

September 2022



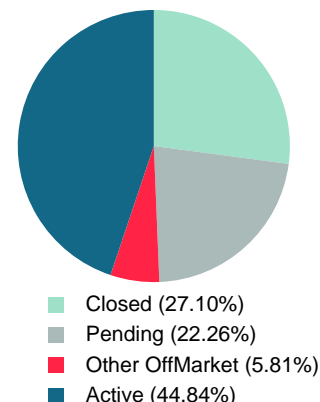
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	74	84	13.51%
Pending Listings	85	69	-18.82%
New Listings	87	106	21.84%
Average List Price	219,566	216,328	-1.47%
Average Sale Price	212,969	215,403	1.14%
Average Percent of Selling Price to List Price	99.10%	99.13%	0.03%
Average Days on Market to Sale	18.80	21.70	15.45%
End of Month Inventory	110	139	26.36%
Months Supply of Inventory	1.30	1.65	27.24%



Absorption: Last 12 months, an Average of **84** Sales/Month
Active Inventory as of September 30, 2022 = **139**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2022 rose **26.36%** to 139 existing homes available for sale. Over the last 12 months this area has had an average of 84 closed sales per month. This represents an unsold inventory index of **1.65** 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 **1.14%** in September 2022 to \$215,403 versus the previous year at \$212,969.

Average Days on Market Lengthens

The average number of **21.70** days that homes spent on the market before selling increased by 2.91 days or **15.45%** in September 2022 compared to last year's same month at **18.80** DOM.

Sales Success for September 2022 is Positive

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

There were 106 New Listings in September 2022, up **21.84%** from last year at 87. Furthermore, there were 84 Closed Listings this month versus last year at 74, a **13.51%** increase.

Closed versus Listed trends yielded a **79.2%** ratio, down from previous year's, September 2021, at **85.1%**, a **6.83%** downswing. 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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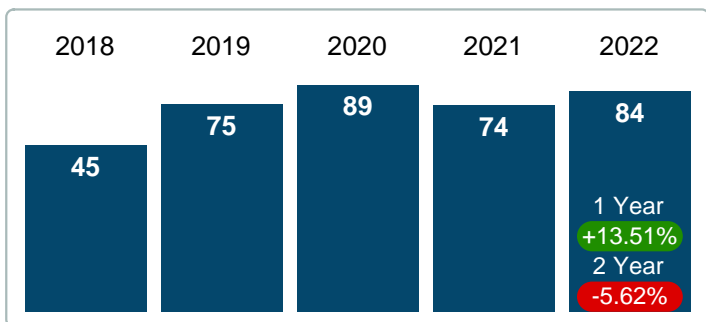
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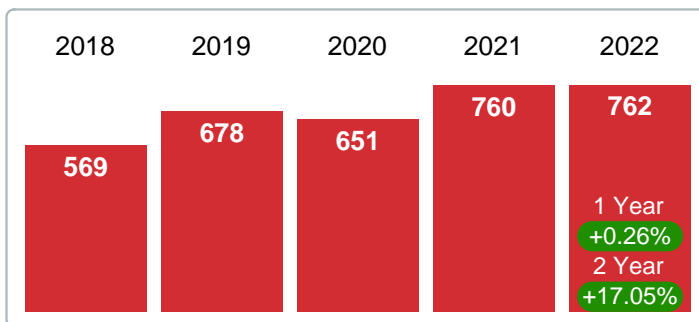
CLOSED LISTINGS

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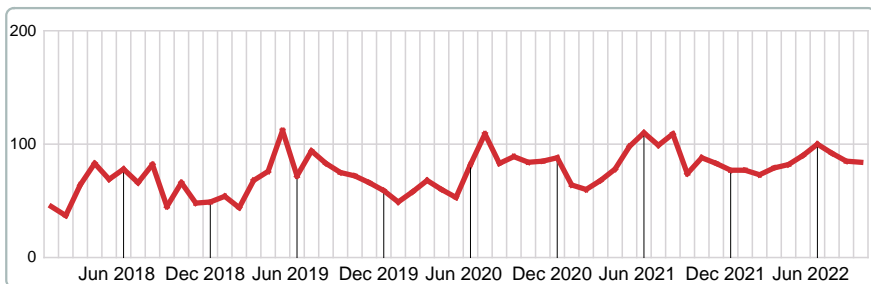
SEPTEMBER



YEAR TO DATE (YTD)

