

July 2022



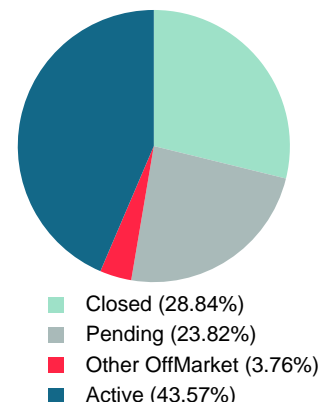
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	159,900	198,450	24.11%
Median Sale Price	165,000	193,500	17.27%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	4.00	4.00	0.00%
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.

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 **17.27%** in July 2022 to \$193,500 versus the previous year at \$165,000.

Median Days on Market Shortens

The median number of **4.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in July 2022 compared to last year's same month at **4.00** DOM.

Sales Success for July 2022 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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.

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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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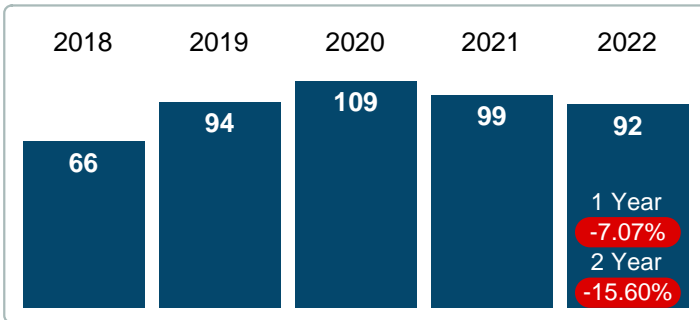
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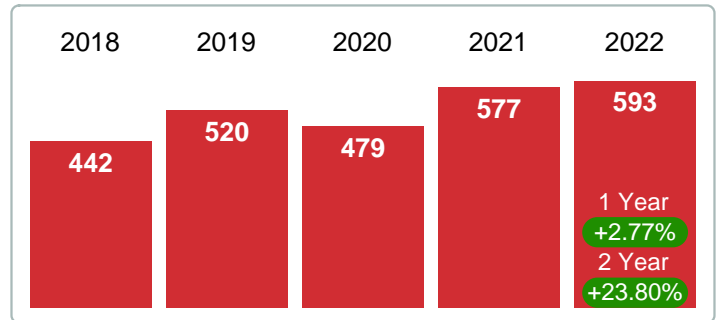
CLOSED LISTINGS

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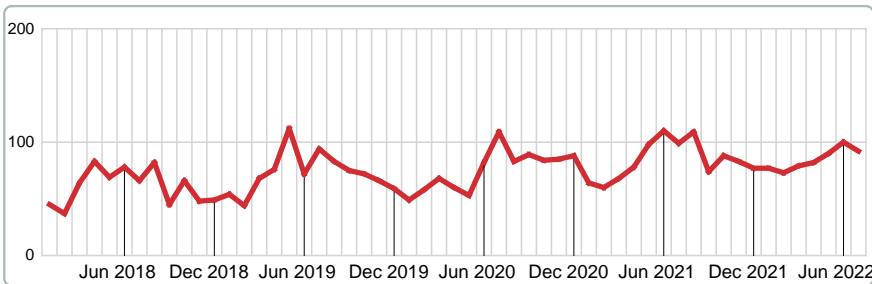
JULY



YEAR TO DATE (YTD)

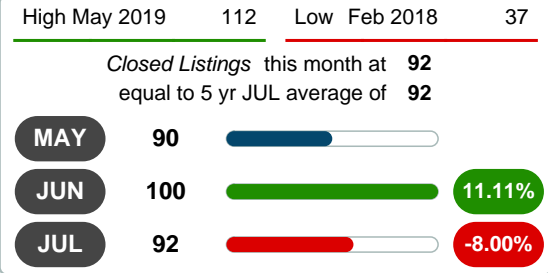


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 92



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	7.61%	9.0	4	3	0	0
\$75,001 - \$100,000	9	9.78%	4.0	1	8	0	0
\$100,001 - \$150,000	18	19.57%	3.5	3	14	1	0
\$150,001 - \$225,000	20	21.74%	4.0	1	14	4	1
\$225,001 - \$275,000	15	16.30%	14.0	0	3	12	0
\$275,001 - \$325,000	9	9.78%	3.0	0	1	8	0
\$325,001 and up	14	15.22%	9.0	0	2	11	1
Total Closed Units	92			9	45	36	2
Total Closed Volume	19,551,737	100%	4.0	870.50K	7.11M	10.79M	775.00K
Median Closed Price	\$193,500			\$100,000	\$139,000	\$283,495	\$387,500

