

October 2022



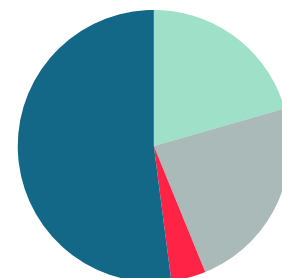
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	October 2022	+/-%
Closed Listings	88	60	-31.82%
Pending Listings	78	68	-12.82%
New Listings	105	90	-14.29%
Median List Price	164,750	175,200	6.34%
Median Sale Price	155,000	175,000	12.90%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	5.50	8.00	45.45%
End of Month Inventory	125	152	21.60%
Months Supply of Inventory	1.47	1.86	26.43%



■ Closed (20.55%)
■ Pending (23.29%)
■ Other OffMarket (4.11%)
■ Active (52.05%)

Absorption: Last 12 months, an Average of **82** Sales/Month
Active Inventory as of October 31, 2022 = **152**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2022 rose **21.60%** to 152 existing homes available for sale. Over the last 12 months this area has had an average of 82 closed sales per month. This represents an unsold inventory index of **1.86** 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 **12.90%** in October 2022 to \$175,000 versus the previous year at \$155,000.

Median Days on Market Lengthens

The median number of **8.00** days that homes spent on the market before selling increased by 2.50 days or **45.45%** in October 2022 compared to last year's same month at **5.50** DOM.

Sales Success for October 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 90 New Listings in October 2022, down **14.29%** from last year at 105. Furthermore, there were 60 Closed Listings this month versus last year at 88, a **-31.82%** decrease.

Closed versus Listed trends yielded a **66.7%** ratio, down from previous year's, October 2021, at **83.8%**, a **20.45%** downswing. 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
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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

October 2022



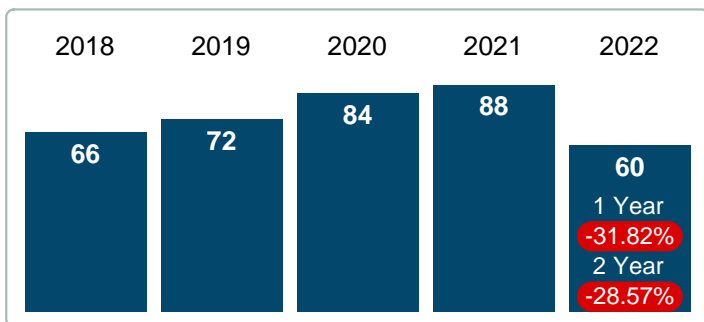
Area Delimited by County Of Washington - Residential Property Type



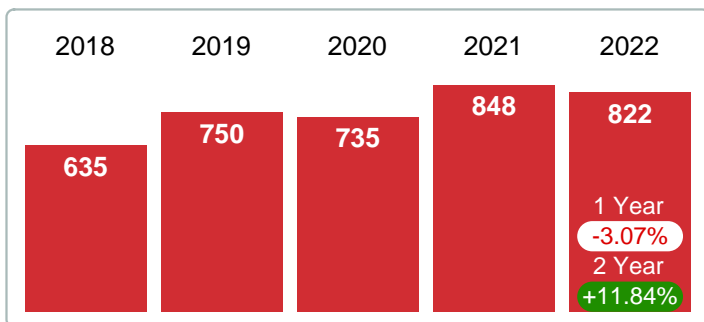
CLOSED LISTINGS

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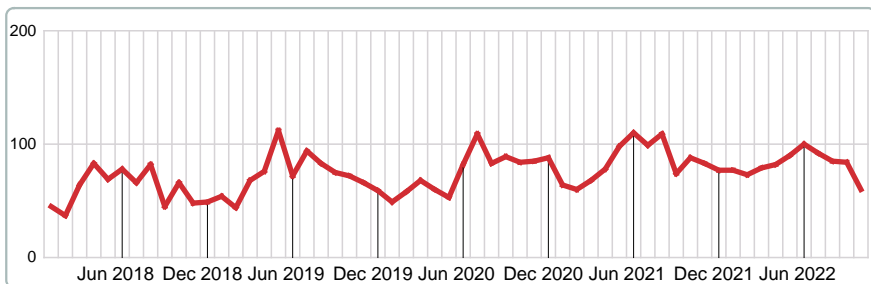
OCTOBER



YEAR TO DATE (YTD)

