

July 2022



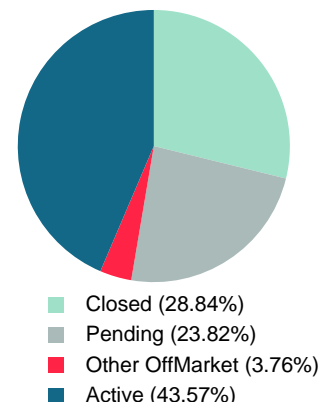
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	July 2022	+/-%
Closed Listings	99	92	-7.07%
Pending Listings	106	76	-28.30%
New Listings	129	101	-21.71%
Average List Price	183,400	214,839	17.14%
Average Sale Price	184,087	212,519	15.45%
Average Percent of Selling Price to List Price	100.46%	99.46%	-1.00%
Average Days on Market to Sale	14.96	16.80	12.33%
End of Month Inventory	100	139	39.00%
Months Supply of Inventory	1.19	1.63	36.56%



Absorption: Last 12 months, an Average of **85** Sales/Month
Active Inventory as of July 31, 2022 = **139**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2022 rose **39.00%** to 139 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 **1.63** 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 **15.45%** in July 2022 to \$212,519 versus the previous year at \$184,087.

Average Days on Market Lengthens

The average number of **16.80** days that homes spent on the market before selling increased by 1.84 days or **12.33%** in July 2022 compared to last year's same month at **14.96** DOM.

Sales Success for July 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 101 New Listings in July 2022, down **21.71%** from last year at 129. Furthermore, there were 92 Closed Listings this month versus last year at 99, a **-7.07%** decrease.

Closed versus Listed trends yielded a **91.1%** ratio, up from previous year's, July 2021, at **76.7%**, a **18.69%** 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

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

July 2022



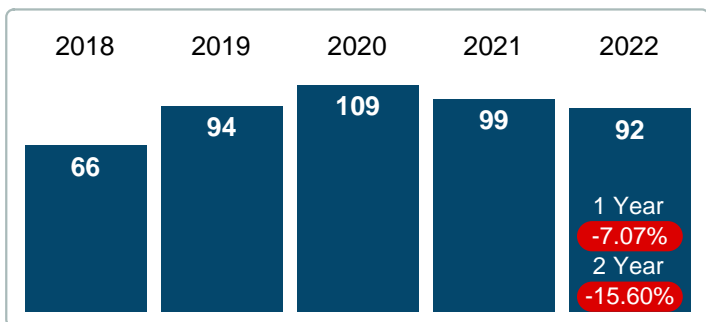
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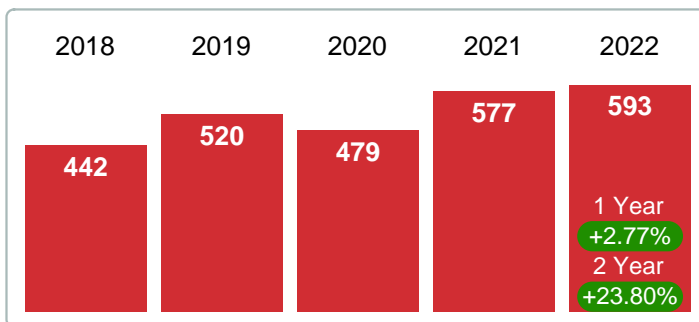
CLOSED LISTINGS

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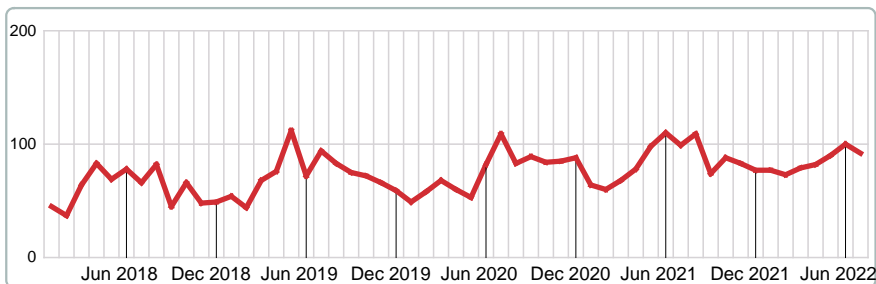
JULY



YEAR TO DATE (YTD)