July 2022



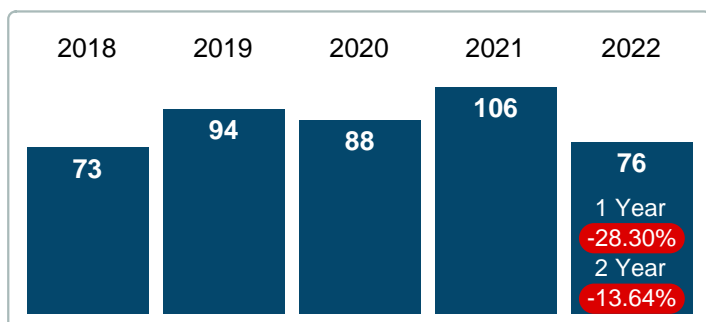
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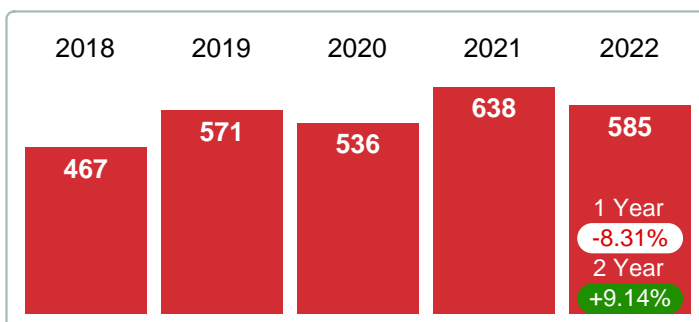
PENDING LISTINGS

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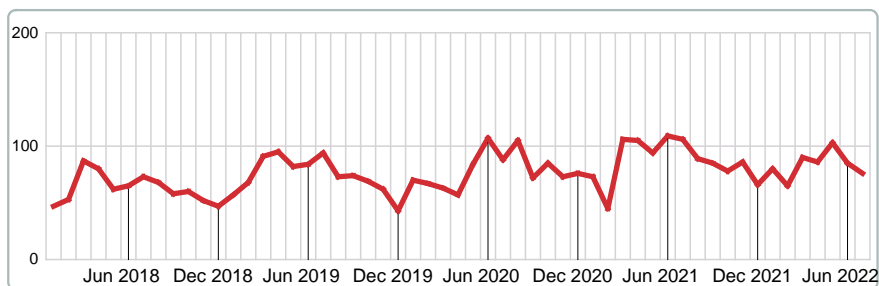
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

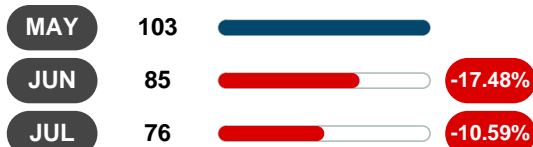


3 MONTHS

5 year JUL AVG = 87

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at **76**
below the 5 yr JUL average of **87**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	10.53%	14.0	6	2	0	0
\$75,001 - \$100,000	4	5.26%	9.0	1	3	0	0
\$100,001 - \$150,000	15	19.74%	5.0	5	9	1	0
\$150,001 - \$200,000	16	21.05%	5.5	1	12	3	0
\$200,001 - \$250,000	13	17.11%	5.0	0	6	5	2
\$250,001 - \$350,000	12	15.79%	9.5	0	4	8	0
\$350,001 and up	8	10.53%	48.0	0	3	4	1
Total Pending Units	76			13	39	21	3
Total Pending Volume	16,243,070	100%	8.0	1.23M	7.73M	6.27M	1.01M
Median Listing Price	\$187,450			\$99,900	\$169,900	\$267,990	\$225,000