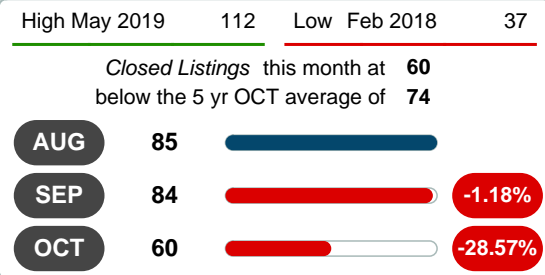


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 74



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	6	10.00%	15.0	3	2	1	0
\$75,001 - \$100,000	6	10.00%	13.5	4	2	0	0
\$100,001 - \$125,000	7	11.67%	4.0	1	6	0	0
\$125,001 - \$175,000	12	20.00%	8.0	0	7	5	0
\$175,001 - \$250,000	15	25.00%	7.0	0	9	6	0
\$250,001 - \$300,000	8	13.33%	12.0	0	3	5	0
\$300,001 and up	6	10.00%	28.0	0	2	2	2
Total Closed Units	60			8	31	19	2
Total Closed Volume	11,201,911	100%	8.0	660.90K	5.50M	4.35M	695.00K
Median Closed Price	\$175,000			\$82,450	\$160,000	\$199,900	\$347,500

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

October 2022



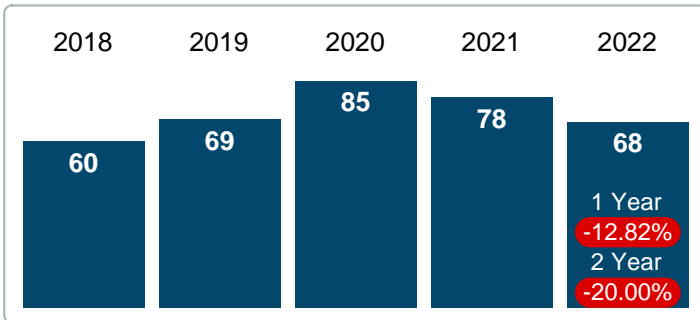
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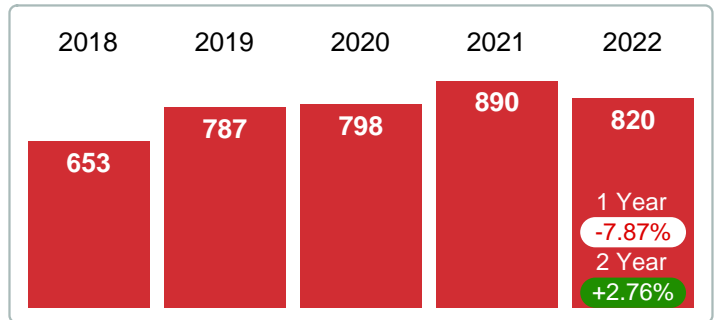
PENDING LISTINGS

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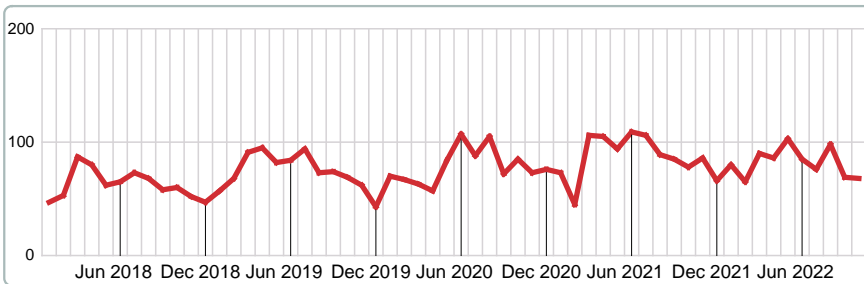
OCTOBER



YEAR TO DATE (YTD)

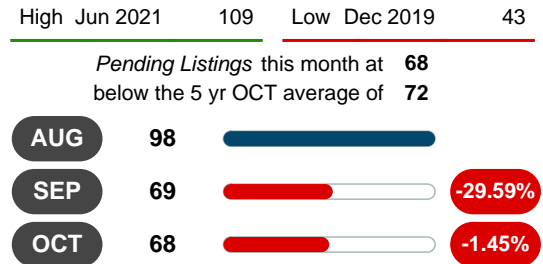


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 72



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	7.35%	16.0	4	1	0	0
\$75,001 - \$100,000	10	14.71%	4.5	2	8	0	0
\$100,001 - \$125,000	9	13.24%	4.0	4	5	0	0
\$125,001 - \$175,000	14	20.59%	26.5	1	10	3	0
\$175,001 - \$225,000	12	17.65%	27.0	2	6	3	1
\$225,001 - \$275,000	7	10.29%	16.0	0	5	2	0
\$275,001 and up	11	16.18%	31.0	0	5	5	1
Total Pending Units	68			13	40	13	2
Total Pending Volume	12,535,240	100%	16.0	1.38M	7.46M	3.16M	530.00K
Median Listing Price	\$166,250			\$105,000	\$161,500	\$240,000	\$265,000