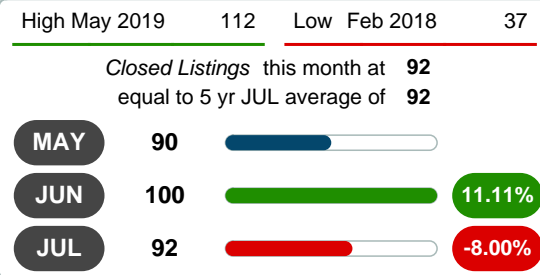


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 92



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	7	7.61%	15.1	4	3	0	0
\$75,001 - \$100,000	9	9.78%	7.9	1	8	0	0
\$100,001 - \$150,000	18	19.57%	7.4	3	14	1	0
\$150,001 - \$225,000	20	21.74%	7.6	1	14	4	1
\$225,001 - \$275,000	15	16.30%	31.3	0	3	12	0
\$275,001 - \$325,000	9	9.78%	4.3	0	1	8	0
\$325,001 and up	14	15.22%	41.2	0	2	11	1
Total Closed Units	92			9	45	36	2
Total Closed Volume	19,551,737	100%	16.8	870.50K	7.11M	10.79M	775.00K
Average Closed Price	\$212,519			\$96,722	\$158,066	\$299,813	\$387,500

July 2022



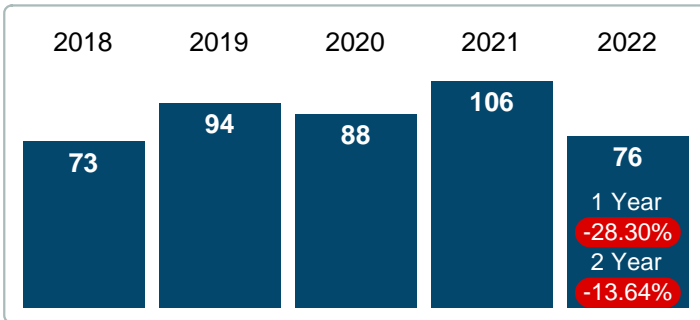
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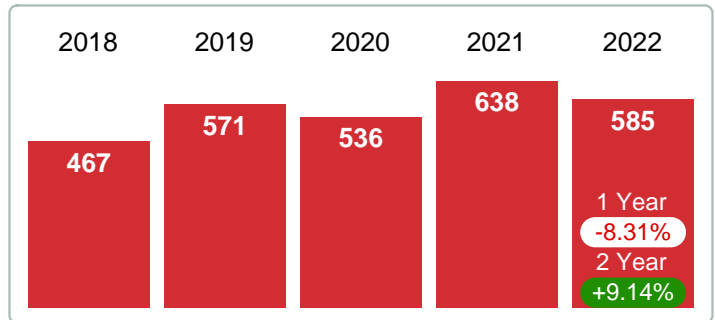
PENDING LISTINGS

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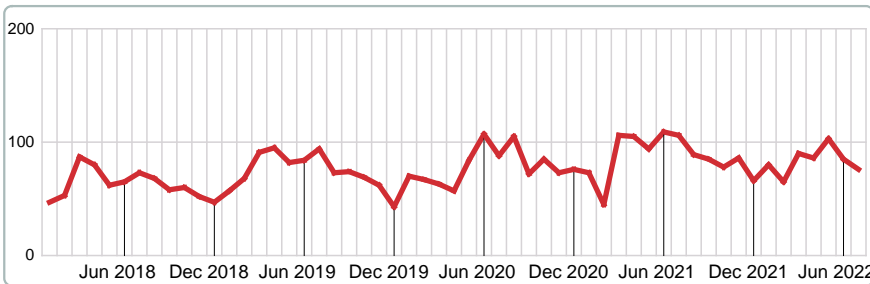
JULY



YEAR TO DATE (YTD)

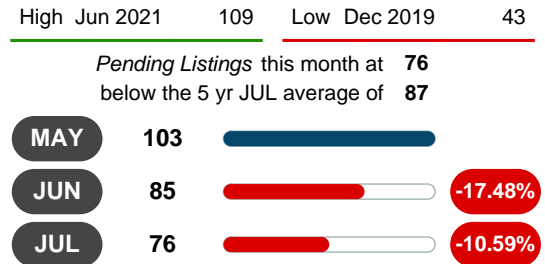


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 87



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	8	10.53%	22.3	6	2	0	0
\$75,001 - \$100,000	4	5.26%	18.0	1	3	0	0
\$100,001 - \$150,000	15	19.74%	16.9	5	9	1	0
\$150,001 - \$200,000	16	21.05%	13.2	1	12	3	0
\$200,001 - \$250,000	13	17.11%	26.0	0	6	5	2
\$250,001 - \$350,000	12	15.79%	15.9	0	4	8	0
\$350,001 and up	8	10.53%	50.5	0	3	4	1
Total Pending Units	76			13	39	21	3
Total Pending Volume	16,243,070	100%	21.7	1.23M	7.73M	6.27M	1.01M
Average Listing Price	\$213,725			\$94,977	\$198,202	\$298,361	\$337,633