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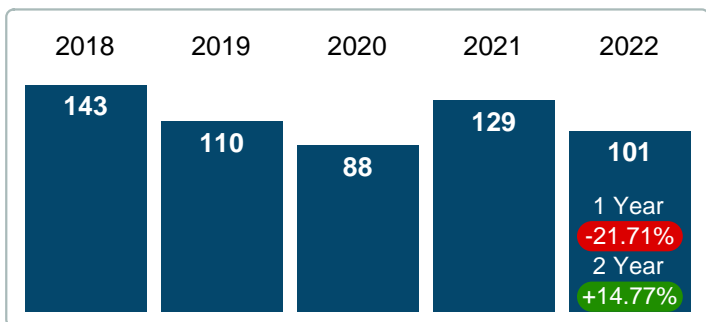
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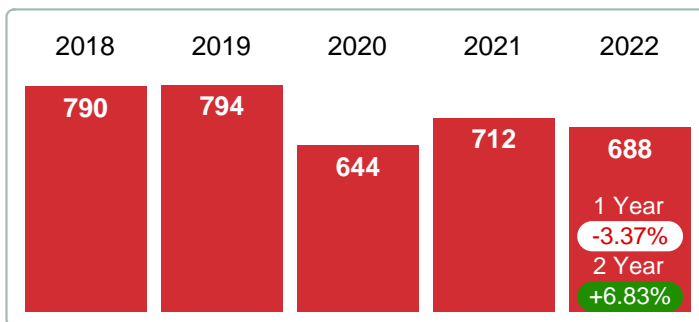
NEW LISTINGS

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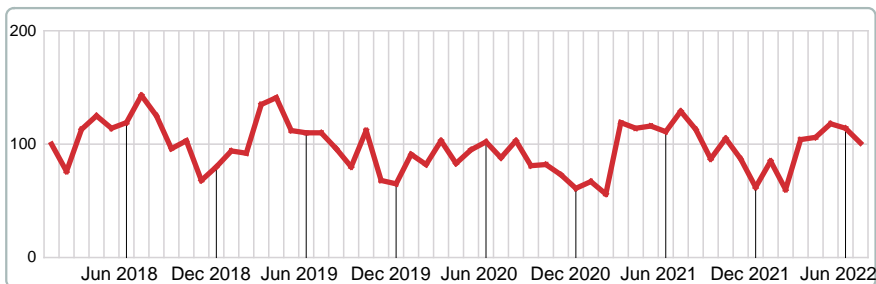
JULY



YEAR TO DATE (YTD)

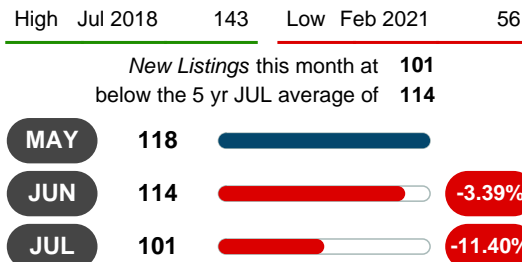


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL 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	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
Median New Listed Listing Price	\$195,900		\$97,000	\$169,900	\$260,000	\$302,000

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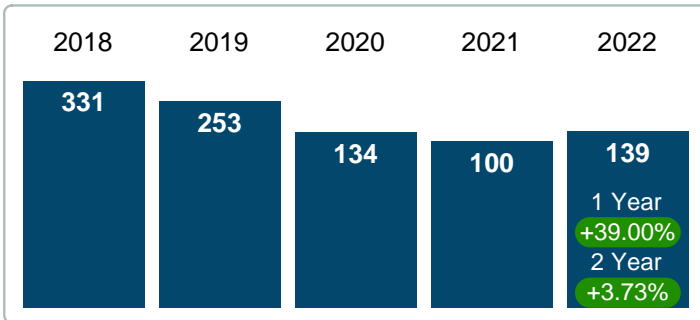
Area Delimited by County Of Washington - Residential Property Type