October 2022



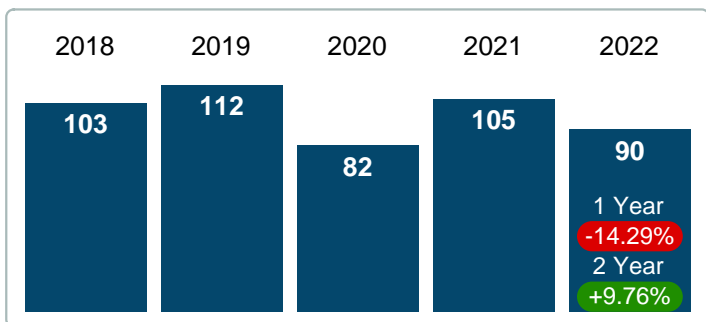
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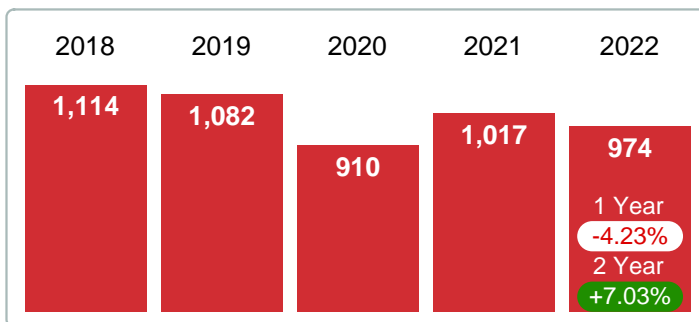
NEW LISTINGS

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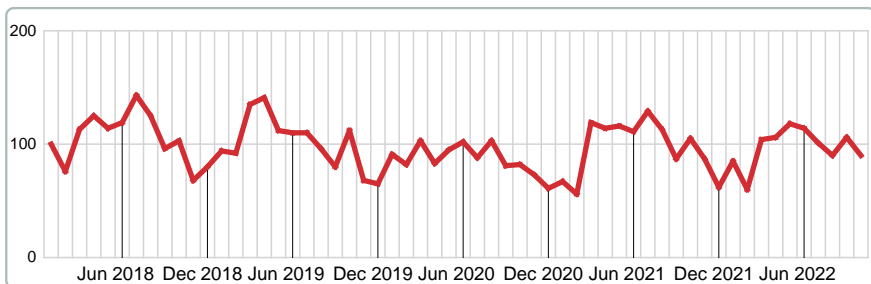
OCTOBER



YEAR TO DATE (YTD)

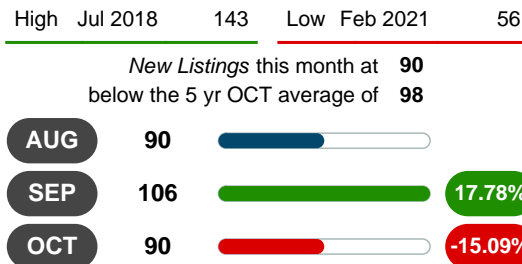


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 98



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	10	11.11%	5	5	0	0
\$60,001 - \$80,000	6	6.67%	1	4	1	0
\$80,001 - \$110,000	17	18.89%	5	11	1	0
\$110,001 - \$180,000	21	23.33%	4	15	2	0
\$180,001 - \$230,000	15	16.67%	1	8	4	2
\$230,001 - \$350,000	13	14.44%	0	3	8	2
\$350,001 and up	8	8.89%	0	3	4	1
Total New Listed Units	90		16	49	20	5
Total New Listed Volume	15,787,548	100%	1.54M	7.54M	5.23M	1.47M
Median New Listed Listing Price	\$142,500		\$94,500	\$129,900	\$256,500	\$239,900

October 2022



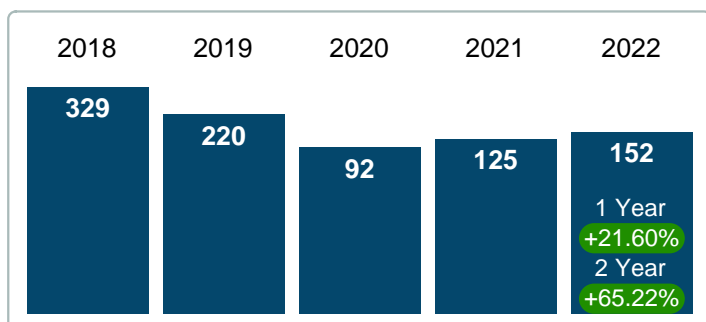
Area Delimited by County Of Washington - Residential Property Type



