

## June 2022



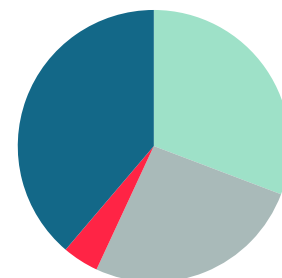
Area Delimited by County Of Washington - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	June 2022	+/-%
Closed Listings	110	100	-9.09%
Pending Listings	109	85	-22.02%
New Listings	111	114	2.70%
Median List Price	148,250	187,750	26.64%
Median Sale Price	152,000	189,750	24.84%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	4.00	7.00	75.00%
End of Month Inventory	86	126	46.51%
Months Supply of Inventory	1.02	1.47	44.38%



■ Closed (30.77%)  
■ Pending (26.15%)  
■ Other OffMarket (4.31%)  
■ Active (38.77%)

**Absorption:** Last 12 months, an Average of **86** Sales/Month  
**Active Inventory** as of June 30, 2022 = **126**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2022 rose **46.51%** to 126 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 **1.47** 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 **24.84%** in June 2022 to \$189,750 versus the previous year at \$152,000.

##### Median Days on Market Lengthens

The median number of **7.00** days that homes spent on the market before selling increased by 3.00 days or **75.00%** in June 2022 compared to last year's same month at **4.00** DOM.

##### Sales Success for June 2022 is Positive

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

There were 114 New Listings in June 2022, up **2.70%** from last year at 111. Furthermore, there were 100 Closed Listings this month versus last year at 110, a **-9.09%** decrease.

Closed versus Listed trends yielded a **87.7%** ratio, down from previous year's, June 2021, at **99.1%**, a **11.48%** downswing. This will certainly create pressure on an increasing Monthly Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

#### 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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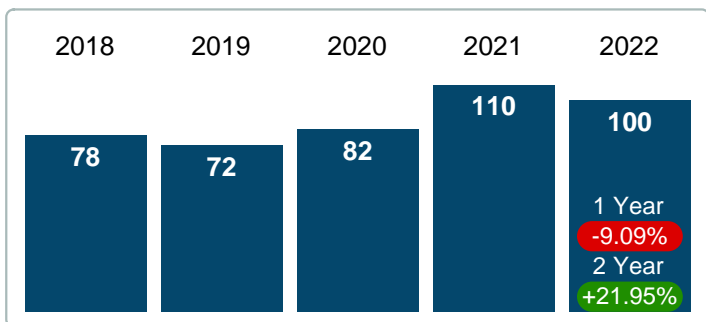
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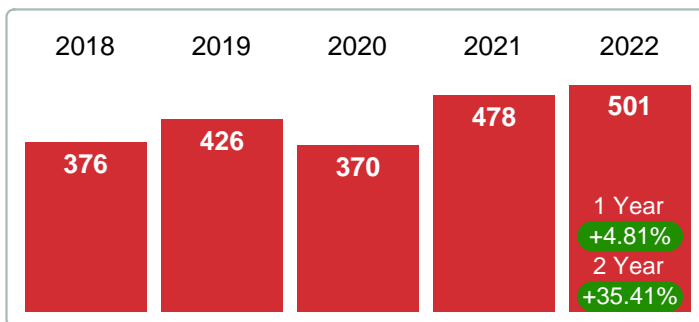
## CLOSED LISTINGS

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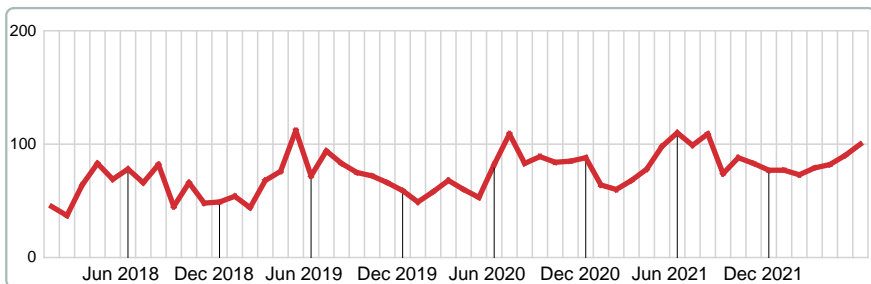
### JUNE