July 2022



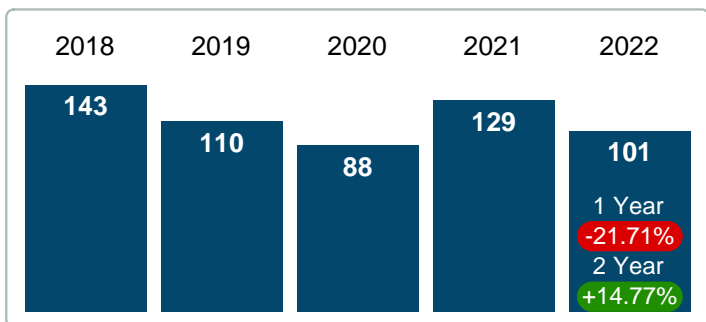
Area Delimited by County Of Washington - Residential Property Type



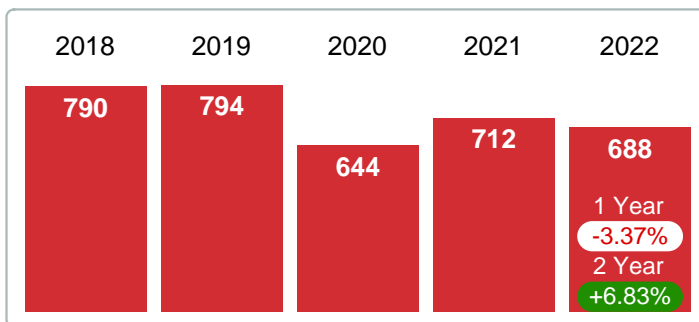
NEW LISTINGS

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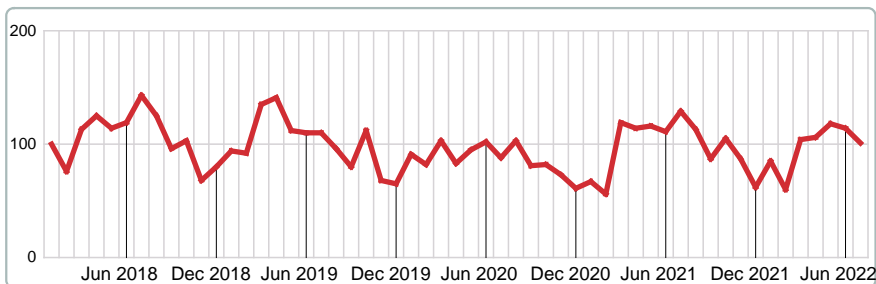
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 114

High Jul 2018 143 Low Feb 2021 56

New Listings this month at 101
below the 5 yr JUL average of 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	9	8.91%	4	5	0	0
\$75,001 - \$100,000	7	6.93%	3	3	1	0
\$100,001 - \$150,000	18	17.82%	2	16	0	0
\$150,001 - \$200,000	20	19.80%	1	15	4	0
\$200,001 - \$250,000	20	19.80%	0	11	7	2
\$250,001 - \$325,000	16	15.84%	0	7	9	0
\$325,001 and up	11	10.89%	1	4	4	2
Total New Listed Units	101		11	61	25	4
Total New Listed Volume	21,589,770	100%	1.77M	11.46M	6.97M	1.39M
Average New Listed Listing Price	\$207,625		\$161,027	\$187,803	\$278,824	\$347,975

July 2022



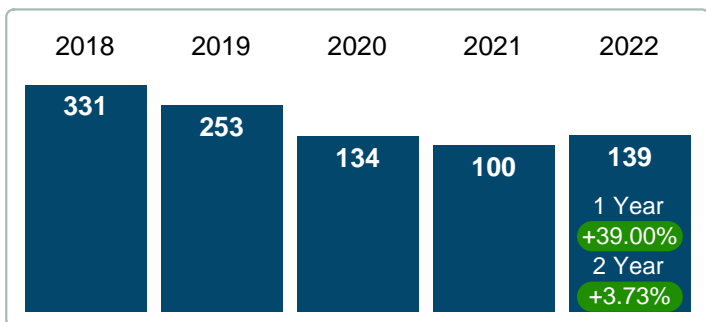
Area Delimited by County Of Washington - Residential Property Type



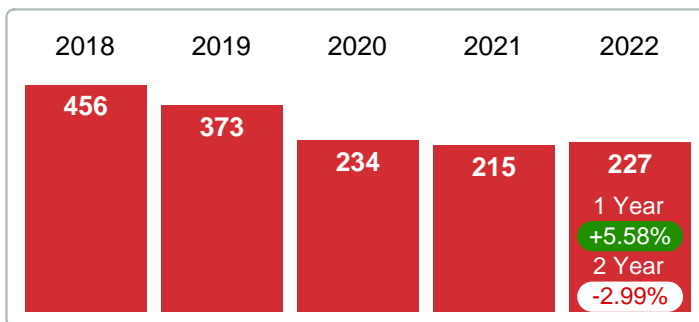
ACTIVE INVENTORY

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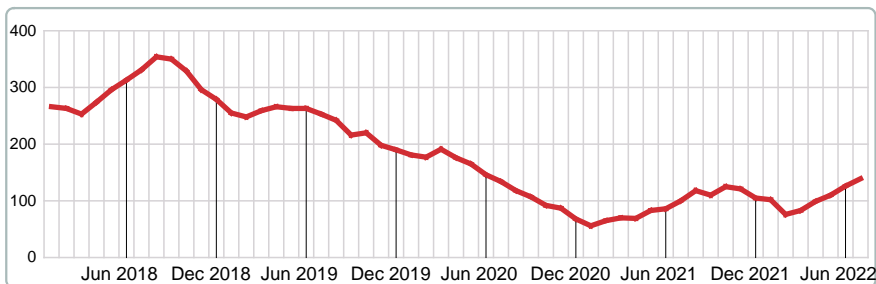
END OF JULY