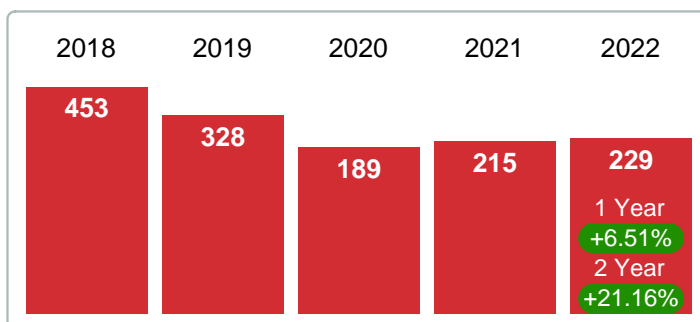
ACTIVE INVENTORY

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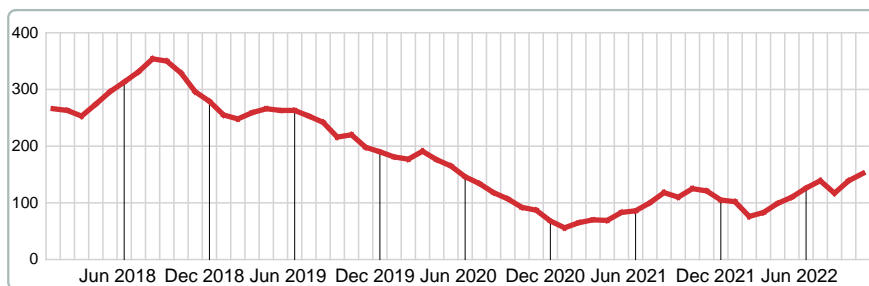
END OF OCTOBER



ACTIVE DURING OCTOBER

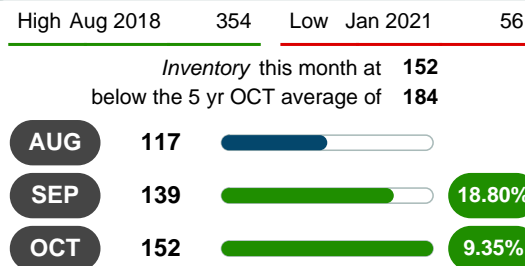


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 184



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	7	4.61%	26.0	1	6	0	0
\$50,001 - \$75,000	14	9.21%	44.0	3	11	0	0
\$75,001 - \$125,000	31	20.39%	33.0	9	14	7	1
\$125,001 - \$200,000	35	23.03%	52.0	8	22	3	2
\$200,001 - \$300,000	29	19.08%	46.0	0	15	12	2
\$300,001 - \$400,000	19	12.50%	41.0	1	2	13	3
\$400,001 and up	17	11.18%	68.0	0	5	8	4
Total Active Inventory by Units	152			22	75	43	12
Total Active Inventory by Volume	33,960,526	100%	46.0	2.67M	13.80M	12.57M	4.92M
Median Active Inventory Listing Price	\$172,500			\$117,900	\$149,999	\$269,900	\$339,500

October 2022



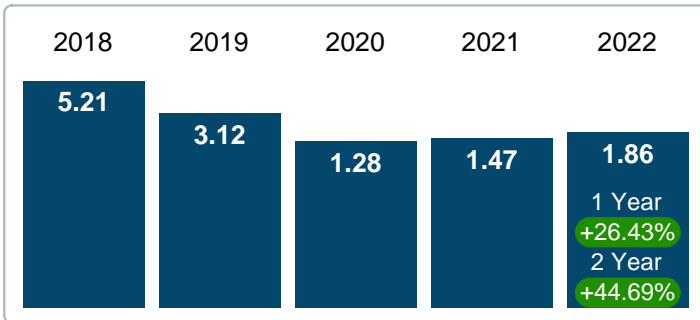
Area Delimited by County Of Washington - Residential Property Type



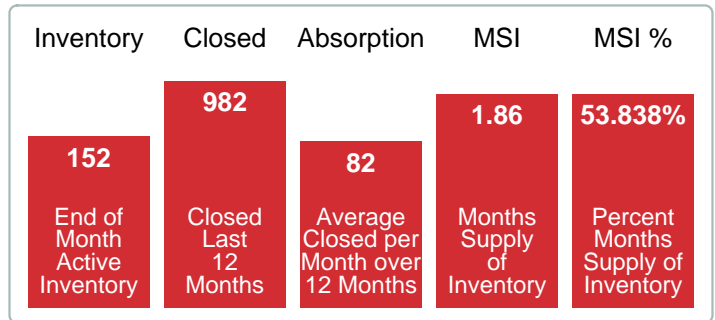
MONTHS SUPPLY of INVENTORY (MSI)

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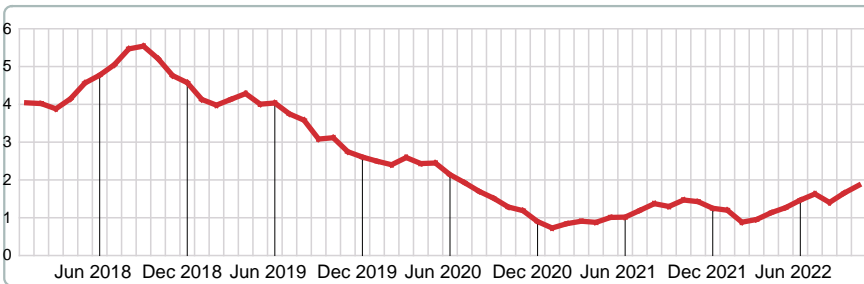
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022

