

May 2022



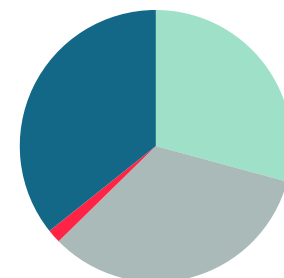
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	May 2022	+/-%
Closed Listings	98	90	-8.16%
Pending Listings	94	103	9.57%
New Listings	116	118	1.72%
Average List Price	196,176	186,477	-4.94%
Average Sale Price	198,193	187,603	-5.34%
Average Percent of Selling Price to List Price	101.30%	100.01%	-1.27%
Average Days on Market to Sale	10.83	13.94	28.80%
End of Month Inventory	83	110	32.53%
Months Supply of Inventory	1.01	1.27	25.78%



■ Closed (29.22%)
■ Pending (33.44%)
■ Other OffMarket (1.62%)
■ Active (35.71%)

Absorption: Last 12 months, an Average of **87** Sales/Month
Active Inventory as of May 31, 2022 = **110**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2022 rose **32.53%** to 110 existing homes available for sale. Over the last 12 months this area has had an average of 87 closed sales per month. This represents an unsold inventory index of **1.27** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **5.34%** in May 2022 to \$187,603 versus the previous year at \$198,193.

Average Days on Market Lengthens

The average number of **13.94** days that homes spent on the market before selling increased by 3.12 days or **28.80%** in May 2022 compared to last year's same month at **10.83** DOM.

Sales Success for May 2022 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 118 New Listings in May 2022, up **1.72%** from last year at 116. Furthermore, there were 90 Closed Listings this month versus last year at 98, a **-8.16%** decrease.

Closed versus Listed trends yielded a **76.3%** ratio, down from previous year's, May 2021, at **84.5%**, a **9.72%** downswing. This will certainly create pressure on an increasing Monthly 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

May 2022



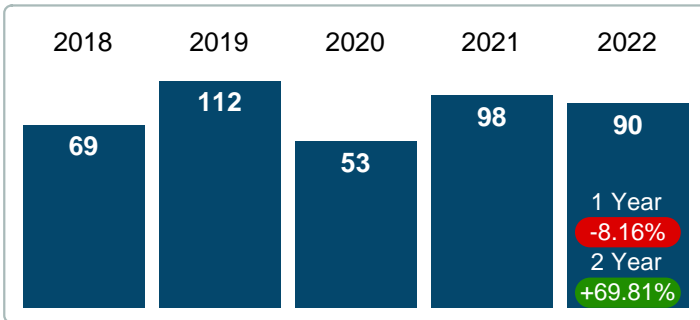
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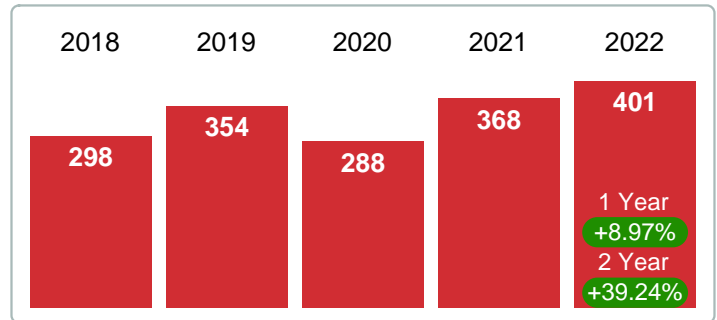
CLOSED LISTINGS

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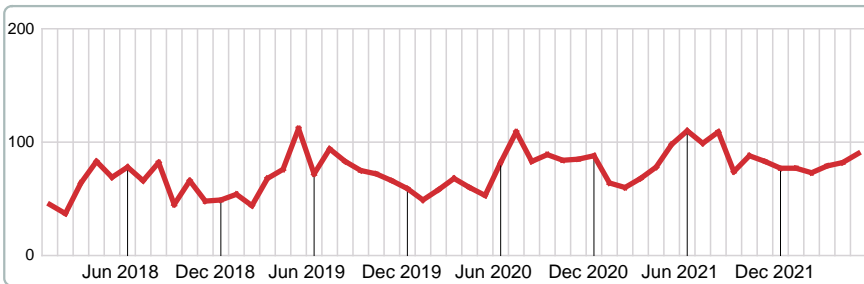
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 84

High May 2019: 112 | Low Feb 2018: 37

Closed Listings this month at **90**
above the 5 yr MAY average of **84**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	5.56%	10.6	1	3	1	0
\$50,001 - \$100,000	12	13.33%	18.7	7	5	0	0
\$100,001 - \$125,000	10	11.11%	14.2	2	8	0	0
\$125,001 - \$200,000	27	30.00%	7.0	4	19	4	0
\$200,001 - \$250,000	14	15.56%	25.6	1	8	5	0
\$250,001 - \$300,000	10	11.11%	22.1	0	2	8	0
\$300,001 and up	12	13.33%	5.8	0	2	10	0
Total Closed Units	90			15	47	28	0
Total Closed Volume	16,884,237	100%	13.9	1.56M	7.48M	7.84M	0.00B
Average Closed Price	\$187,603			\$104,327	\$159,217	\$279,863	\$0