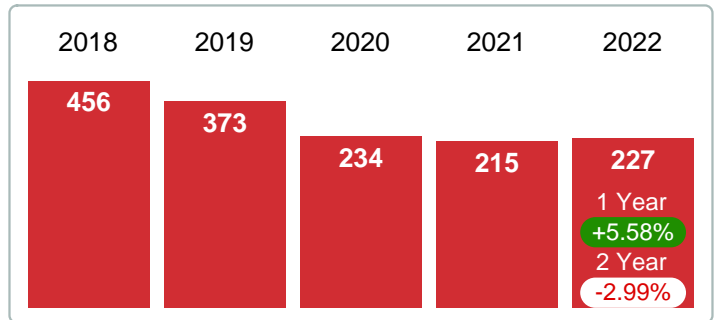
ACTIVE INVENTORY

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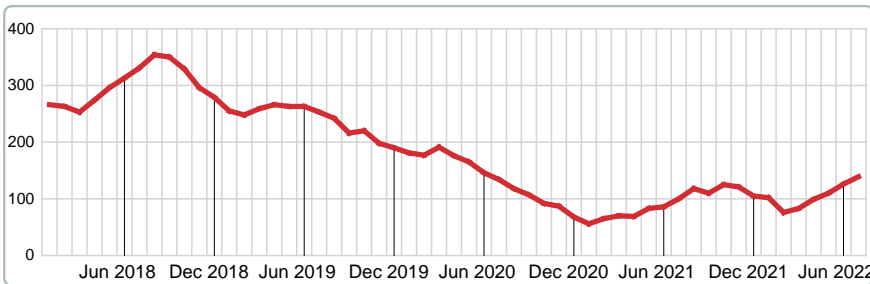
END OF JULY



ACTIVE DURING JULY

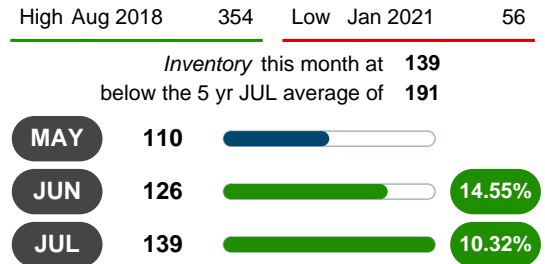


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 191



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	5.76%	63.0	1	6	1	0
\$50,001 - \$100,000	16	11.51%	23.5	5	9	2	0
\$100,001 - \$150,000	21	15.11%	40.0	5	13	3	0
\$150,001 - \$225,000	33	23.74%	31.0	1	22	10	0
\$225,001 - \$250,000	18	12.95%	48.0	0	14	3	1
\$250,001 - \$400,000	30	21.58%	43.0	1	9	16	4
\$400,001 and up	13	9.35%	55.0	1	6	5	1
Total Active Inventory by Units	139			14	79	40	6
Total Active Inventory by Volume	32,048,489	100%	40.0	2.26M	16.79M	11.00M	2.00M
Median Active Inventory Listing Price	\$215,000			\$111,650	\$189,900	\$260,495	\$329,900

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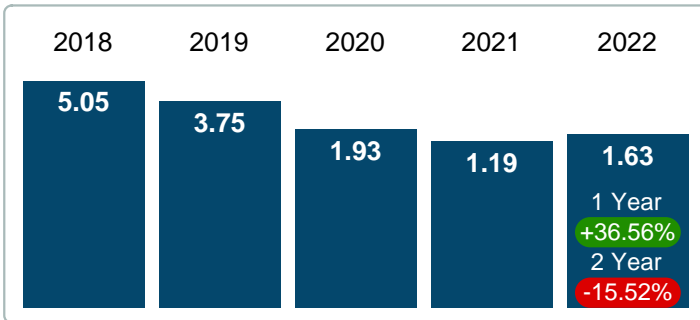
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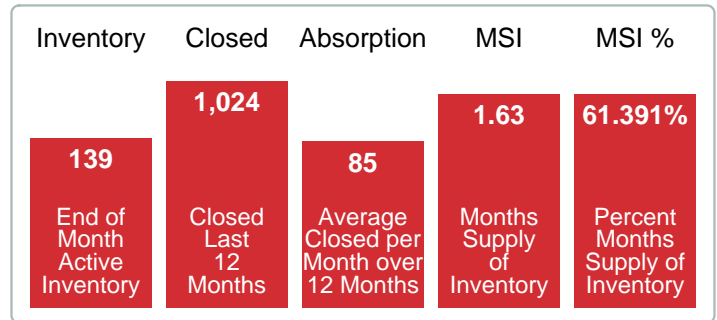
MONTHS SUPPLY of INVENTORY (MSI)

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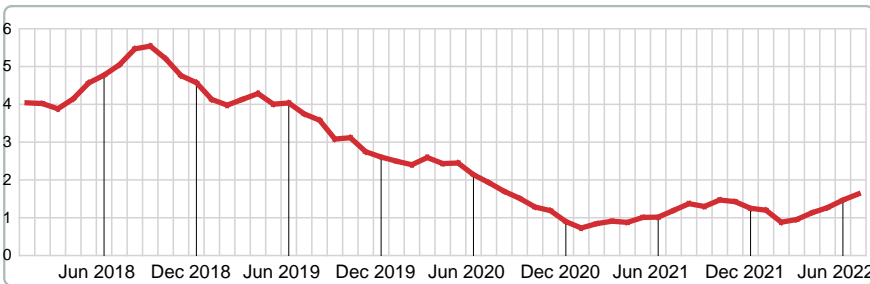
MSI FOR JULY