### YEAR TO DATE (YTD)

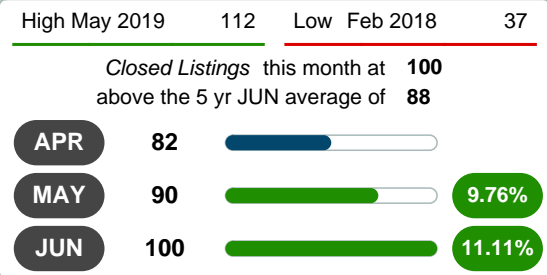


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 88



### 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	11	11.00%	6.0	4	6	1	0
\$75,001 - \$100,000	4	4.00%	10.0	2	2	0	0
\$100,001 - \$150,000	19	19.00%	9.0	3	15	1	0
\$150,001 - \$225,000	26	26.00%	4.5	1	22	2	1
\$225,001 - \$250,000	13	13.00%	7.0	0	8	5	0
\$250,001 - \$400,000	16	16.00%	16.5	0	2	13	1
\$400,001 and up	11	11.00%	4.0	0	2	6	3
<b>Total Closed Units</b>	<b>100</b>			<b>10</b>	<b>57</b>	<b>28</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>21,714,220</b>	<b>100%</b>	<b>7.0</b>	<b>954.00K</b>	<b>10.12M</b>	<b>8.51M</b>	<b>2.13M</b>
<b>Median Closed Price</b>	<b>\$189,750</b>			<b>\$90,000</b>	<b>\$169,900</b>	<b>\$284,495</b>	<b>\$446,000</b>

# June 2022



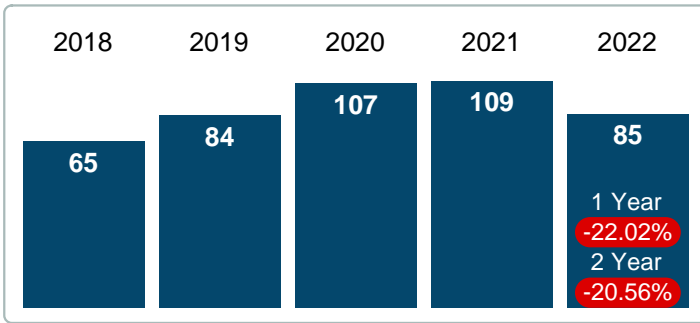
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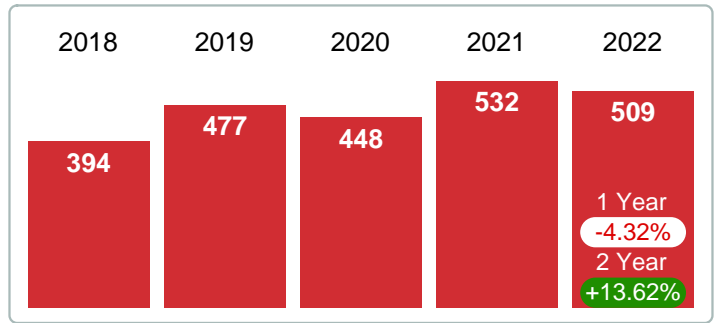
## PENDING LISTINGS

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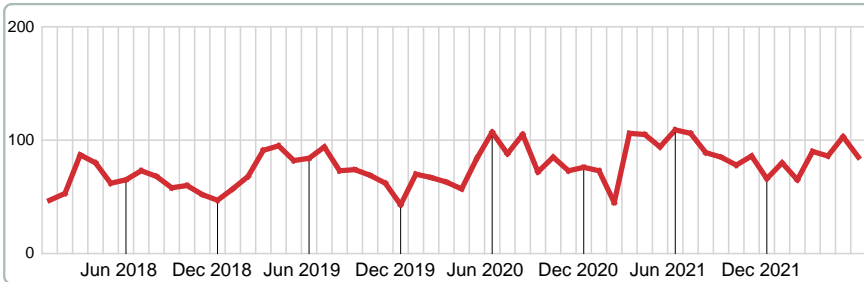
### JUNE



### YEAR TO DATE (YTD)

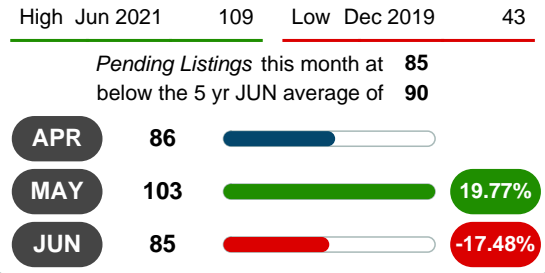


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 90



### 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	5	5.88%	7.0	2	3	0	0
\$75,001 - \$100,000	11	12.94%	8.0	2	9	0	0
\$100,001 - \$125,000	6	7.06%	3.0	0	5	1	0
\$125,001 - \$225,000	31	36.47%	6.0	3	22	6	0
\$225,001 - \$275,000	12	14.12%	28.5	1	5	6	0
\$275,001 - \$325,000	9	10.59%	8.0	1	0	7	1
\$325,001 and up	11	12.94%	7.0	0	1	9	1
<b>Total Pending Units</b>	<b>85</b>			<b>9</b>	<b>45</b>	<b>29</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>17,573,631</b>	<b>100%</b>	<b>7.0</b>	<b>1.36M</b>	<b>6.92M</b>	<b>8.54M</b>	<b>759.50K</b>
<b>Median Listing Price</b>	<b>\$190,000</b>			<b>\$135,000</b>	<b>\$139,900</b>	<b>\$279,000</b>	<b>\$379,750</b>