May 2022



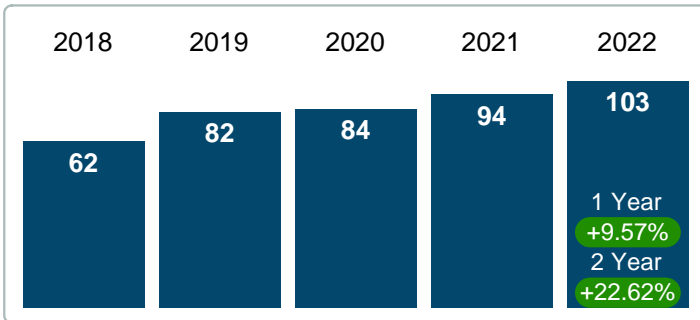
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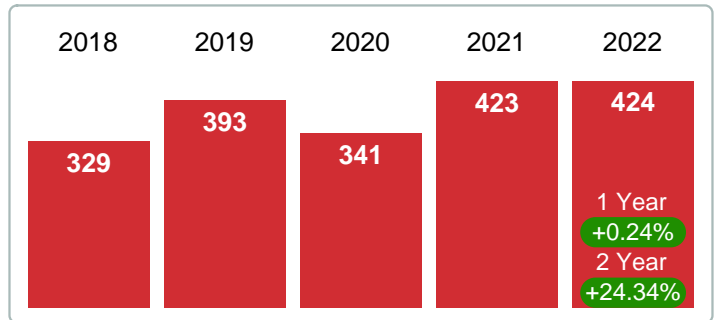
PENDING LISTINGS

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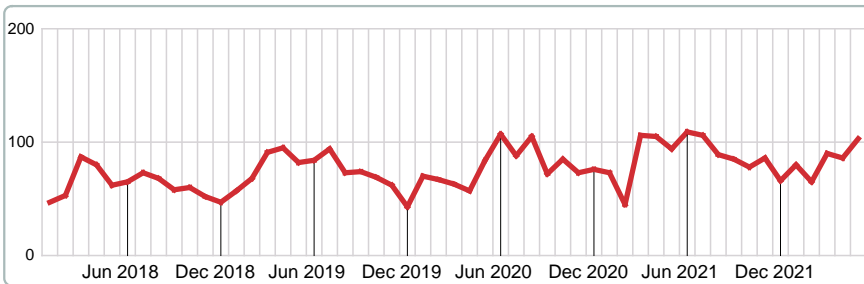
MAY



YEAR TO DATE (YTD)

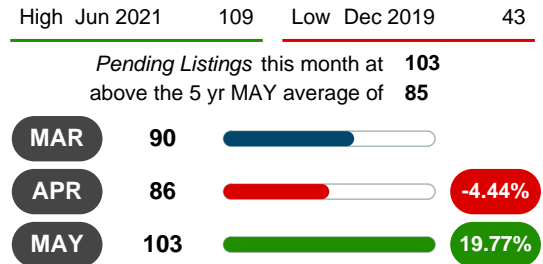


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 85



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	6	5.83%	14.3	1	5	0	0
\$50,001 - \$100,000	16	15.53%	7.2	7	8	1	0
\$100,001 - \$125,000	10	9.71%	18.5	1	9	0	0
\$125,001 - \$225,000	33	32.04%	10.1	3	25	4	1
\$225,001 - \$275,000	13	12.62%	23.2	0	7	6	0
\$275,001 - \$350,000	13	12.62%	27.0	0	3	9	1
\$350,001 and up	12	11.65%	24.1	0	2	9	1
Total Pending Units	103			12	59	29	3
Total Pending Volume	21,259,520	100%	16.1	1.16M	9.87M	9.20M	1.04M
Average Listing Price	\$206,887			\$96,267	\$167,244	\$317,146	\$346,567