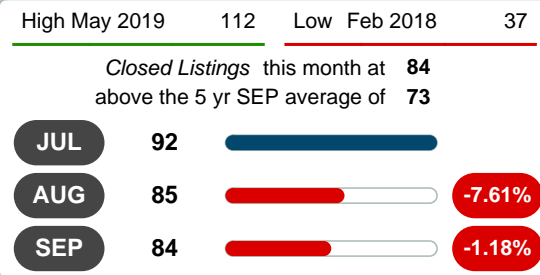


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 73



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	8.33%	29.9	2	5	0	0
\$75,001 - \$125,000	10	11.90%	8.1	3	6	1	0
\$125,001 - \$150,000	10	11.90%	6.1	1	7	2	0
\$150,001 - \$225,000	25	29.76%	13.6	2	14	9	0
\$225,001 - \$275,000	11	13.10%	43.8	1	3	7	0
\$275,001 - \$350,000	12	14.29%	33.3	0	4	8	0
\$350,001 and up	9	10.71%	28.0	0	3	6	0
Total Closed Units	84			9	42	33	0
Total Closed Volume	18,093,870	100%	21.7	1.20M	8.10M	8.80M	0.00B
Average Closed Price	\$215,403			\$132,778	\$192,753	\$266,765	\$0

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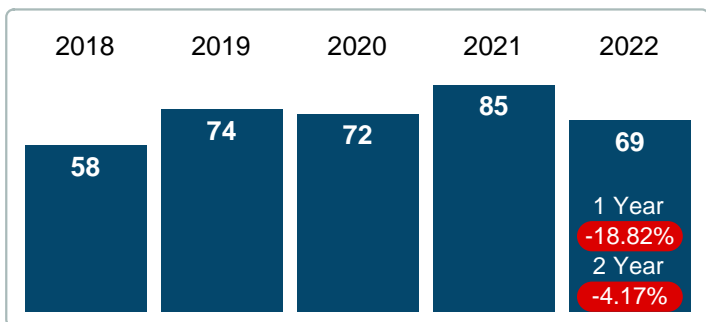
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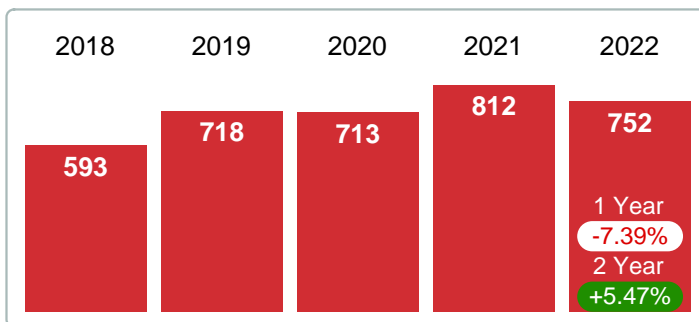
PENDING LISTINGS

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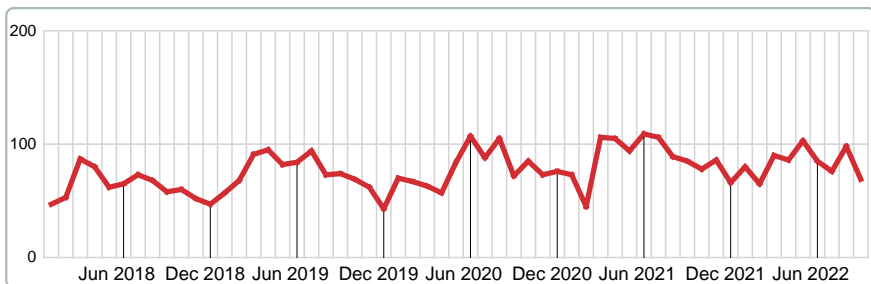
SEPTEMBER



YEAR TO DATE (YTD)

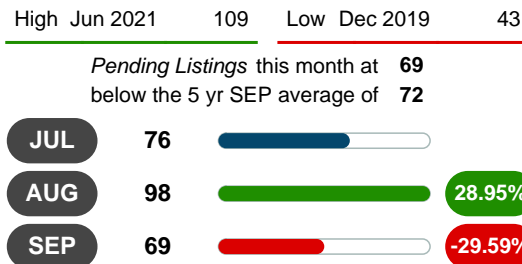


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 72



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	4	5.80%	32.0	2	1	1	0
\$75,001 - \$100,000	6	8.70%	9.0	4	1	1	0
\$100,001 - \$150,000	15	21.74%	7.3	1	12	2	0
\$150,001 - \$225,000	17	24.64%	17.8	0	9	8	0
\$225,001 - \$275,000	12	17.39%	31.1	0	4	8	0
\$275,001 - \$300,000	3	4.35%	88.3	0	1	1	1
\$300,001 and up	12	17.39%	21.8	1	4	6	1
Total Pending Units	69			8	32	27	2
Total Pending Volume	14,414,680	100%	20.1	1.38M	6.11M	6.25M	674.90K
Average Listing Price	\$209,754			\$172,163	\$191,056	\$231,433	\$337,450