ACTIVE DURING JULY

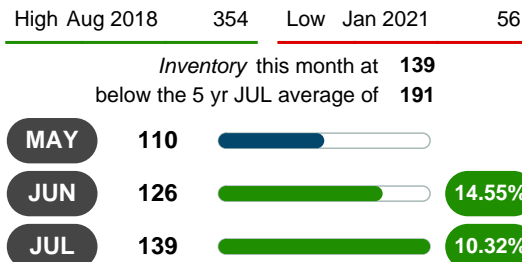


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 191



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	8	5.76%	67.8	1	6	1	0
\$50,001 - \$100,000	16	11.51%	50.1	5	9	2	0
\$100,001 - \$150,000	21	15.11%	49.9	5	13	3	0
\$150,001 - \$225,000	33	23.74%	50.4	1	22	10	0
\$225,001 - \$250,000	18	12.95%	57.2	0	14	3	1
\$250,001 - \$400,000	30	21.58%	54.4	1	9	16	4
\$400,001 and up	13	9.35%	58.1	1	6	5	1
Total Active Inventory by Units	139			14	79	40	6
Total Active Inventory by Volume	32,048,489	100%	53.7	2.26M	16.79M	11.00M	2.00M
Average Active Inventory Listing Price	\$230,565			\$161,429	\$212,498	\$275,084	\$332,967

July 2022



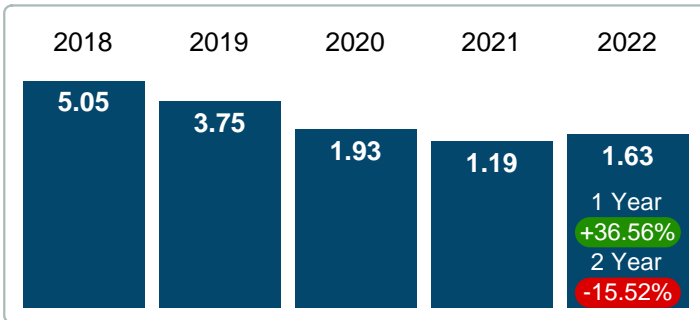
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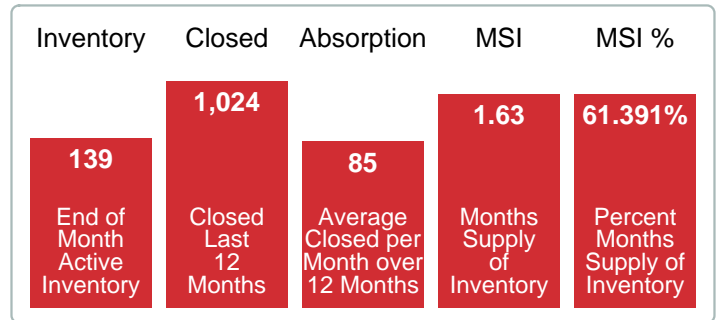
MONTHS SUPPLY of INVENTORY (MSI)

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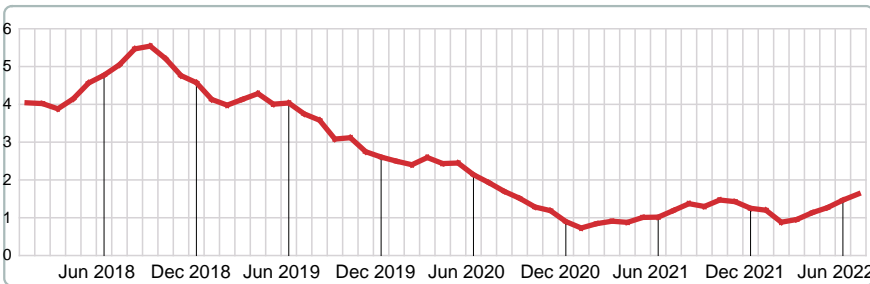
MSI FOR JULY