May 2022



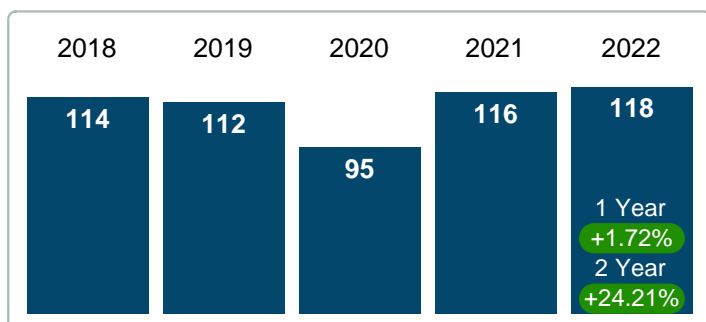
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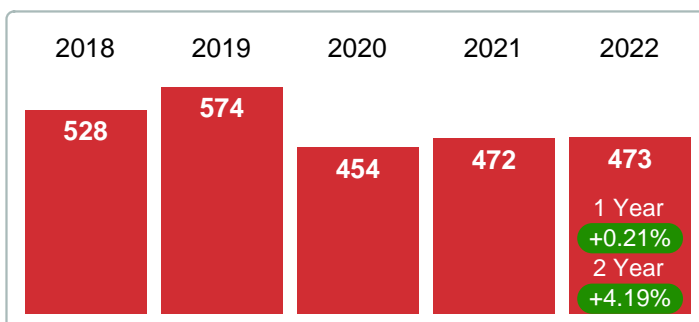
NEW LISTINGS

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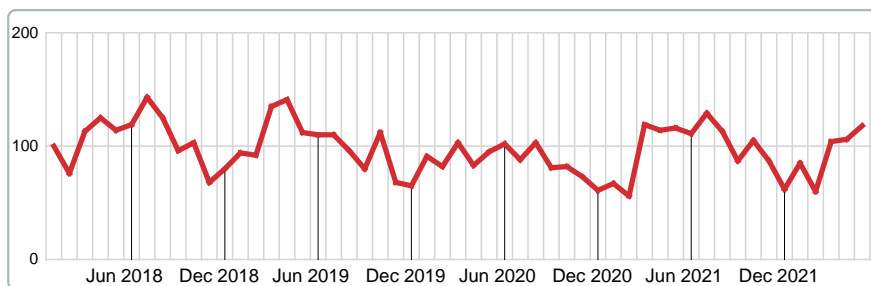
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

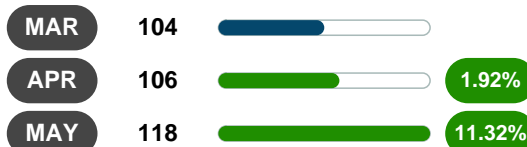


3 MONTHS

5 year MAY AVG = 111

High Jul 2018 143 Low Feb 2021 56

New Listings this month at 118
above the 5 yr MAY 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
\$50,000 and less	7	5.93%	2	4	1	0
\$50,001 - \$100,000	15	12.71%	6	9	0	0
\$100,001 - \$150,000	14	11.86%	3	11	0	0
\$150,001 - \$225,000	32	27.12%	3	22	6	1
\$225,001 - \$275,000	20	16.95%	0	12	8	0
\$275,001 - \$400,000	17	14.41%	0	3	13	1
\$400,001 and up	13	11.02%	0	3	8	2
Total New Listed Units	118		14	64	36	4
Total New Listed Volume	26,564,160	100%	1.43M	12.16M	11.41M	1.57M
Average New Listed Listing Price	\$215,177		\$102,229	\$189,944	\$316,856	\$392,425

May 2022



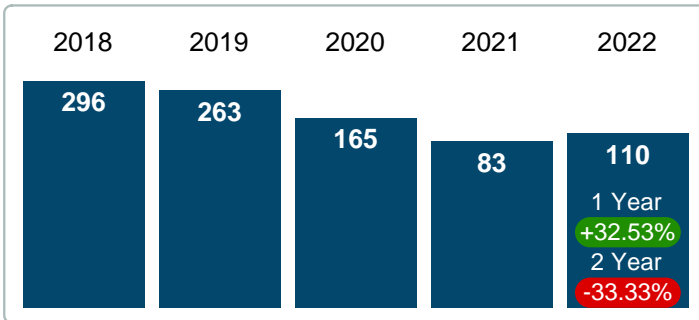
Area Delimited by County Of Washington - Residential Property Type



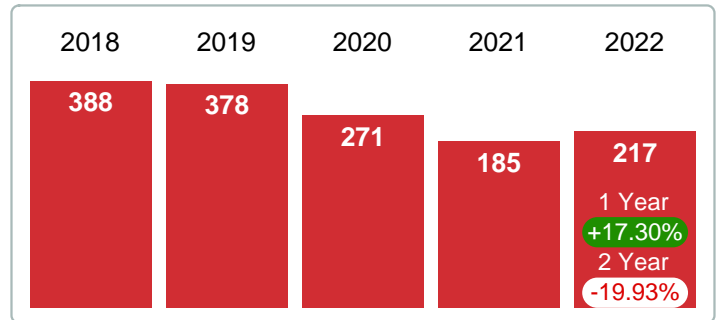
ACTIVE INVENTORY

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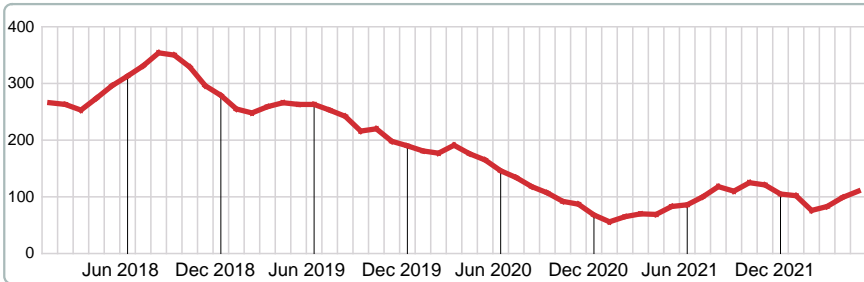
END OF MAY