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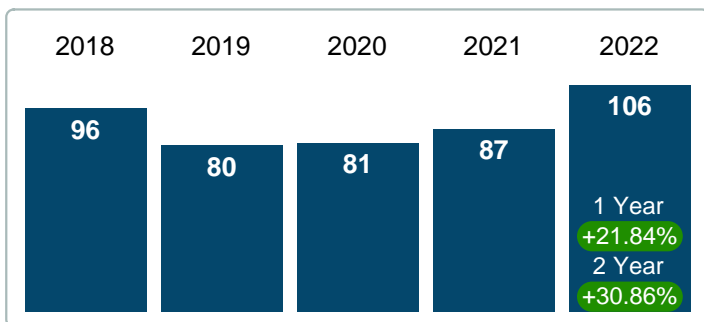
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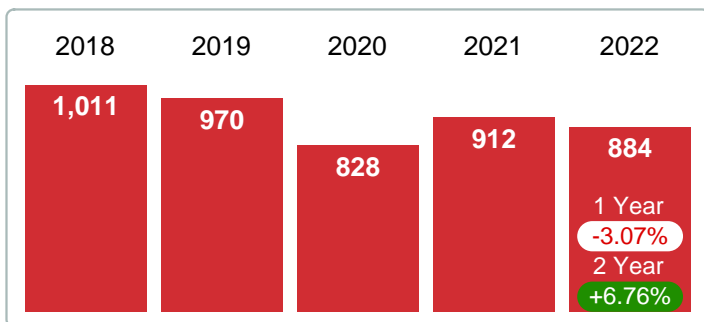
NEW LISTINGS

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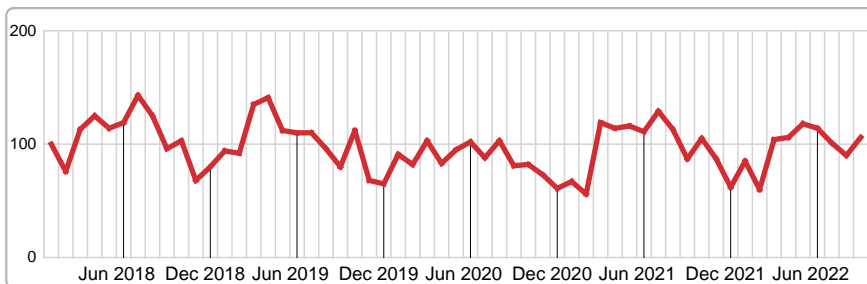
SEPTEMBER



YEAR TO DATE (YTD)

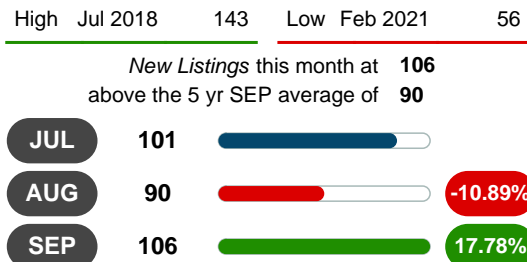


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 90



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	8	7.55%	4	4	0	0
\$75,001 - \$100,000	11	10.38%	4	5	2	0
\$100,001 - \$150,000	21	19.81%	4	15	2	0
\$150,001 - \$200,000	21	19.81%	2	13	6	0
\$200,001 - \$275,000	21	19.81%	0	7	13	1
\$275,001 - \$325,000	11	10.38%	0	6	5	0
\$325,001 and up	13	12.26%	0	3	8	2
Total New Listed Units	106		14	53	36	3
Total New Listed Volume	21,701,139	100%	1.47M	9.90M	9.33M	1.01M
Average New Listed Listing Price	\$198,781		\$105,079	\$186,762	\$259,073	\$335,000