# June 2022



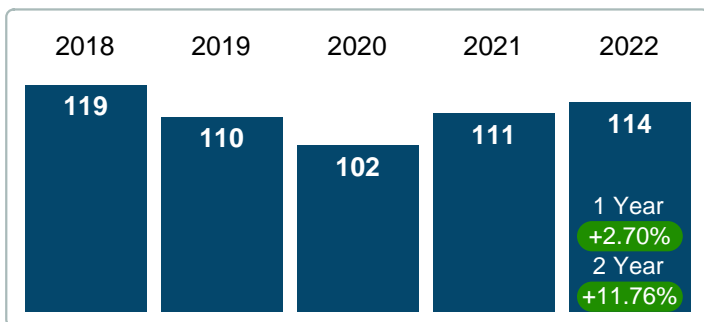
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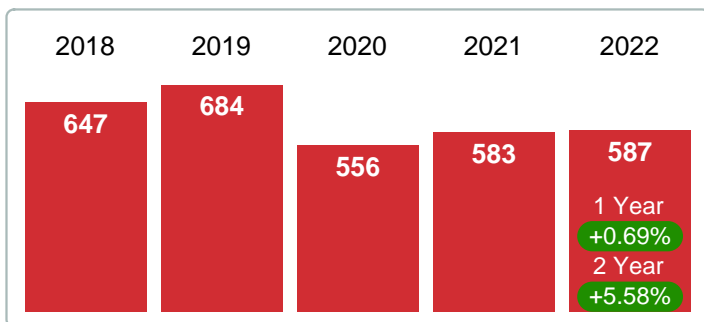
## NEW LISTINGS

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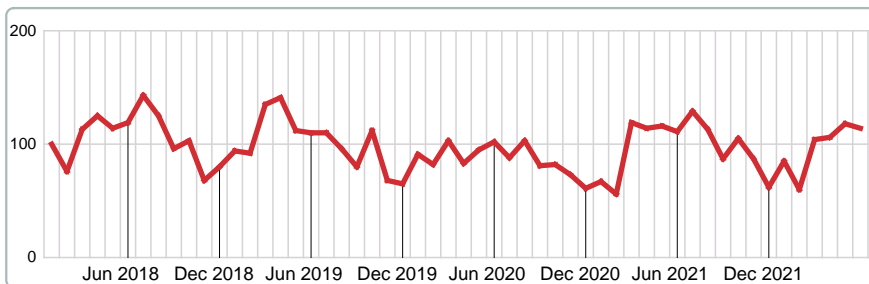
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 111

High Jul 2018 143 Low Feb 2021 56

New Listings this month at 114 above the 5 yr JUN average of 111



### 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	11	9.65%	5	6	0	0
\$75,001 - \$100,000	8	7.02%	3	5	0	0
\$100,001 - \$125,000	11	9.65%	2	7	2	0
\$125,001 - \$200,000	37	32.46%	5	23	9	0
\$200,001 - \$275,000	21	18.42%	1	13	6	1
\$275,001 - \$325,000	14	12.28%	1	2	9	2
\$325,001 and up	12	10.53%	0	2	9	1
<b>Total New Listed Units</b>	<b>114</b>		<b>17</b>	<b>58</b>	<b>35</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>22,551,972</b>	<b>100%</b>	<b>2.04M</b>	<b>9.65M</b>	<b>9.55M</b>	<b>1.31M</b>
<b>Median New Listed Listing Price</b>	<b>\$179,450</b>		<b>\$107,400</b>	<b>\$159,950</b>	<b>\$278,000</b>	<b>\$304,700</b>

# June 2022



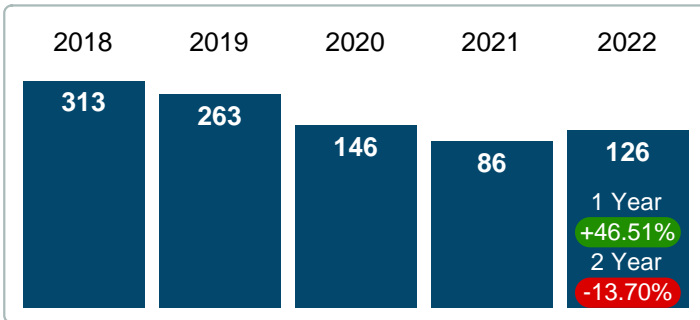
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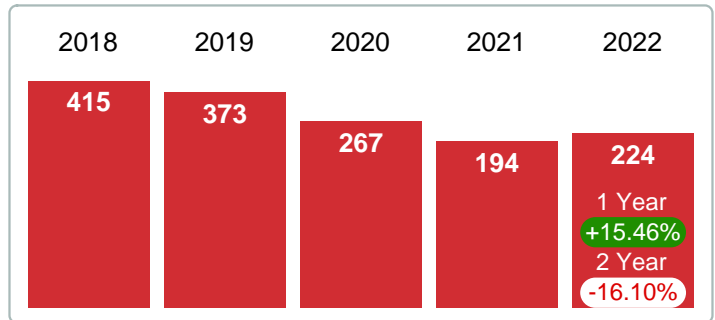
## ACTIVE INVENTORY