ACTIVE DURING MAY

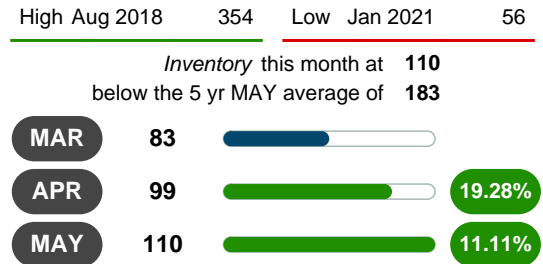


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 183



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	9.09%	75.3	2	7	1	0
\$50,001 - \$100,000	12	10.91%	41.3	0	11	1	0
\$100,001 - \$175,000	21	19.09%	41.7	5	12	4	0
\$175,001 - \$225,000	12	10.91%	72.7	1	6	5	0
\$225,001 - \$275,000	28	25.45%	46.8	1	15	11	1
\$275,001 - \$450,000	17	15.45%	26.5	0	4	11	2
\$450,001 and up	10	9.09%	59.9	0	4	6	0
Total Active Inventory by Units	110			9	59	39	3
Total Active Inventory by Volume	27,128,017	100%	48.7	1.14M	12.90M	12.02M	1.06M
Average Active Inventory Listing Price	\$246,618			\$126,767	\$218,691	\$308,190	\$354,967

May 2022



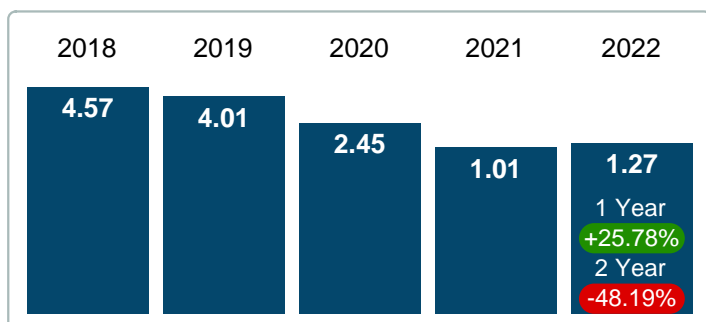
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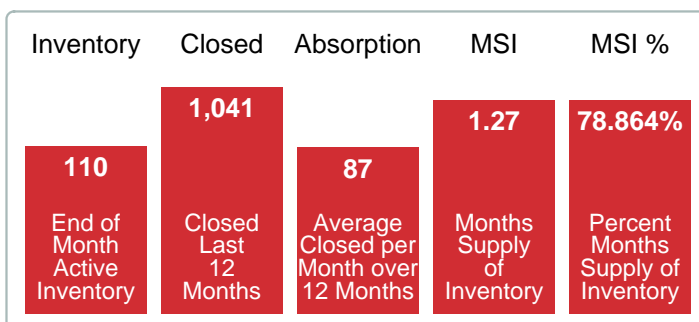
MONTHS SUPPLY of INVENTORY (MSI)

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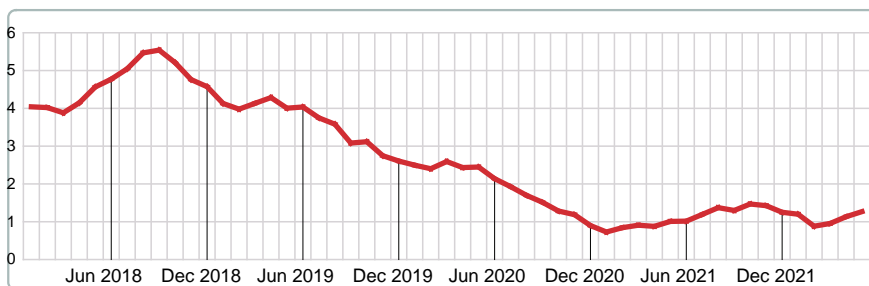
MSI FOR MAY



