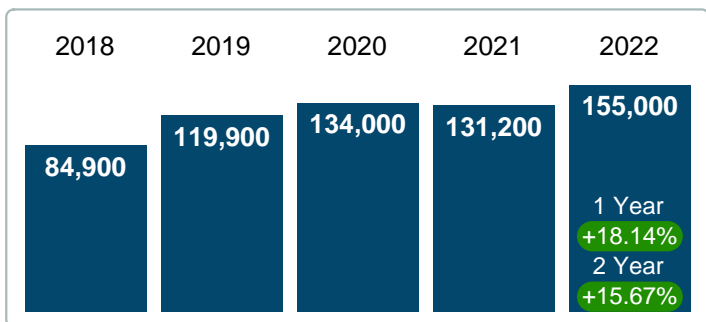
Area Delimited by County Of Washington - Residential Property Type



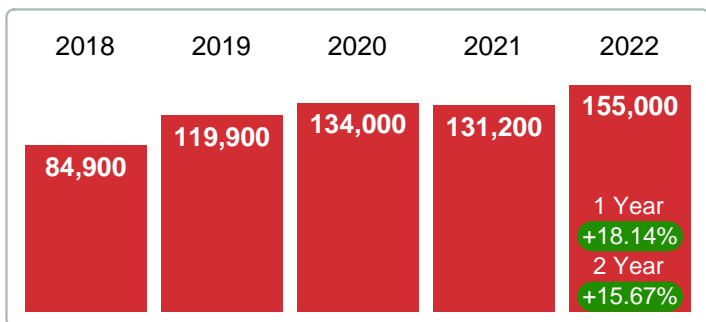
MEDIAN LIST PRICE AT CLOSING

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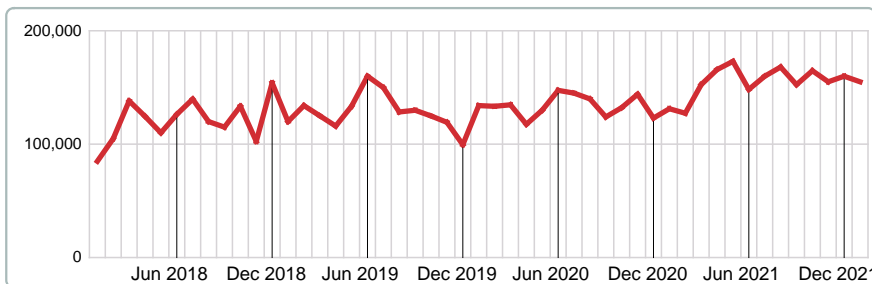
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

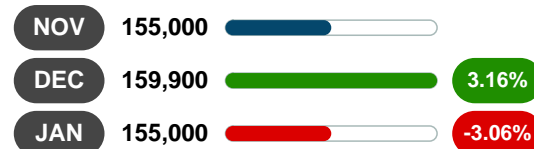


3 MONTHS

5 year JAN AVG = 125,000

High May 2021 173,000 Low Jan 2018 84,900

Median List Price at Closing this month at **155,000**
above the 5 yr JAN average of **125,000**



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
\$25,000 and less	2.60%	23,450	25,000	21,900	0	0
\$25,001 - \$75,000	15.58%	55,000	50,000	62,450	0	0
\$75,001 - \$125,000	14.29%	110,000	112,000	99,750	115,000	0
\$125,001 - \$175,000	27.27%	149,900	155,000	149,750	149,900	0
\$175,001 - \$200,000	9.09%	189,500	199,900	187,250	0	0
\$200,001 - \$250,000	18.18%	224,700	0	219,990	224,950	0
\$250,001 and up	12.99%	298,750	0	287,000	300,000	299,500
Median List Price		155,000	60,000	154,500	221,200	299,500
Total Closed Units	100%	155,000	11	43	22	1
Total Closed Volume		12,936,540	903.80K	6.73M	5.00M	299.50K