INDICATORS FOR JULY 2022



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 2.71

High Sep 2018 5.54 Low Jan 2021 0.73

Months Supply this month at 1.63 below the 5 yr JUL average of 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

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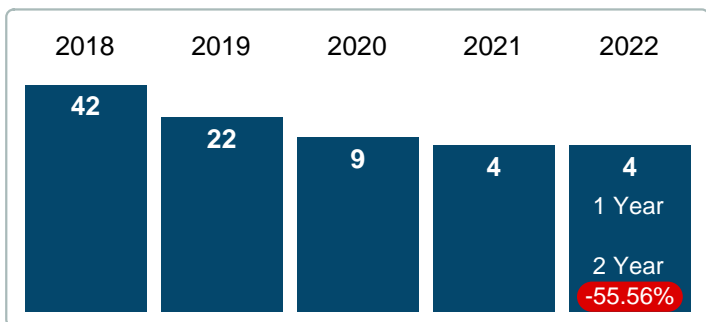
Area Delimited by County Of Washington - Residential Property Type



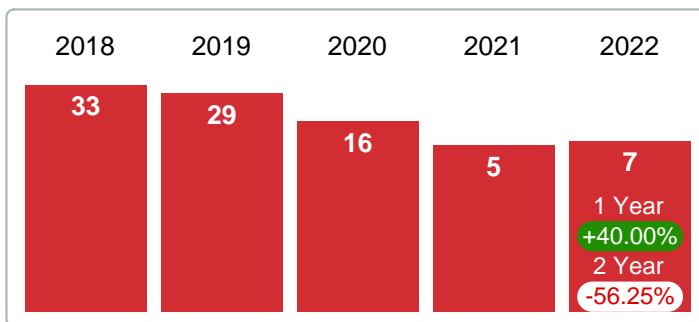
MEDIAN DAYS ON MARKET TO SALE

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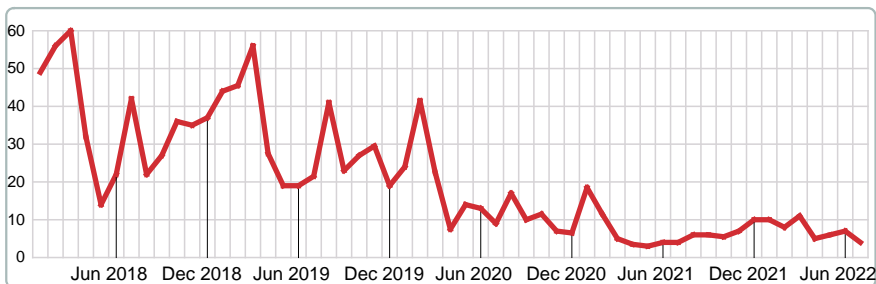
JULY



YEAR TO DATE (YTD)

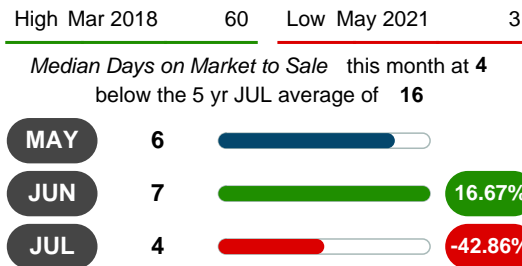


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 16



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
\$75,000 and less	7.61%	9	6	18	0	0
\$75,001 - \$100,000	9.78%	4	3	5	0	0
\$100,001 - \$150,000	19.57%	4	16	3	13	0
\$150,001 - \$225,000	21.74%	4	6	4	4	2
\$225,001 - \$275,000	16.30%	14	0	1	22	0
\$275,001 - \$325,000	9.78%	3	0	1	3	0
\$325,001 and up	15.22%	9	0	110	7	7
Median Closed DOM		4	6	4	6	5
Total Closed Units	100%	4.0	9	45	36	2
Total Closed Volume		19,551,737	870.50K	7.11M	10.79M	775.00K