INDICATORS FOR MAY 2022

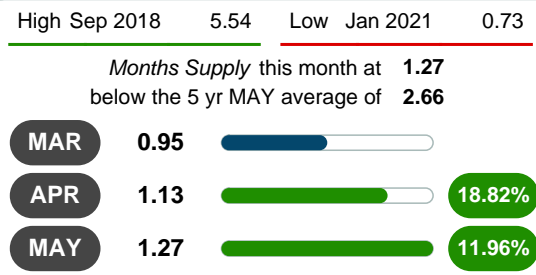


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 2.66



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	9.09%	1.94	0.80	2.90	4.00	0.00
\$50,001 - \$100,000	12	10.91%	0.77	0.00	1.18	1.20	0.00
\$100,001 - \$175,000	21	19.09%	0.76	1.67	0.58	1.04	0.00
\$175,001 - \$225,000	12	10.91%	0.92	2.40	0.76	1.18	0.00
\$225,001 - \$275,000	28	25.45%	2.43	4.00	3.46	1.71	2.00
\$275,001 - \$450,000	17	15.45%	1.61	0.00	2.53	1.52	1.26
\$450,001 and up	10	9.09%	3.16	0.00	3.69	4.24	0.00
Market Supply of Inventory (MSI)			1.27	0.77	1.25	1.61	0.84
Total Active Inventory by Units		100%	110	9	59	39	3

May 2022



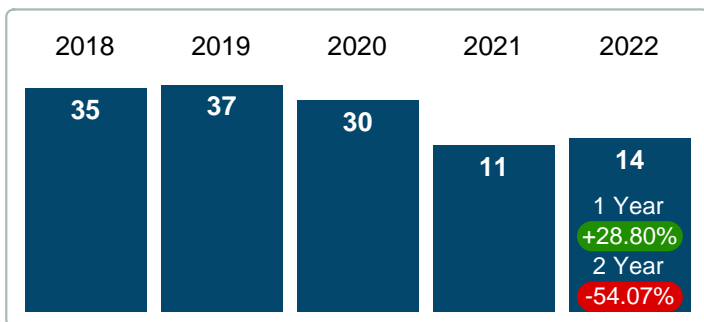
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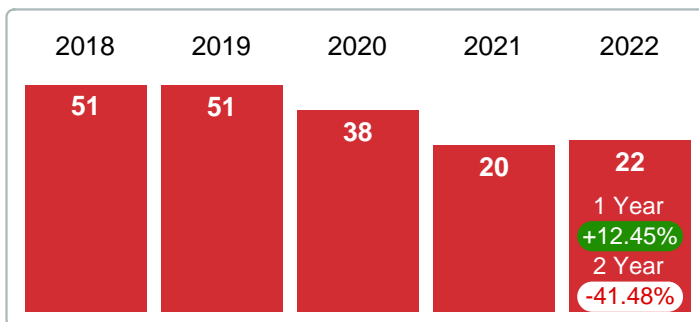
AVERAGE DAYS ON MARKET TO SALE

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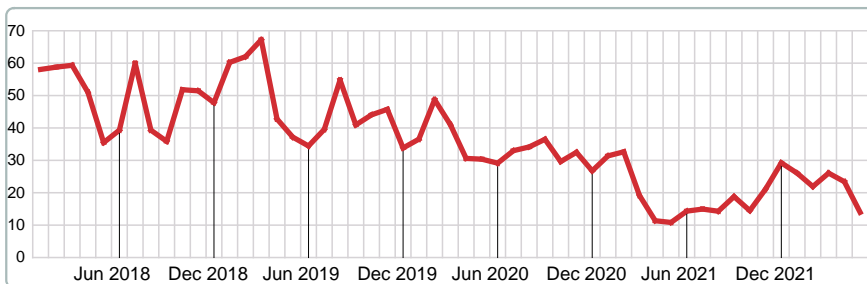
MAY



YEAR TO DATE (YTD)

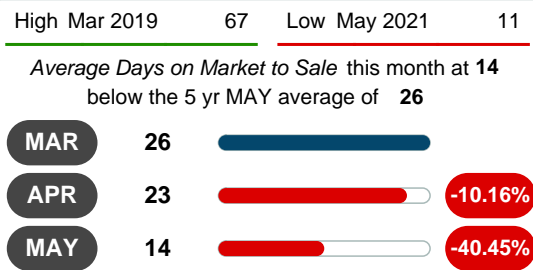


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 26



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
\$50,000 and less	5.56%	11	28	8	1	0
\$50,001 - \$100,000	13.33%	19	11	30	0	0
\$100,001 - \$125,000	11.11%	14	3	17	0	0
\$125,001 - \$200,000	30.00%	7	18	5	5	0
\$200,001 - \$250,000	15.56%	26	11	36	11	0
\$250,001 - \$300,000	11.11%	22	0	15	24	0
\$300,001 and up	13.33%	6	0	4	6	0
Average Closed DOM		14	13	16	12	0
Total Closed Units	100%	14	15	47	28	0
Total Closed Volume		16,884,237	1.56M	7.48M	7.84M	0.00B