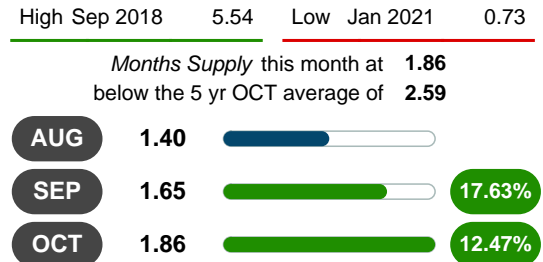


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2.59



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	7	4.61%	1.65	0.57	2.77	0.00	0.00
\$50,001 - \$75,000	14	9.21%	2.21	1.00	3.47	0.00	0.00
\$75,001 - \$125,000	31	20.39%	2.20	2.51	1.50	6.46	12.00
\$125,001 - \$200,000	35	23.03%	1.46	3.84	1.29	0.63	24.00
\$200,001 - \$300,000	29	19.08%	1.34	0.00	1.62	1.08	2.18
\$300,001 - \$400,000	19	12.50%	2.89	6.00	1.33	2.84	9.00
\$400,001 and up	17	11.18%	3.46	0.00	3.75	2.67	6.86
Market Supply of Inventory (MSI)			1.86	2.00	1.71	1.72	6.00
Total Active Inventory by Units		100%	1.86	22	75	43	12

October 2022



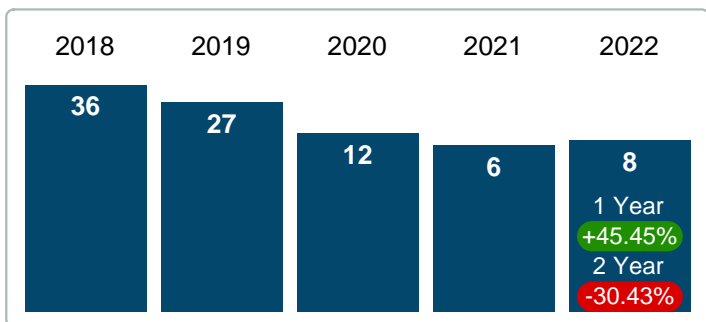
Area Delimited by County Of Washington - Residential Property Type



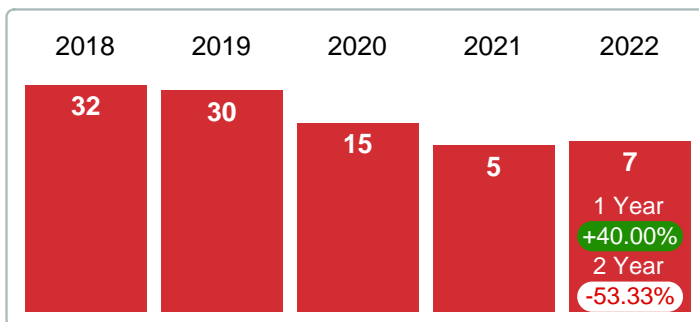
MEDIAN DAYS ON MARKET TO SALE

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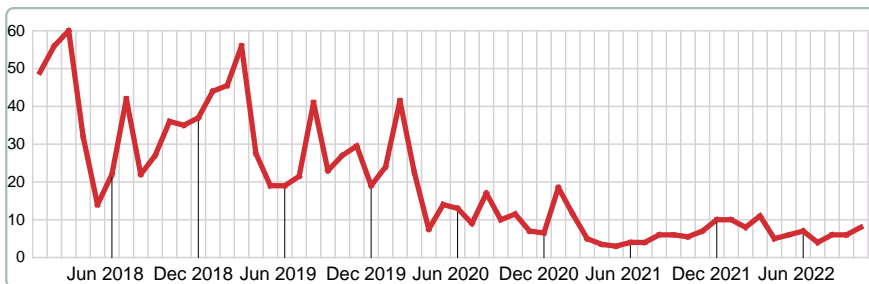
OCTOBER



YEAR TO DATE (YTD)

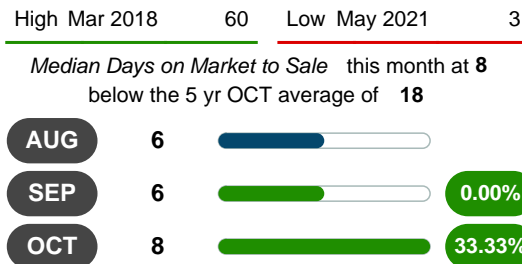


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 18



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	10.00%	15	2	29	30	0
\$75,001 - \$100,000	10.00%	14	14	30	0	0
\$100,001 - \$125,000	11.67%	4	1	5	0	0
\$125,001 - \$175,000	20.00%	8	0	8	10	0
\$175,001 - \$250,000	25.00%	7	0	5	24	0
\$250,001 - \$300,000	13.33%	12	0	33	11	0
\$300,001 and up	10.00%	28	0	28	42	57
Median Closed DOM		8	8	7	13	57
Total Closed Units	100%	60	8	31	19	2
Total Closed Volume		11,201,911	660.90K	5.50M	4.35M	695.00K