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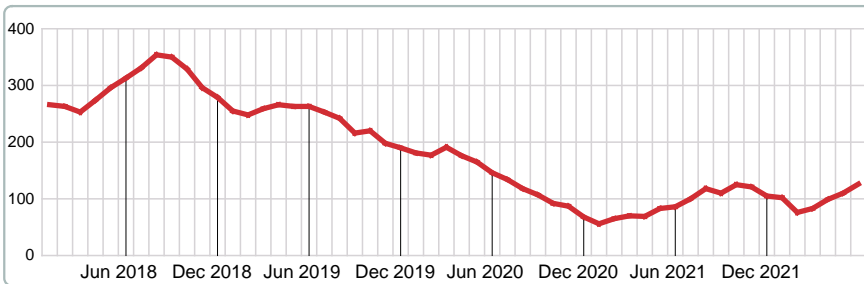
### END OF JUNE



### ACTIVE DURING JUNE

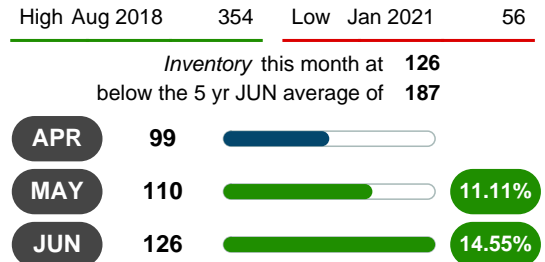


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 187



### 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	7.94%	49.0	3	6	1	0
\$50,001 - \$100,000	12	9.52%	39.0	3	8	1	0
\$100,001 - \$150,000	20	15.87%	22.0	9	7	4	0
\$150,001 - \$225,000	27	21.43%	23.0	1	18	7	1
\$225,001 - \$275,000	27	21.43%	50.0	1	16	9	1
\$275,001 - \$425,000	16	12.70%	28.5	0	5	9	2
\$425,001 and up	14	11.11%	48.5	0	5	8	1
<b>Total Active Inventory by Units</b>	<b>126</b>			<b>17</b>	<b>65</b>	<b>39</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>29,533,678</b>	<b>100%</b>	<b>35.5</b>	<b>1.83M</b>	<b>14.51M</b>	<b>11.58M</b>	<b>1.62M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$207,500</b>			<b>\$107,400</b>	<b>\$190,000</b>	<b>\$261,990</b>	<b>\$299,900</b>

# June 2022



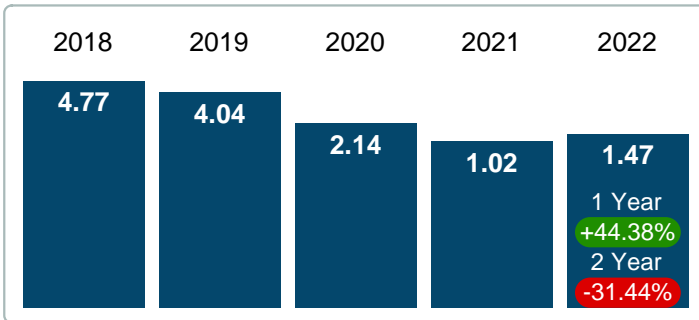
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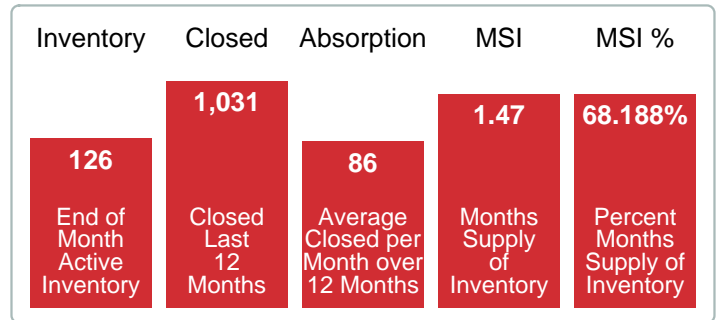
## MONTHS SUPPLY of INVENTORY (MSI)

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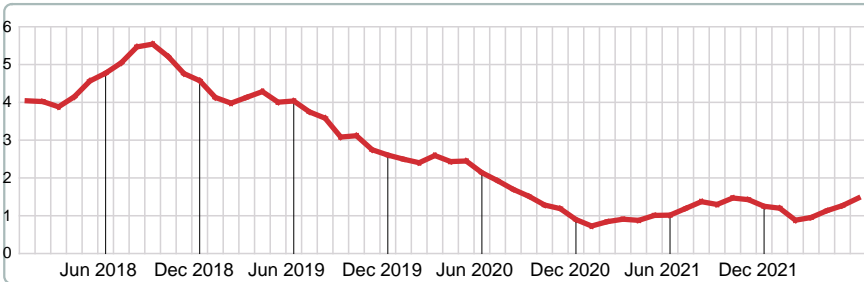
### MSI FOR JUNE