May 2022



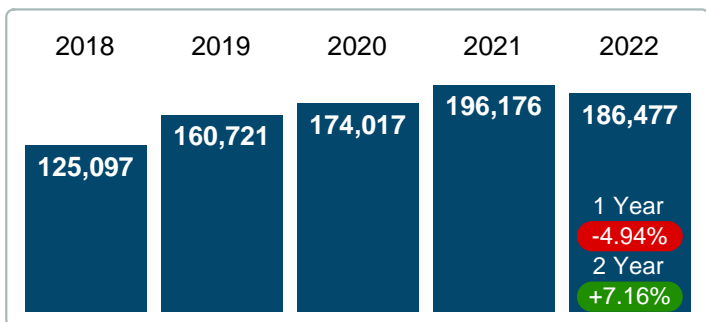
Area Delimited by County Of Washington - Residential Property Type



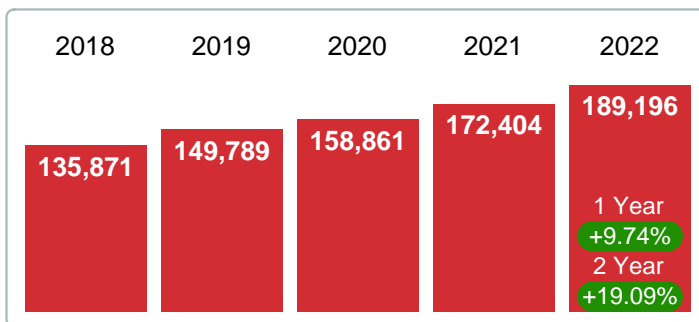
AVERAGE LIST PRICE AT CLOSING

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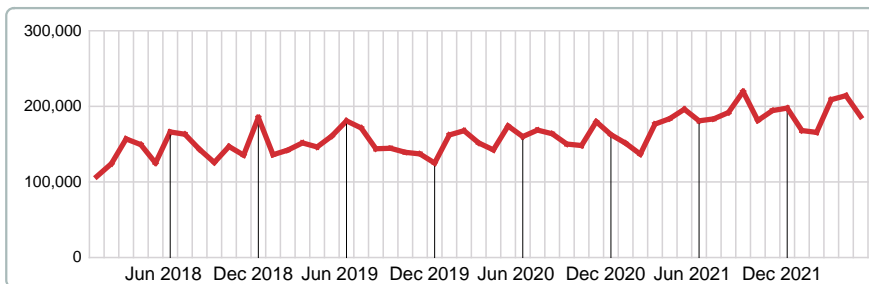
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

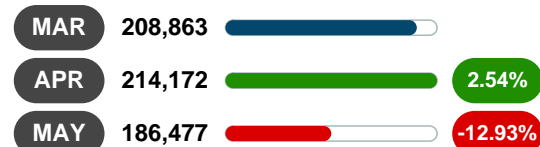


3 MONTHS

5 year MAY AVG = 168,498

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

Average List Price at Closing this month at **186,477** above the 5 yr MAY average of **168,498**



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
\$50,000 and less	3.33%	28,333	65,000	31,667	50,000	0
\$50,001 - \$100,000	17.78%	80,150	75,414	87,920	0	0
\$100,001 - \$125,000	11.11%	115,500	99,950	112,500	0	0
\$125,001 - \$200,000	27.78%	158,535	136,825	157,388	168,700	0
\$200,001 - \$250,000	17.78%	230,779	199,900	228,121	234,698	0
\$250,001 - \$300,000	10.00%	270,144	0	264,400	261,575	0
\$300,001 and up	12.22%	379,400	0	352,500	376,830	0
Average List Price		186,477	102,667	159,229	277,114	0
Total Closed Units	100%	186,477	15	47	28	0
Total Closed Volume		16,782,940	1.54M	7.48M	7.76M	0.00B

May 2022



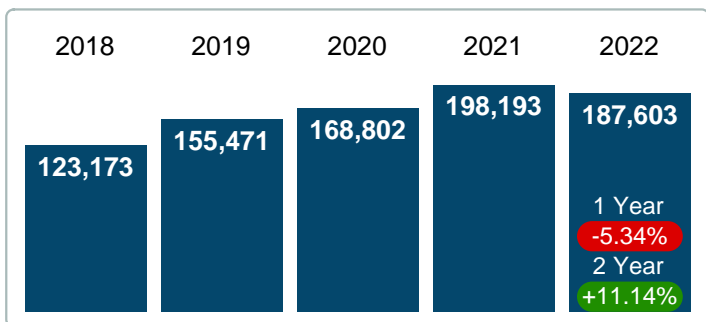
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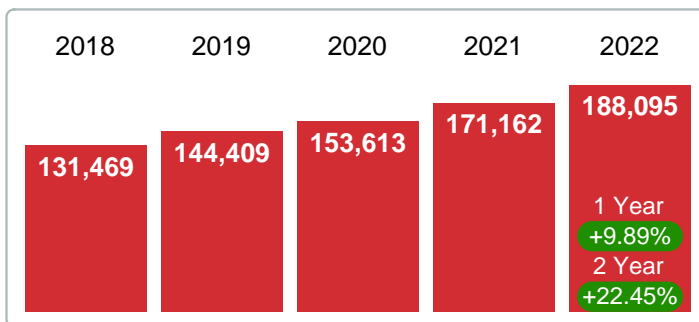
AVERAGE SOLD PRICE AT CLOSING