INDICATORS FOR JULY 2022

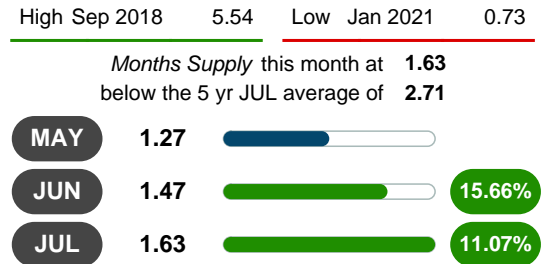


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 2.71



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	8	5.76%	1.81	0.46	2.88	6.00	0.00
\$50,001 - \$100,000	16	11.51%	1.14	1.03	1.09	2.18	0.00
\$100,001 - \$150,000	21	15.11%	1.21	1.82	1.02	1.57	0.00
\$150,001 - \$225,000	33	23.74%	1.45	1.33	1.42	1.69	0.00
\$225,001 - \$250,000	18	12.95%	2.67	0.00	4.80	0.90	3.00
\$250,001 - \$400,000	30	21.58%	2.07	6.00	3.09	1.54	4.00
\$400,001 and up	13	9.35%	2.40	0.00	4.24	1.67	1.00
Market Supply of Inventory (MSI)			1.63	1.29	1.72	1.56	2.00
Total Active Inventory by Units		100%	1.63	14	79	40	6

July 2022



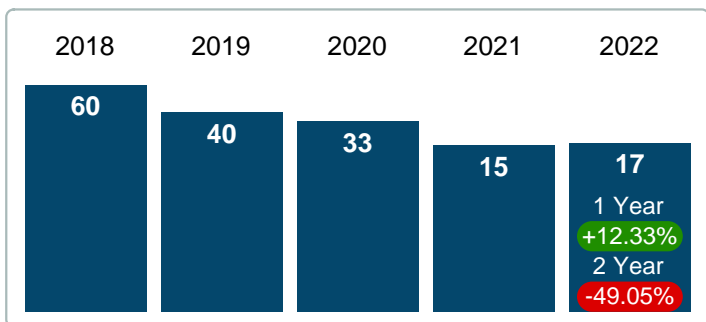
Area Delimited by County Of Washington - Residential Property Type



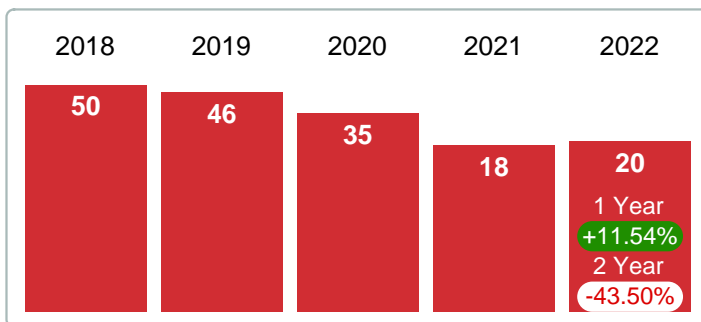
AVERAGE DAYS ON MARKET TO SALE

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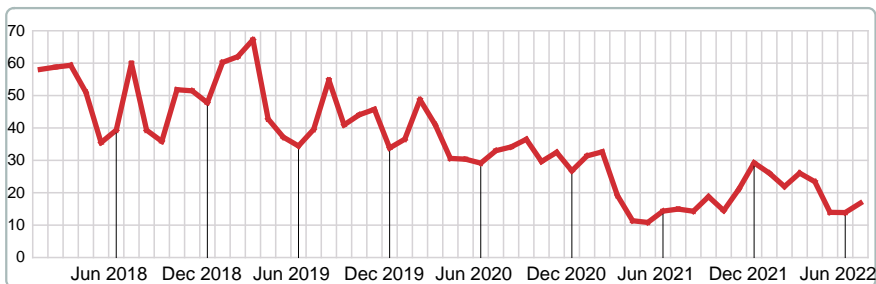
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 33

High Mar 2019 67 Low May 2021 11

Average Days on Market to Sale this month at 17 below the 5 yr JUL average of 33



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	7.61%	15	8	25	0	0
\$75,001 - \$100,000	9.78%	8	3	9	0	0
\$100,001 - \$150,000	19.57%	7	16	5	13	0
\$150,001 - \$225,000	21.74%	8	6	9	4	2
\$225,001 - \$275,000	16.30%	31	0	4	38	0
\$275,001 - \$325,000	9.78%	4	0	1	5	0
\$325,001 and up	15.22%	41	0	110	32	7
Average Closed DOM		17	10	13	24	5
Total Closed Units	100%	17	9	45	36	2
Total Closed Volume		19,551,737	870.50K	7.11M	10.79M	775.00K