July 2022



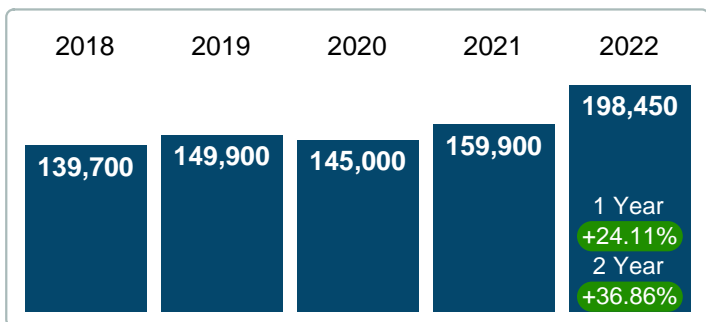
Area Delimited by County Of Washington - Residential Property Type



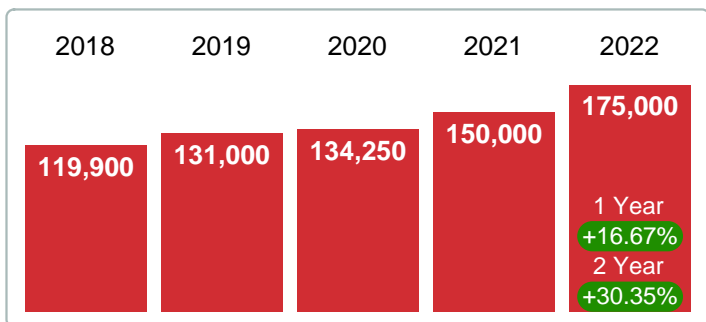
MEDIAN LIST PRICE AT CLOSING

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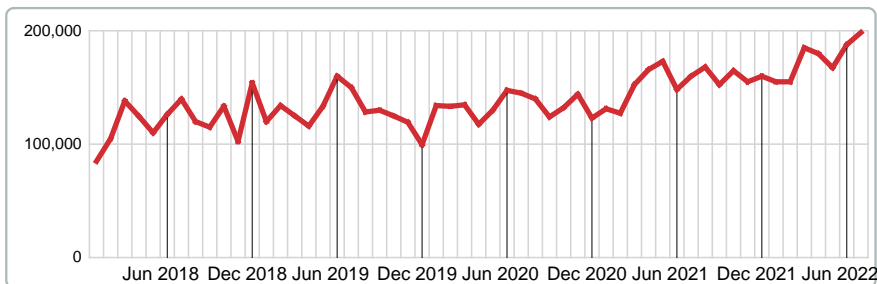
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 158,590

High Jul 2022 198,450 Low Jan 2018 84,900
 Median List Price at Closing this month at **198,450**
 above the 5 yr JUL average of **158,590**

- MAY 167,400
- JUN 187,750 **12.16%**
- JUL 198,450 **5.70%**

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
\$75,000 and less	6	65,000	70,950	59,500	0	0
\$75,001 - \$100,000	11	94,500	97,200	90,000	0	0
\$100,001 - \$150,000	18	128,500	115,000	129,900	112,500	0
\$150,001 - \$225,000	18	190,000	190,000	183,450	172,500	223,000
\$225,001 - \$275,000	15	250,000	0	242,500	250,000	0
\$275,001 - \$325,000	10	290,000	0	279,000	295,000	0
\$325,001 and up	14	397,450	0	407,000	365,000	564,900
Median List Price		198,450	94,500	139,900	283,495	393,950
Total Closed Units		92	9	45	36	2
Total Closed Volume		19,765,212	875.30K	7.22M	10.89M	787.90K