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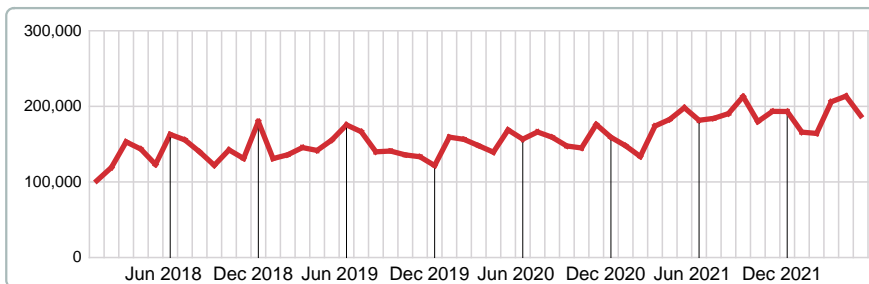
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 166,649

High Apr 2022 213,528 Low Jan 2018 101,572

Average Sold Price at Closing this month at **187,603**
above the 5 yr MAY average of **166,649**

- MAR: 206,015 (3.65% above avg)
- APR: 213,528 (28.2% above avg)
- MAY: 187,603 (-12.14% below avg)

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
\$50,000 and less	5.56%	36,400	50,000	27,333	50,000	0
\$50,001 - \$100,000	13.33%	77,933	74,357	82,940	0	0
\$100,001 - \$125,000	11.11%	114,283	112,850	114,641	0	0
\$125,001 - \$200,000	30.00%	158,259	137,800	158,883	175,750	0
\$200,001 - \$250,000	15.56%	228,533	217,500	224,746	236,798	0
\$250,001 - \$300,000	11.11%	266,697	0	263,500	267,496	0
\$300,001 and up	13.33%	373,733	0	362,800	375,920	0
Average Sold Price		187,603	104,327	159,217	279,863	0
Total Closed Units	100%	187,603	15	47	28	0
Total Closed Volume		16,884,237	1.56M	7.48M	7.84M	0.00B

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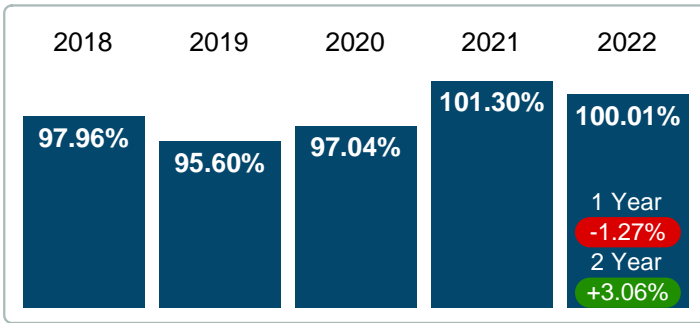
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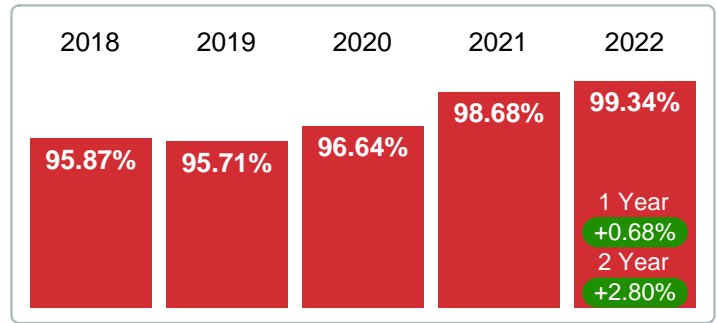
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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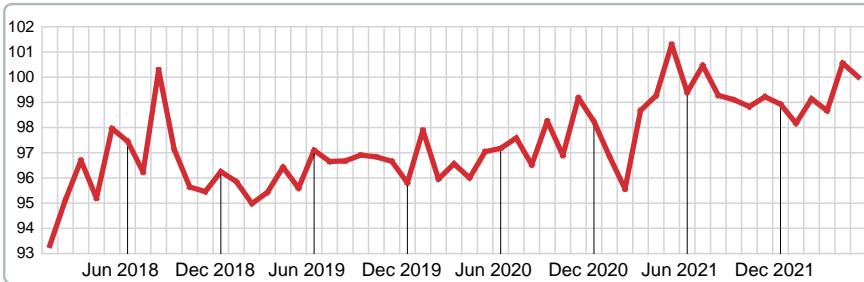
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