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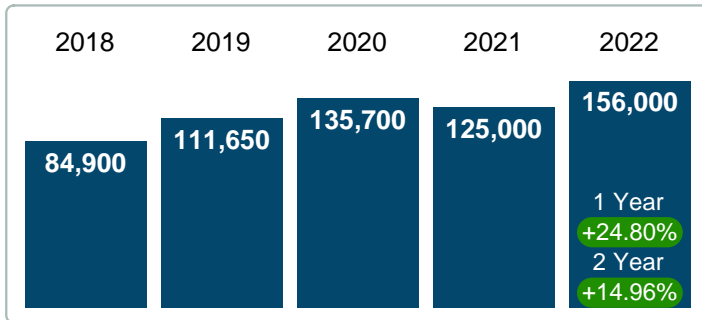
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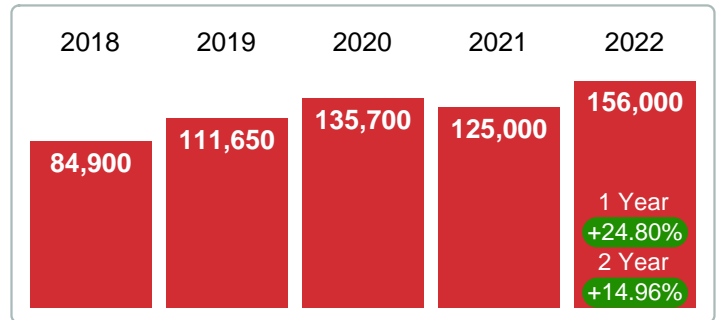
MEDIAN SOLD PRICE AT CLOSING

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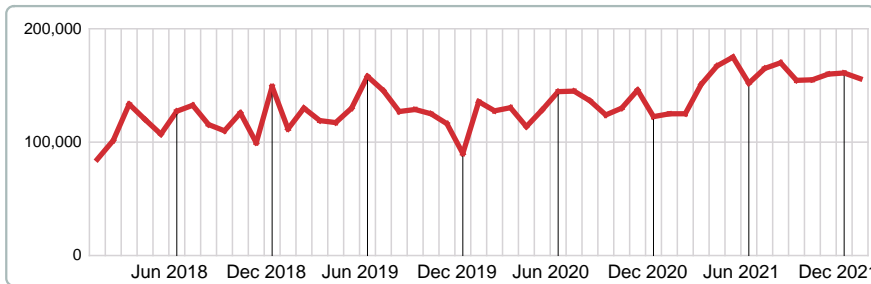
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

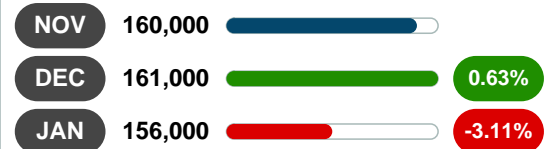


3 MONTHS

5 year JAN AVG = 122,650

High May 2021 175,000 Low Jan 2018 84,900

Median Sold Price at Closing this month at **156,000** above the 5 yr JAN average of **122,650**



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
\$25,000 and less	3	3.90%	25,000	25,000	18,500	0	0
\$25,001 - \$75,000	11	14.29%	52,500	52,500	51,500	0	0
\$75,001 - \$125,000	12	15.58%	106,500	117,500	96,500	115,000	0
\$125,001 - \$175,000	20	25.97%	154,750	155,000	154,500	152,500	0
\$175,001 - \$200,000	8	10.39%	190,000	178,680	190,000	199,000	0
\$200,001 - \$250,000	13	16.88%	228,490	0	222,490	230,000	0
\$250,001 and up	10	12.99%	288,750	0	277,500	315,000	280,000
Median Sold Price			156,000	60,000	154,500	223,650	280,000
Total Closed Units		100%	156,000	11	43	22	1
Total Closed Volume			12,772,570	879.08K	6.63M	4.98M	280.00K

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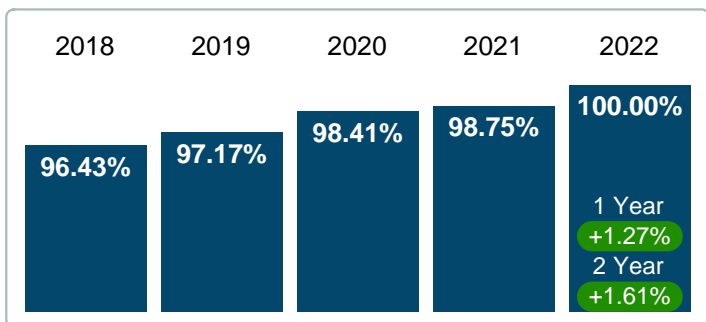
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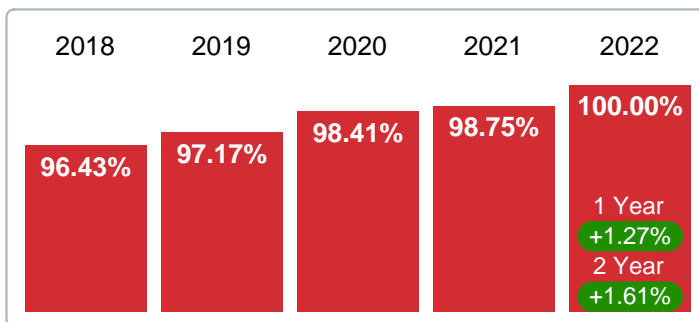
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 98.15%