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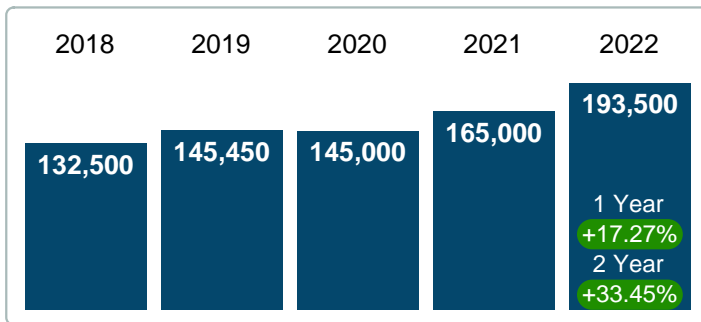
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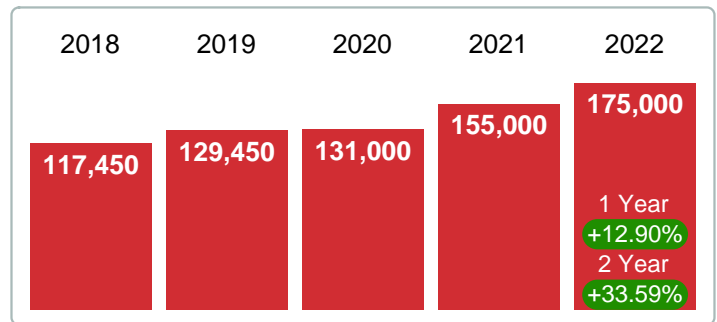
MEDIAN SOLD PRICE AT CLOSING

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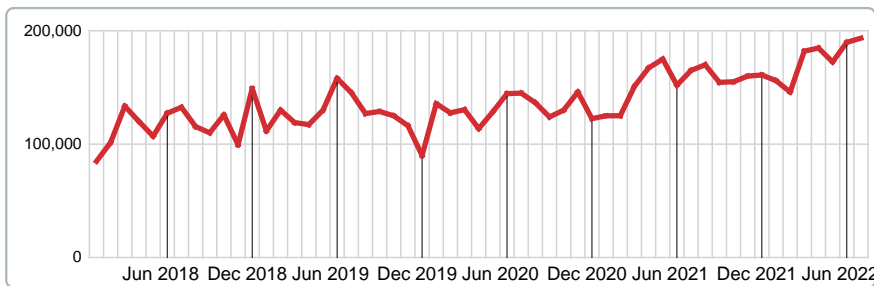
JULY



YEAR TO DATE (YTD)

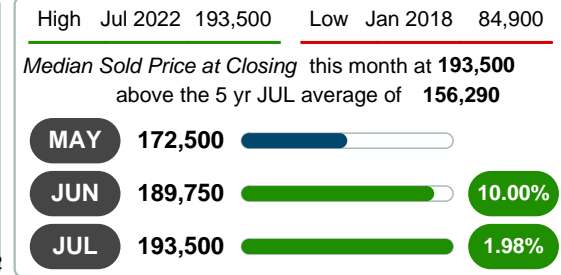


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 156,290



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
\$75,000 and less	7.61%	68,000	63,500	68,000	0	0
\$75,001 - \$100,000	9.78%	95,000	100,000	95,000	0	0
\$100,001 - \$150,000	19.57%	123,750	110,400	127,500	112,000	0
\$150,001 - \$225,000	21.74%	176,500	190,000	170,000	175,500	225,000
\$225,001 - \$275,000	16.30%	253,000	0	230,000	257,495	0
\$275,001 - \$325,000	9.78%	300,000	0	279,000	304,500	0
\$325,001 and up	15.22%	389,500	0	389,500	365,000	550,000
Median Sold Price		193,500	100,000	139,000	283,495	387,500
Total Closed Units	100%	92	9	45	36	2
Total Closed Volume		19,551,737	870.50K	7.11M	10.79M	775.00K

July 2022



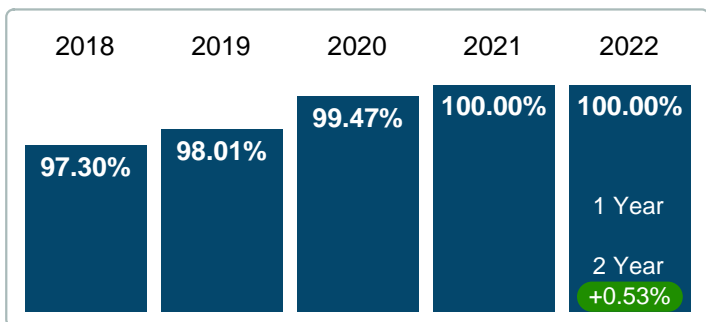
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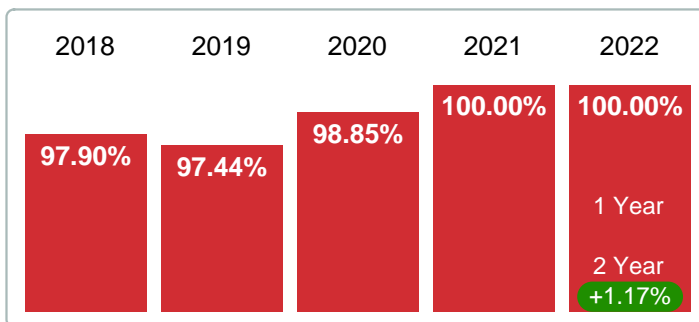
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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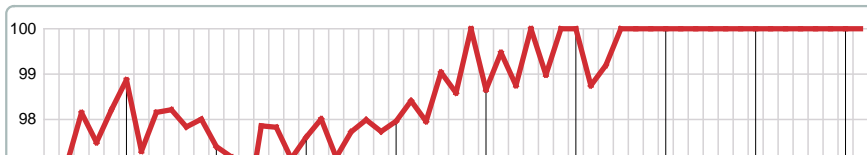
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 98.96%