July 2022



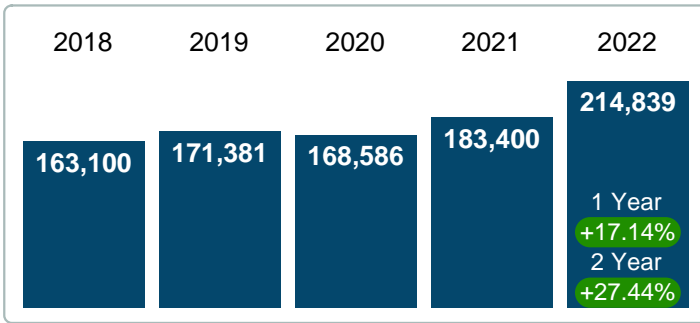
Area Delimited by County Of Washington - Residential Property Type



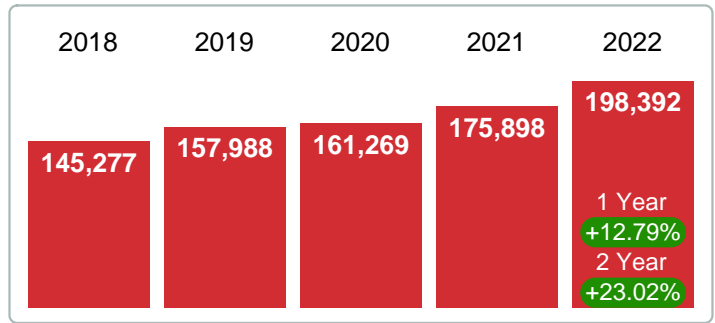
AVERAGE LIST PRICE AT CLOSING

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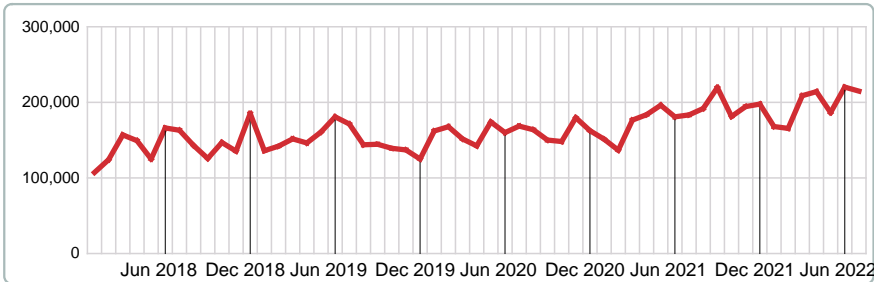
JULY



YEAR TO DATE (YTD)

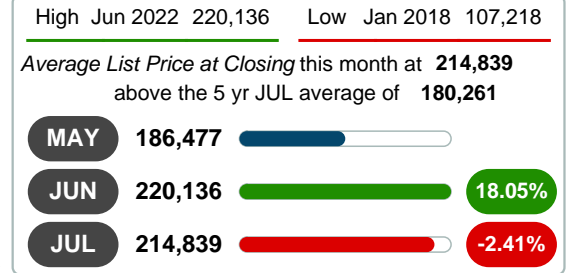


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 180,261



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	6.52%	63,317	65,225	72,667	0	0
\$75,001 - \$100,000	11.96%	91,663	94,500	89,987	0	0
\$100,001 - \$150,000	19.57%	126,611	109,967	127,257	112,500	0
\$150,001 - \$225,000	19.57%	188,106	190,000	189,485	175,000	223,000
\$225,001 - \$275,000	16.30%	249,882	0	250,167	253,895	0
\$275,001 - \$325,000	10.87%	294,789	0	279,000	298,736	0
\$325,001 and up	15.22%	429,714	0	407,000	421,555	564,900
Average List Price		214,839	97,256	160,351	302,395	393,950
Total Closed Units	100%	214,839	9	45	36	2
Total Closed Volume		19,765,212	875.30K	7.22M	10.89M	787.90K

July 2022



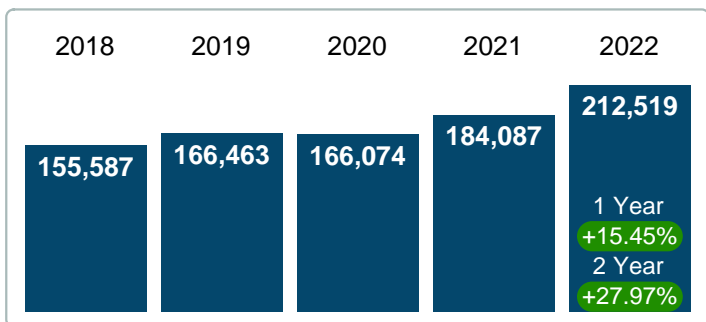
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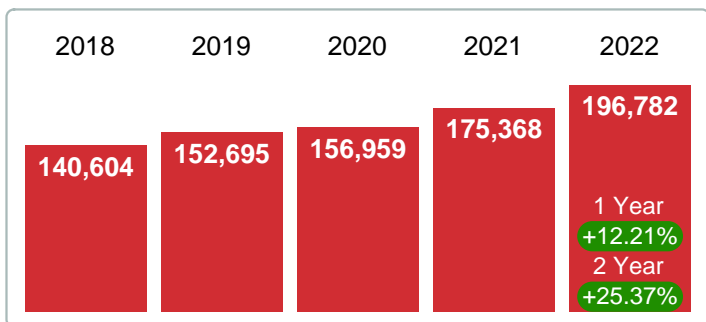
AVERAGE SOLD PRICE AT CLOSING