### INDICATORS FOR JUNE 2022

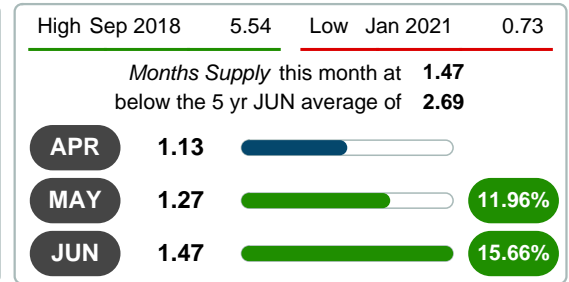


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 2.69



### 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	7.94%	2.14	1.33	2.67	6.00	0.00
\$50,001 - \$100,000	12	9.52%	0.82	0.60	0.92	1.09	0.00
\$100,001 - \$150,000	20	15.87%	1.16	3.48	0.55	2.09	0.00
\$150,001 - \$225,000	27	21.43%	1.16	1.20	1.14	1.15	1.71
\$225,001 - \$275,000	27	21.43%	2.23	4.00	3.43	1.37	1.71
\$275,001 - \$425,000	16	12.70%	1.57	0.00	3.00	1.26	1.71
\$425,001 and up	14	11.11%	3.65	0.00	4.00	4.36	1.33
Market Supply of Inventory (MSI)			1.47	1.53	1.38	1.58	1.58
Total Active Inventory by Units		100%	126	17	65	39	5

# June 2022



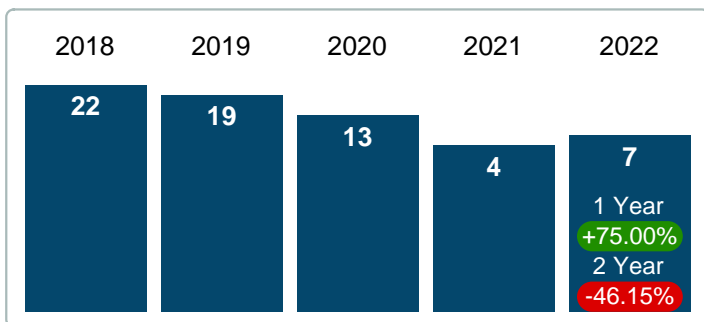
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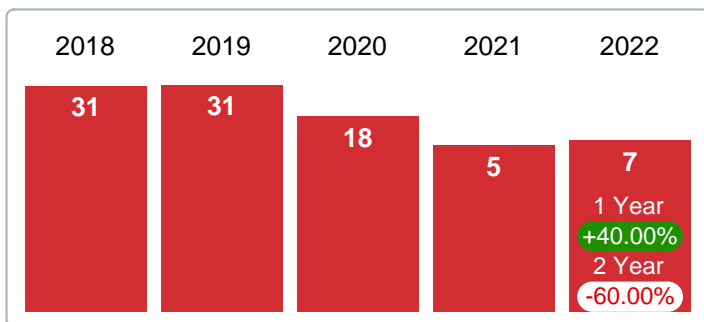
## MEDIAN DAYS ON MARKET TO SALE

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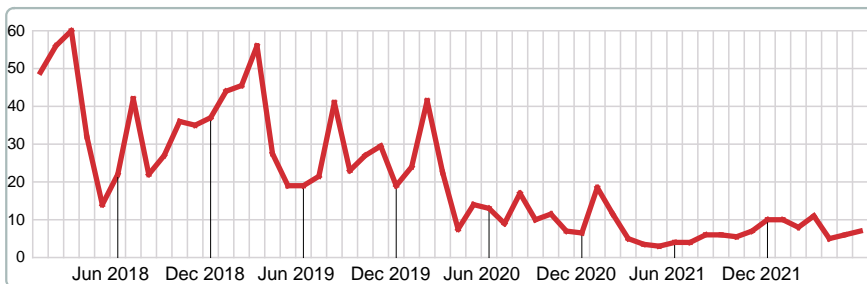
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

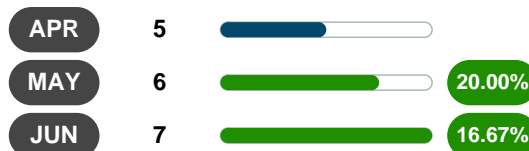


### 3 MONTHS

5 year JUN AVG = 13

High Mar 2018 60 Low May 2021 3

Median Days on Market to Sale this month at 7 below the 5 yr JUN average of 13



### 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	11	11.00%	6	4	5	12	0	
\$75,001 - \$100,000	4	4.00%	10	6	24	0	0	
\$100,001 - \$150,000	19	19.00%	9	10	8	13	0	
\$150,001 - \$225,000	26	26.00%	5	14	4	30	7	
\$225,001 - \$250,000	13	13.00%	7	0	9	1	0	
\$250,001 - \$400,000	16	16.00%	17	0	40	17	15	
\$400,001 and up	11	11.00%	4	0	14	7	3	
Median Closed DOM		7		7	6	9	4	
Total Closed Units		100	100%	7.0	10	57	28	5
Total Closed Volume		21,714,220			954.00K	10.12M	8.51M	2.13M