October 2022



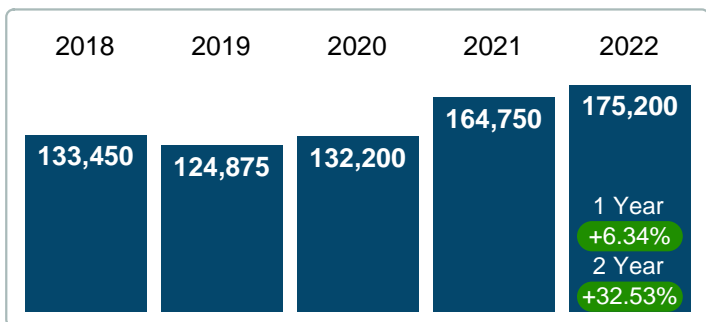
Area Delimited by County Of Washington - Residential Property Type



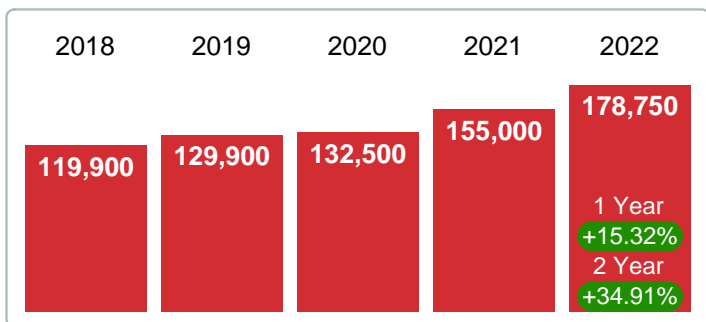
MEDIAN LIST PRICE AT CLOSING

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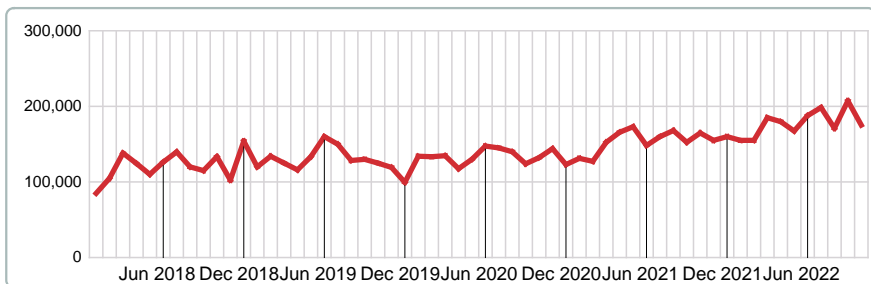
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

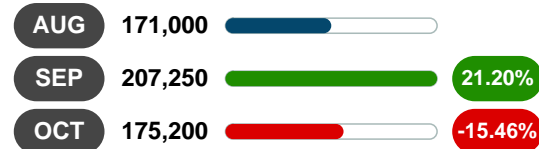


3 MONTHS

5 year OCT AVG = 146,095

High Sep 2022 207,250 Low Jan 2018 84,900

Median List Price at Closing this month at 175,200 above the 5 yr OCT average of 146,095



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	8.33%	64,900	64,900	74,000	39,900	0
\$75,001 - \$100,000	11.67%	85,000	85,000	90,000	0	0
\$100,001 - \$125,000	11.67%	119,000	120,000	116,500	0	0
\$125,001 - \$175,000	18.33%	150,000	0	150,000	150,750	0
\$175,001 - \$250,000	26.67%	189,450	0	185,000	189,900	0
\$250,001 - \$300,000	15.00%	269,900	0	260,000	272,500	299,900
\$300,001 and up	8.33%	375,000	0	422,450	432,500	375,000
Median List Price		175,200	82,450	169,500	199,900	337,450
Total Closed Units	100%	175,200	8	31	19	2
Total Closed Volume		11,233,400	664.70K	5.57M	4.32M	674.90K