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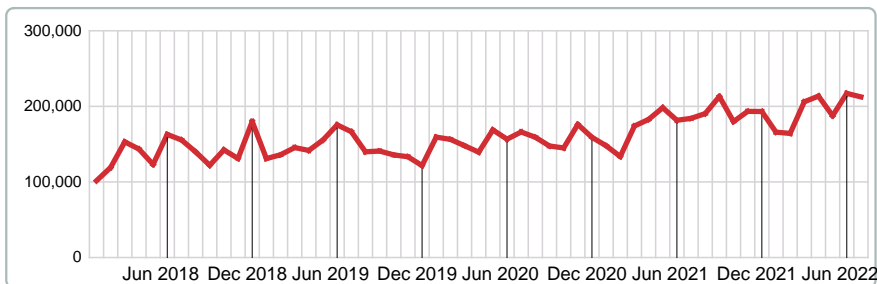
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

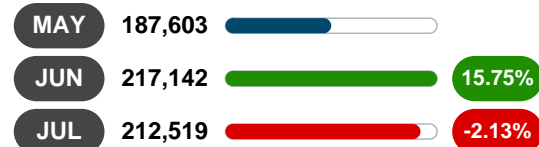


3 MONTHS

5 year JUL AVG = 176,946

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

Average Sold Price at Closing this month at 212,519 above the 5 yr JUL average of 176,946



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	7.61%	60,443	60,275	60,667	0	0
\$75,001 - \$100,000	9.78%	94,221	100,000	93,499	0	0
\$100,001 - \$150,000	19.57%	124,244	113,133	127,500	112,000	0
\$150,001 - \$225,000	21.74%	187,475	190,000	186,749	180,000	225,000
\$225,001 - \$275,000	16.30%	250,396	0	241,833	252,537	0
\$275,001 - \$325,000	9.78%	300,446	0	279,000	303,127	0
\$325,001 and up	15.22%	416,771	0	389,500	409,618	550,000
Average Sold Price		212,519	96,722	158,066	299,813	387,500
Total Closed Units	100%	212,519	9	45	36	2
Total Closed Volume		19,551,737	870.50K	7.11M	10.79M	775.00K

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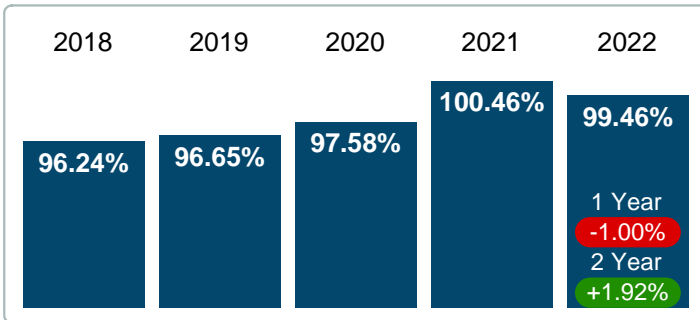
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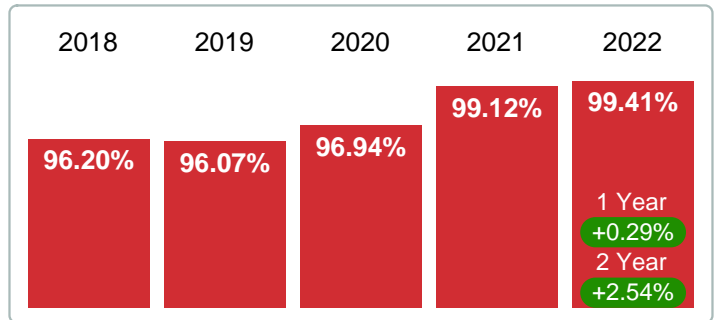
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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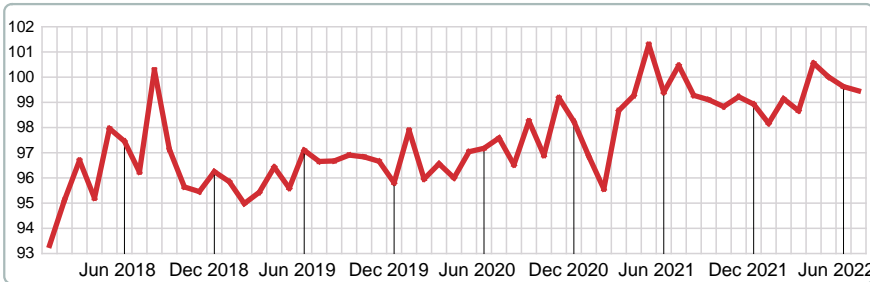
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