# June 2022



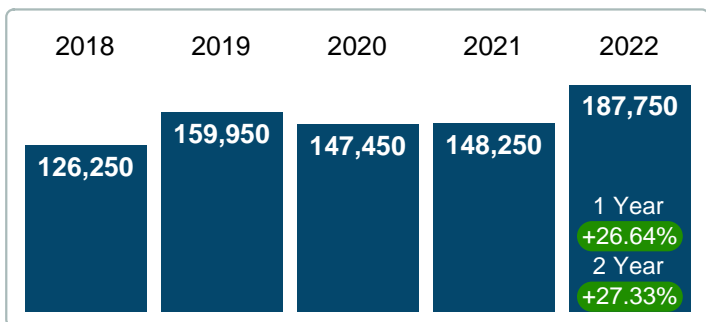
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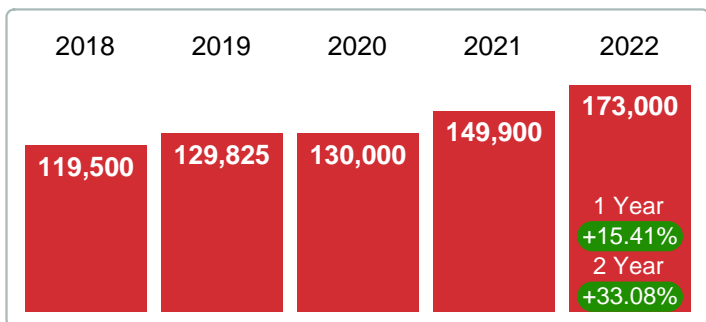
## MEDIAN LIST PRICE AT CLOSING

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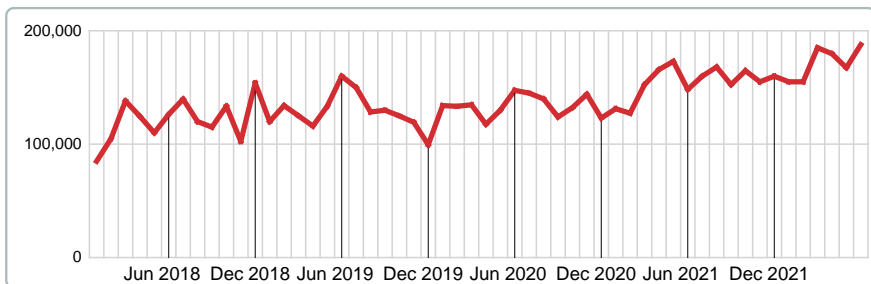
### JUNE



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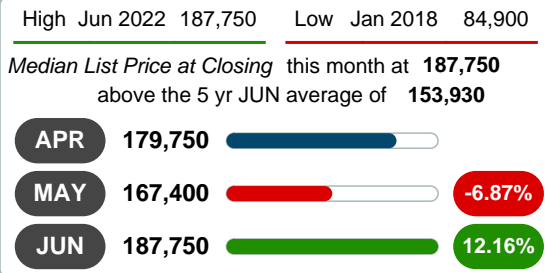


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 153,930



### 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	8.00%	51,250	64,900	50,000	0	0
\$75,001 - \$100,000	10.00%	89,400	79,450	95,000	85,000	0
\$100,001 - \$150,000	16.00%	130,200	135,000	125,450	140,000	0
\$150,001 - \$225,000	28.00%	186,000	163,750	182,000	222,500	209,900
\$225,001 - \$250,000	11.00%	244,900	0	235,495	245,990	0
\$250,001 - \$400,000	16.00%	299,500	0	305,000	299,000	279,900
\$400,001 and up	11.00%	499,900	0	649,950	427,000	549,900
<b>Median List Price</b>		<b>187,750</b>	<b>79,450</b>	<b>169,900</b>	<b>281,495</b>	<b>450,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>187,750</b>	<b>10</b>	<b>57</b>	<b>28</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>22,013,569</b>	<b>971.20K</b>	<b>10.20M</b>	<b>8.51M</b>	<b>2.34M</b>