October 2022



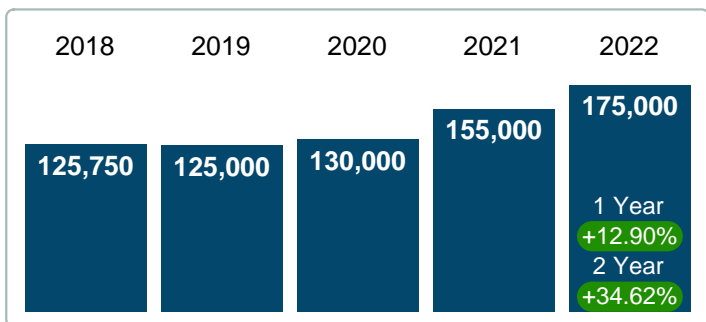
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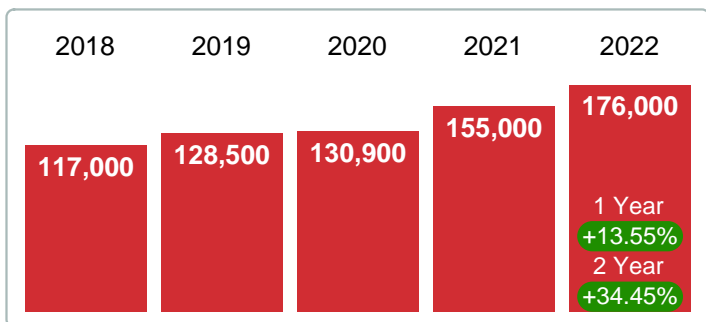
MEDIAN SOLD PRICE AT CLOSING

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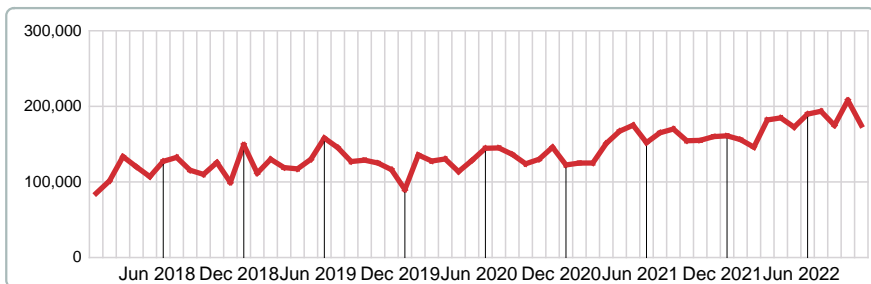
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

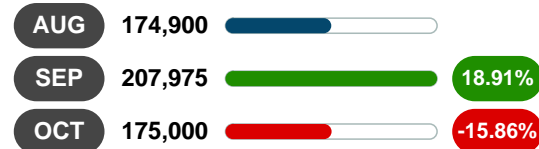


3 MONTHS

5 year OCT AVG = 142,150

High Sep 2022 207,975 Low Jan 2018 84,900

Median Sold Price at Closing this month at 175,000 above the 5 yr OCT average of 142,150



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	10.00%	62,550	65,100	65,000	39,900	0
\$75,001 - \$100,000	10.00%	90,500	88,000	95,000	0	0
\$100,001 - \$125,000	11.67%	110,000	110,000	111,500	0	0
\$125,001 - \$175,000	20.00%	155,655	0	155,000	173,000	0
\$175,001 - \$250,000	25.00%	196,500	0	187,300	198,200	0
\$250,001 - \$300,000	13.33%	270,450	0	265,900	275,000	0
\$300,001 and up	10.00%	355,000	0	409,200	440,000	347,500
Median Sold Price		175,000	82,450	160,000	199,900	347,500
Total Closed Units		60	8	31	19	2
Total Closed Volume		11,201,911	660.90K	5.50M	4.35M	695.00K

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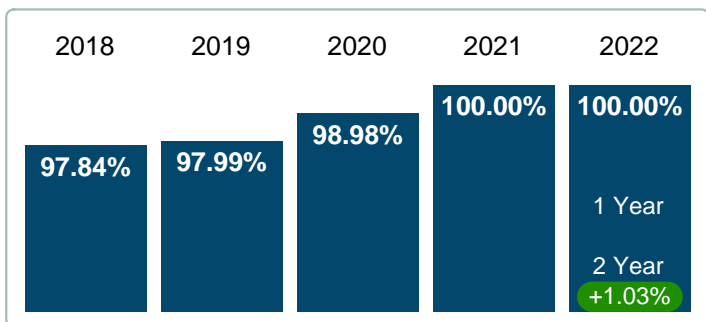
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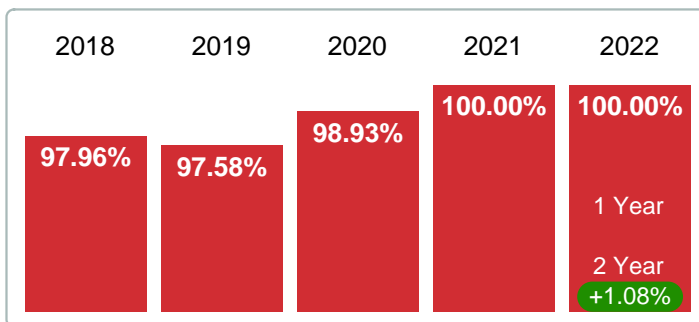
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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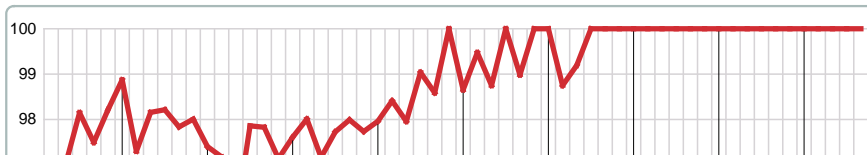
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 98.96%