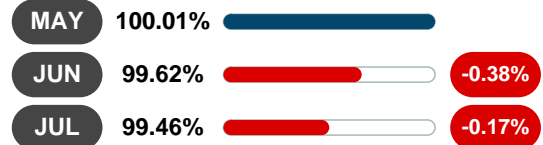


3 MONTHS

5 year JUL AVG = 98.08%

High May 2021 101.30% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **99.46%** above the 5 yr JUL average of **98.08%**



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	7	7.61%	88.57%	92.74%	83.01%	0.00%	0.00%
\$75,001 - \$100,000	9	9.78%	105.82%	105.82%	105.81%	0.00%	0.00%
\$100,001 - \$150,000	18	19.57%	100.83%	103.25%	100.40%	99.56%	0.00%
\$150,001 - \$225,000	20	21.74%	99.84%	100.00%	98.80%	103.14%	100.90%
\$225,001 - \$275,000	15	16.30%	98.92%	0.00%	96.73%	99.47%	0.00%
\$275,001 - \$325,000	9	9.78%	101.32%	0.00%	100.00%	101.49%	0.00%
\$325,001 and up	14	15.22%	97.88%	0.00%	95.78%	98.31%	97.36%
Average Sold/List Ratio		99.50%		98.50%	99.25%	99.97%	99.13%
Total Closed Units		92	100%	9	45	36	2
Total Closed Volume		19,551,737		870.50K	7.11M	10.79M	775.00K

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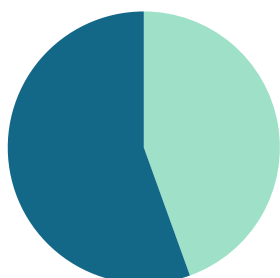
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

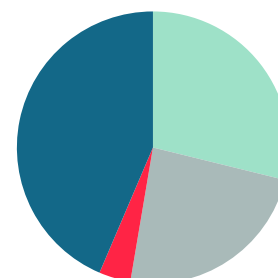


Inventory
 New Listings
101 = 44.49%
 Start Inventory
126
 Total Inventory Units
227
 Volume
\$51,123,448

Market Activity

Closed Sales
92 = 28.84%
 Pending Sales
76 = 23.82%
 Other Off Market
12 = 3.76%
 Active Inventory
139 = 43.57%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	99	92	-7.07%	577	593	2.77%
Pending Sales	106	76	-28.30%	638	585	-8.31%
New Listings	129	101	-21.71%	712	688	-3.37%
Average List Price	183,400	214,839	17.14%	175,898	198,392	12.79%
Average Sale Price	184,087	212,519	15.45%	175,368	196,782	12.21%
Average Percent of Selling Price to List Price	100.46%	99.46%	-1.00%	99.12%	99.41%	0.29%
Average Days on Market to Sale	14.96	16.80	12.33%	17.80	19.86	11.54%
Monthly Inventory	100	139	39.00%	100	139	39.00%
Months Supply of Inventory	1.19	1.63	36.56%	1.19	1.63	36.56%

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

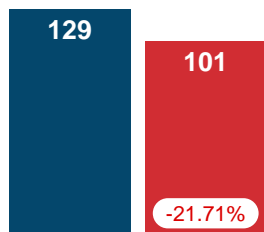
Inventory on July 31, 2022 = **139**

2021 **2022**

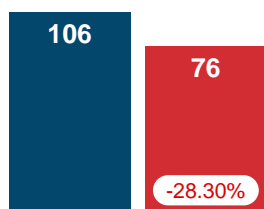
JULY MARKET

AVERAGE PRICES

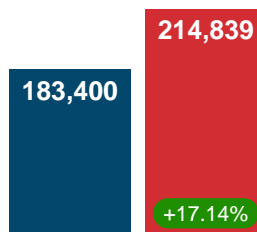
New Listings



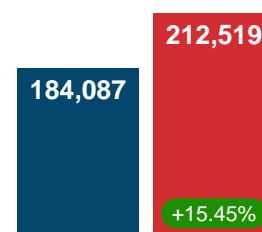
Pending Listings



List Price



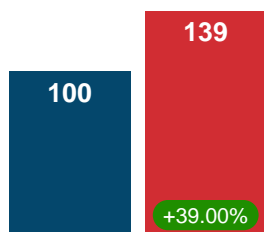
Sale Price



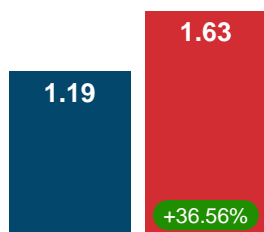
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

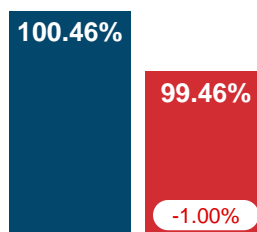
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