# June 2022



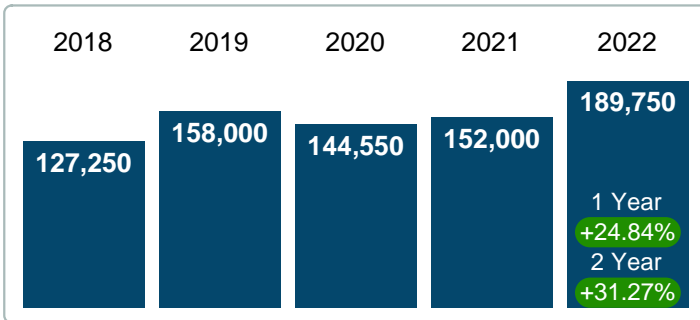
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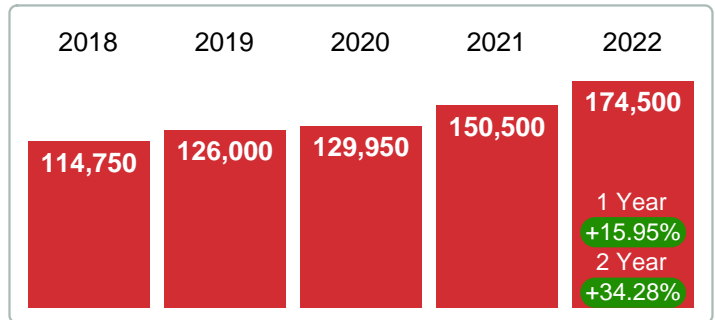
## MEDIAN SOLD PRICE AT CLOSING

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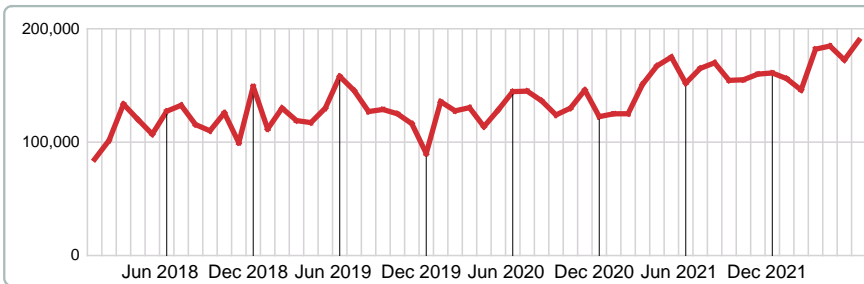
### JUNE



### YEAR TO DATE (YTD)

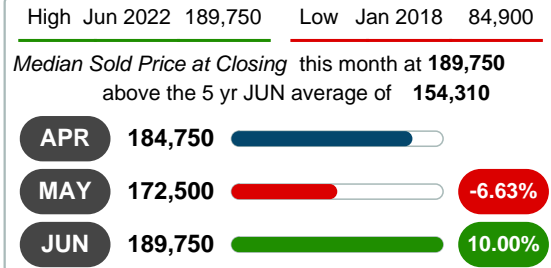


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 154,310



### 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	11	11.00%	56,000	62,500	54,250	75,000
\$75,001 - \$100,000	4	4.00%	90,000	90,000	88,700	0
\$100,001 - \$150,000	19	19.00%	120,000	130,000	120,000	140,000
\$150,001 - \$225,000	26	26.00%	186,750	158,000	185,750	215,000
\$225,001 - \$250,000	13	13.00%	233,000	0	231,450	245,000
\$250,001 - \$400,000	16	16.00%	297,000	0	300,000	299,000
\$400,001 and up	11	11.00%	490,000	0	624,950	436,750
Median Sold Price		189,750	90,000	169,900	284,495	446,000
Total Closed Units		100	10	57	28	5
Total Closed Volume		21,714,220	954.00K	10.12M	8.51M	2.13M

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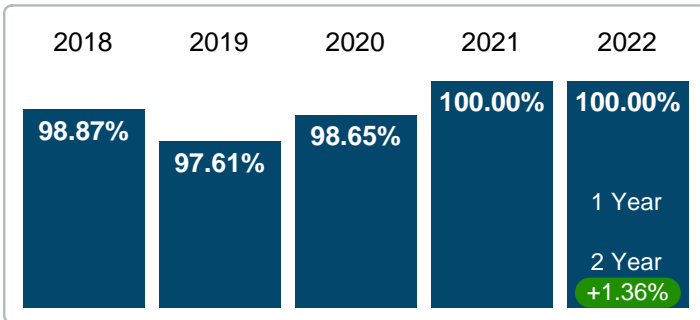
Area Delimited by County Of Washington - Residential Property Type



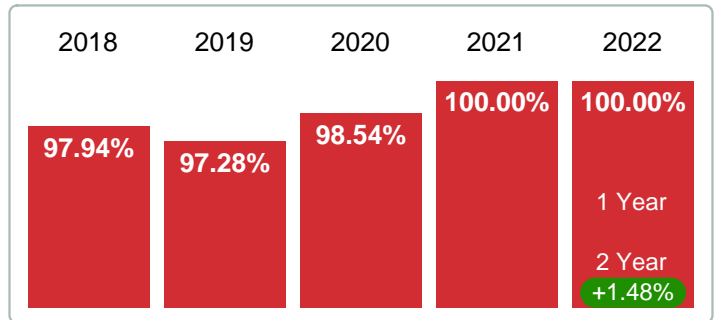
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