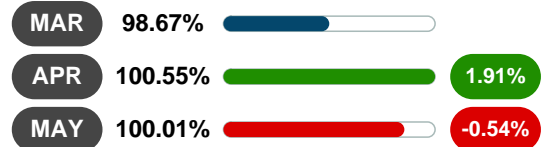


3 MONTHS

5 year MAY AVG = 98.38%

High May 2021 101.30% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **100.01%**
 above the 5 yr MAY average of **98.38%**



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
\$50,000 and less	5	5.56%	86.05%	76.92%	84.44%	100.00%	0.00%
\$50,001 - \$100,000	12	13.33%	96.70%	98.13%	94.69%	0.00%	0.00%
\$100,001 - \$125,000	10	11.11%	104.50%	113.28%	102.31%	0.00%	0.00%
\$125,001 - \$200,000	27	30.00%	101.60%	101.09%	101.15%	104.27%	0.00%
\$200,001 - \$250,000	14	15.56%	100.14%	108.80%	98.56%	100.94%	0.00%
\$250,001 - \$300,000	10	11.11%	101.79%	0.00%	99.68%	102.32%	0.00%
\$300,001 and up	12	13.33%	100.13%	0.00%	102.55%	99.65%	0.00%
Average Sold/List Ratio			100.00%	100.24%	99.15%	101.31%	0.00%
Total Closed Units			90	15	47	28	
Total Closed Volume			16,884,237	1.56M	7.48M	7.84M	0.00B

May 2022



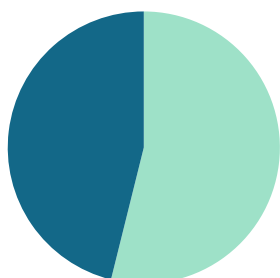
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

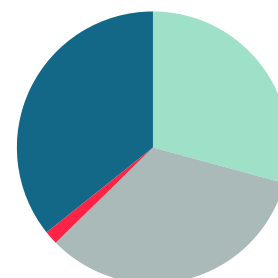


Inventory
 New Listings
118 = 53.88%
 Start Inventory
101
 Total Inventory Units
219
 Volume
\$49,805,807

Market Activity

Closed Sales
90 = 29.22%
 Pending Sales
103 = 33.44%
 Other Off Market
5 = 1.62%
 Active Inventory
110 = 35.71%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	98	90	-8.16%	368	401	8.97%
Pending Sales	94	103	9.57%	423	424	0.24%
New Listings	116	118	1.72%	472	473	0.21%
Average List Price	196,176	186,477	-4.94%	172,404	189,196	9.74%
Average Sale Price	198,193	187,603	-5.34%	171,162	188,095	9.89%
Average Percent of Selling Price to List Price	101.30%	100.01%	-1.27%	98.68%	99.34%	0.68%
Average Days on Market to Sale	10.83	13.94	28.80%	19.61	22.05	12.45%
Monthly Inventory	83	110	32.53%	83	110	32.53%
Months Supply of Inventory	1.01	1.27	25.78%	1.01	1.27	25.78%

Absorption: Last 12 months, an Average of **87** Sales/Month

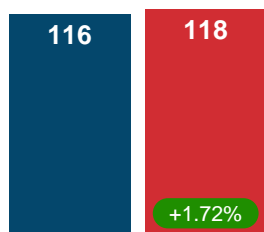
Inventory on May 31, 2022 = **110**

2021 **2022**

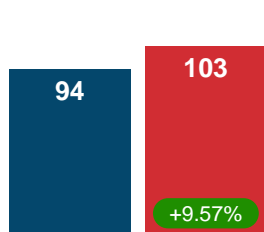
MAY MARKET

AVERAGE PRICES

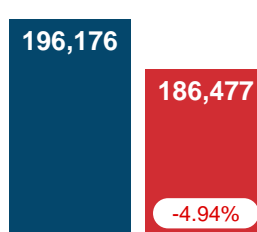
New Listings



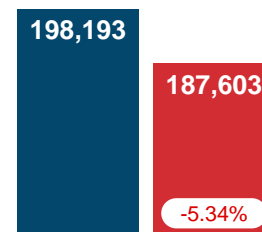
Pending Listings



List Price



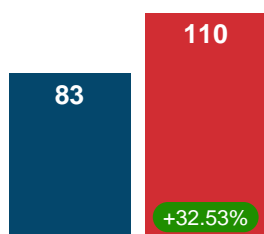
Sale Price



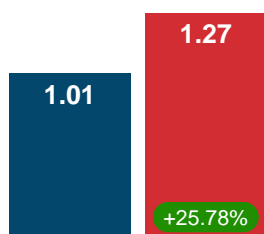
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

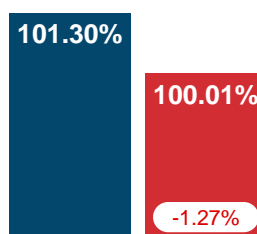
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