High Oct 2022 100.00% Low Feb 2019 95.82%

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

AUG 100.00% ✓
SEP 100.00% ✓
OCT 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	6	10.00%	100.00%	100.00%	84.35%	100.00%	0.00%	
\$75,001 - \$100,000	6	10.00%	100.00%	100.00%	97.62%	0.00%	0.00%	
\$100,001 - \$125,000	7	11.67%	98.32%	91.67%	99.16%	0.00%	0.00%	
\$125,001 - \$175,000	12	20.00%	100.00%	0.00%	100.29%	100.00%	0.00%	
\$175,001 - \$250,000	15	25.00%	100.00%	0.00%	100.00%	100.00%	0.00%	
\$250,001 - \$300,000	8	13.33%	100.00%	0.00%	100.00%	100.00%	0.00%	
\$300,001 and up	6	10.00%	100.67%	0.00%	97.38%	102.38%	103.18%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	103.18%	
Total Closed Units		60	100%	100.00%	8	31	19	2
Total Closed Volume		11,201,911			660.90K	5.50M	4.35M	695.00K

October 2022



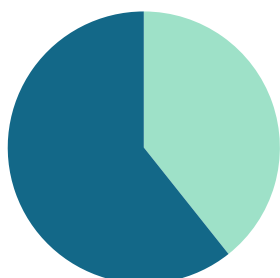
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

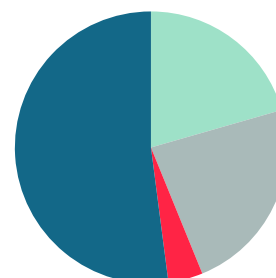


Inventory
 New Listings
90 = 39.30%
 Start Inventory
139
 Total Inventory Units
229
 Volume
\$48,122,526

Market Activity

Closed Sales
60 = 20.55%
 Pending Sales
68 = 23.29%
 Other Off Market
12 = 4.11%
 Active Inventory
152 = 52.05%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	88	60	-31.82%	848	822	-3.07%
Pending Sales	78	68	-12.82%	890	820	-7.87%
New Listings	105	90	-14.29%	1,017	974	-4.23%
Median List Price	164,750	175,200	6.34%	155,000	178,750	15.32%
Median Sale Price	155,000	175,000	12.90%	155,000	176,000	13.55%
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	5.50	8.00	45.45%	5.00	7.00	40.00%
Monthly Inventory	125	152	21.60%	125	152	21.60%
Months Supply of Inventory	1.47	1.86	26.43%	1.47	1.86	26.43%

Absorption: Last 12 months, an Average of **82** Sales/Month

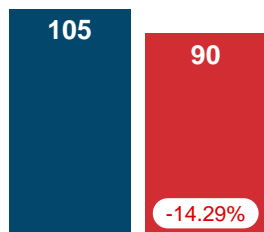
Inventory on October 31, 2022 = **152**

2021 **2022**

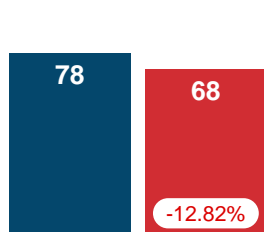
OCTOBER MARKET

MEDIAN PRICES

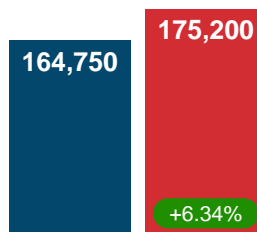
New Listings



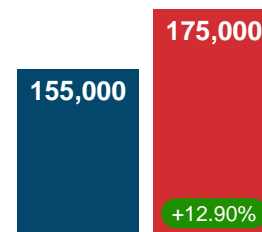
Pending Listings



List Price



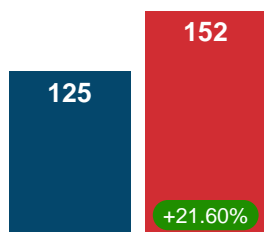
Sale Price



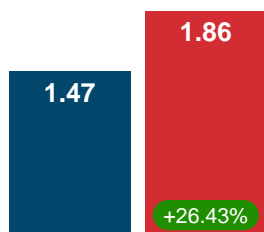
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