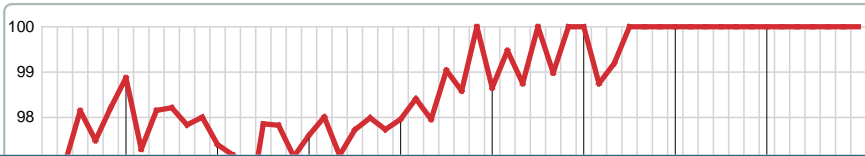
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 99.03%

High Jun 2022 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr JUN average of **99.03%**

APR 100.00%  
MAY 100.00%  
JUN 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	11	11.00%	94.20%	86.18%	106.00%	88.24%	0.00%
\$75,001 - \$100,000	4	4.00%	97.28%	107.40%	93.53%	0.00%	0.00%
\$100,001 - \$150,000	19	19.00%	100.00%	96.30%	100.00%	100.00%	0.00%
\$150,001 - \$225,000	26	26.00%	100.42%	100.32%	100.27%	102.88%	105.76%
\$225,001 - \$250,000	13	13.00%	100.00%	0.00%	100.00%	100.00%	0.00%
\$250,001 - \$400,000	16	16.00%	100.00%	0.00%	98.41%	100.00%	96.46%
\$400,001 and up	11	11.00%	99.11%	0.00%	96.15%	100.18%	98.20%
Median Sold/List Ratio		100.00%		95.42%	100.00%	100.00%	98.20%
Total Closed Units		100	100%	100.00%			
Total Closed Volume		21,714,220					

# June 2022



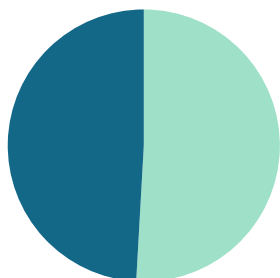
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

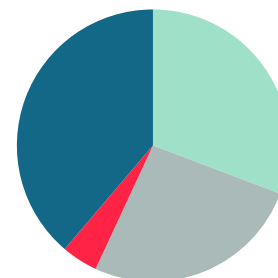


**Inventory**  
 New Listings  
**114 = 50.89%**  
 Start Inventory  
**110**  
 Total Inventory Units  
**224**  
 Volume  
**\$49,679,989**

### Market Activity

Closed Sales  
**100 = 30.77%**  
 Pending Sales  
**85 = 26.15%**  
 Other Off Market  
**14 = 4.31%**  
 Active Inventory  
**126 = 38.77%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	110	100	-9.09%	478	501	4.81%
Pending Sales	109	85	-22.02%	532	509	-4.32%
New Listings	111	114	2.70%	583	587	0.69%
Median List Price	148,250	187,750	26.64%	149,900	173,000	15.41%
Median Sale Price	152,000	189,750	24.84%	150,500	174,500	15.95%
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	7.00	75.00%	5.00	7.00	40.00%
Monthly Inventory	86	126	46.51%	86	126	46.51%
Months Supply of Inventory	1.02	1.47	44.38%	1.02	1.47	44.38%

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

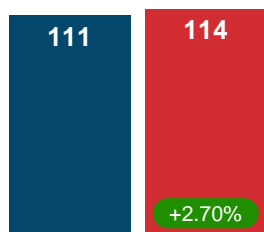
**Inventory** on June 30, 2022 = **126**

**2021** **2022**

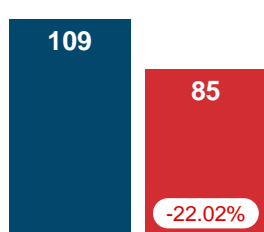
### JUNE MARKET

### MEDIAN PRICES

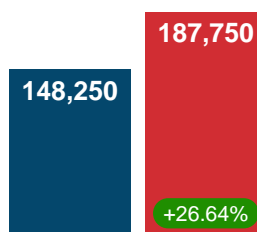
#### New Listings



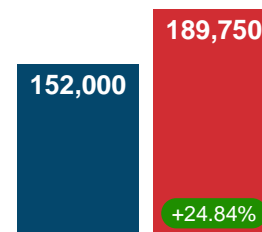
#### Pending Listings



#### List Price



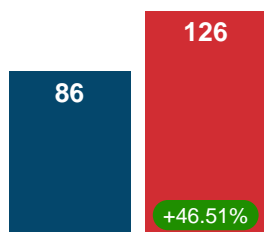
#### Sale Price



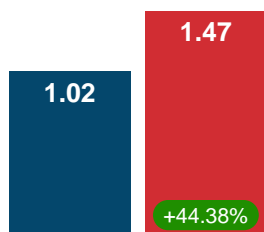
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