High Jul 2022 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JUL average of **98.96%**

MAY 100.00%
JUN 100.00%
JUL 100.00%

0.00%
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
\$75,000 and less	7	7.61%	86.08%	95.93%	85.00%	0.00%	0.00%
\$75,001 - \$100,000	9	9.78%	105.26%	105.82%	102.63%	0.00%	0.00%
\$100,001 - \$150,000	18	19.57%	100.00%	100.00%	100.04%	99.56%	0.00%
\$150,001 - \$225,000	20	21.74%	100.00%	100.00%	100.00%	103.94%	100.90%
\$225,001 - \$275,000	15	16.30%	100.00%	0.00%	100.00%	100.00%	0.00%
\$275,001 - \$325,000	9	9.78%	100.00%	0.00%	100.00%	100.76%	0.00%
\$325,001 and up	14	15.22%	100.00%	0.00%	95.78%	100.00%	97.36%
Median Sold/List Ratio		100.00%		99.22%	100.00%	100.00%	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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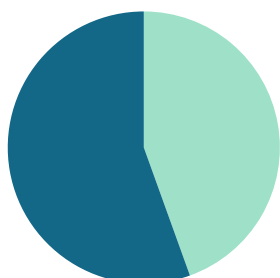
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MARKET SUMMARY

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

INVENTORY

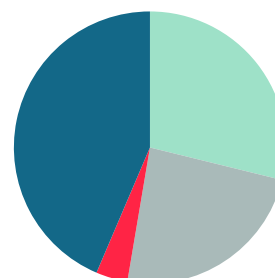


Inventory
 New Listings
101 = 44.49%
 Start Inventory
126
 Total Inventory Units
227
 Volume
\$51,123,448

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%
Median List Price	159,900	198,450	24.11%	150,000	175,000	16.67%
Median Sale Price	165,000	193,500	17.27%	155,000	175,000	12.90%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	4.00	4.00	0.00%	5.00	7.00	40.00%
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

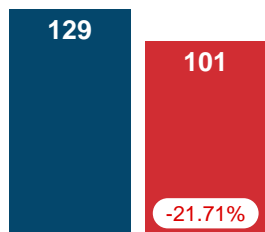
Inventory on July 31, 2022 = **139**

2021 **2022**

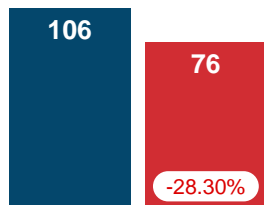
JULY MARKET

MEDIAN PRICES

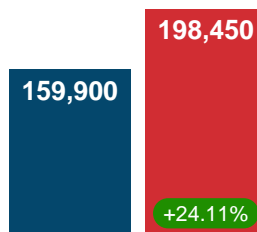
New Listings



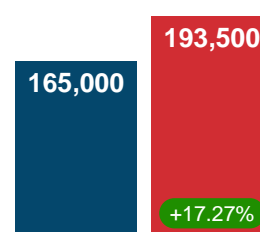
Pending Listings



List Price



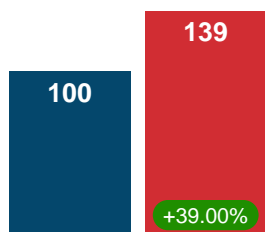
Sale Price



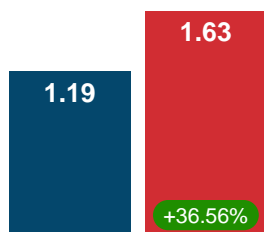
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

+0.00%