High Jan 2022 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JAN average of **98.15%**

NOV 100.00% ✓
DEC 100.00% ✓ 0.00%
JAN 100.00% ✓ 0.00%

DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	3.90%	84.47%	91.67%	84.47%	0.00%	0.00%
\$25,001 - \$75,000	11	14.29%	100.00%	100.00%	93.64%	0.00%	0.00%
\$75,001 - \$125,000	12	15.58%	100.00%	104.97%	100.00%	100.00%	0.00%
\$125,001 - \$175,000	20	25.97%	100.00%	100.00%	100.00%	100.00%	0.00%
\$175,001 - \$200,000	8	10.39%	101.89%	89.38%	104.13%	95.22%	0.00%
\$200,001 - \$250,000	13	16.88%	100.00%	0.00%	100.00%	100.00%	0.00%
\$250,001 and up	10	12.99%	98.68%	0.00%	98.68%	100.00%	93.49%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	93.49%
Total Closed Units	77	100%	100.00%	11	43	22	1
Total Closed Volume	12,772,570			879.08K	6.63M	4.98M	280.00K

January 2022



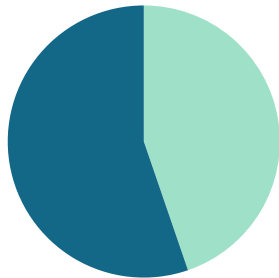
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

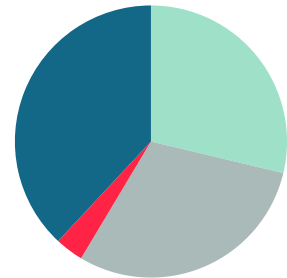


Inventory
 New Listings
85 = 44.74%
 Start Inventory
105
 Total Inventory Units
190
 Volume
\$53,361,130

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%
Median List Price	131,200	155,000	18.14%	131,200	155,000	18.14%
Median Sale Price	125,000	156,000	24.80%	125,000	156,000	24.80%
Median Percent of Selling Price to List Price	98.75%	100.00%	1.27%	98.75%	100.00%	1.27%
Median Days on Market to Sale	18.50	10.00	-45.95%	18.50	10.00	-45.95%
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

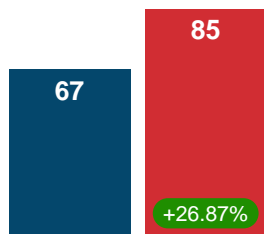
Inventory on January 31, 2022 = **102**

2021 **2022**

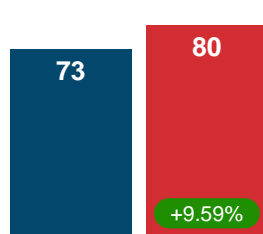
JANUARY MARKET

MEDIAN PRICES

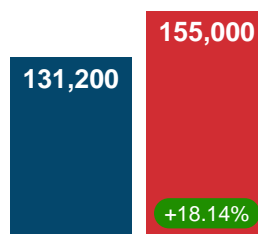
New Listings



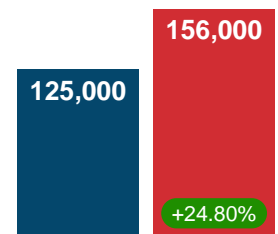
Pending Listings



List Price



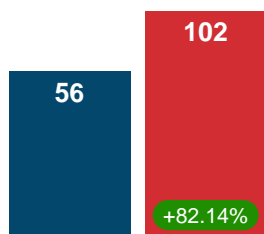
Sale Price



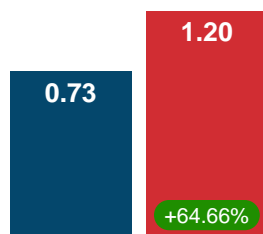
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

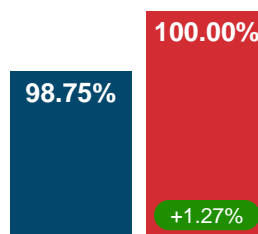
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