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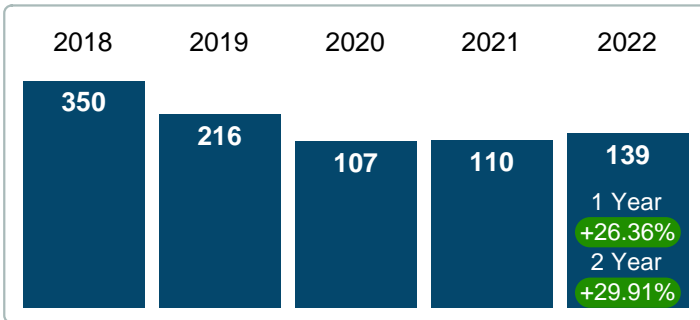
Area Delimited by County Of Washington - Residential Property Type



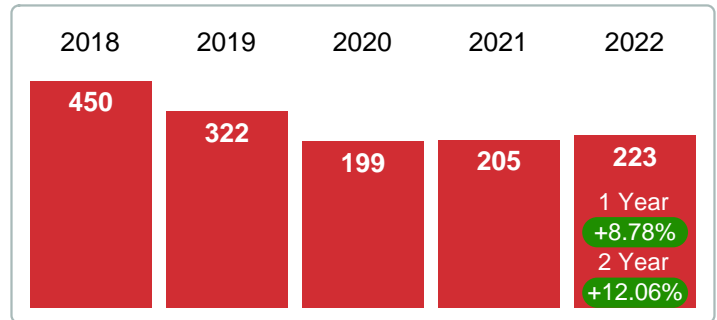
ACTIVE INVENTORY

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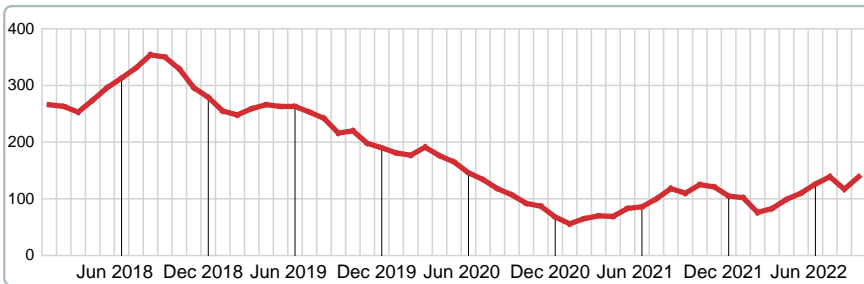
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

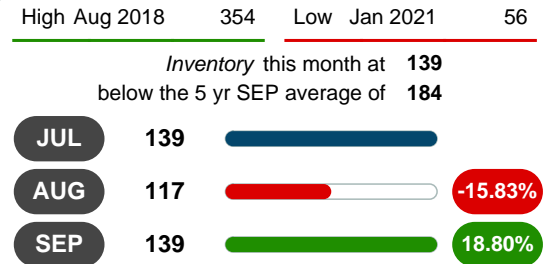


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 184



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	5	3.60%	92.4	1	4	0	0
\$50,001 - \$100,000	20	14.39%	43.8	5	12	3	0
\$100,001 - \$150,000	28	20.14%	70.9	10	14	3	1
\$150,001 - \$225,000	33	23.74%	46.9	3	20	9	1
\$225,001 - \$275,000	17	12.23%	66.4	0	10	6	1
\$275,001 - \$425,000	21	15.11%	39.0	1	4	13	3
\$425,001 and up	15	10.79%	62.1	0	6	6	3
Total Active Inventory by Units	139			20	70	40	9
Total Active Inventory by Volume	32,334,978	100%	55.8	2.60M	14.35M	11.41M	3.97M
Average Active Inventory Listing Price	\$232,626			\$130,230	\$204,956	\$285,239	\$441,544

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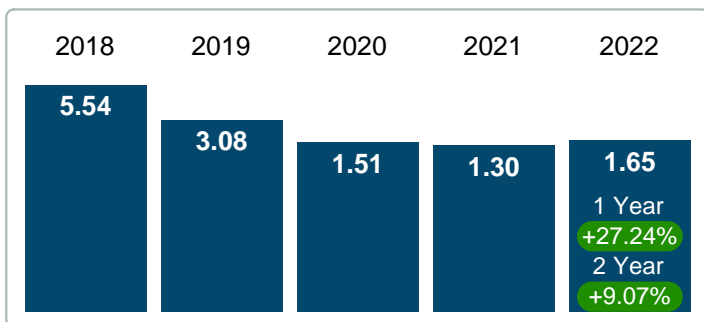
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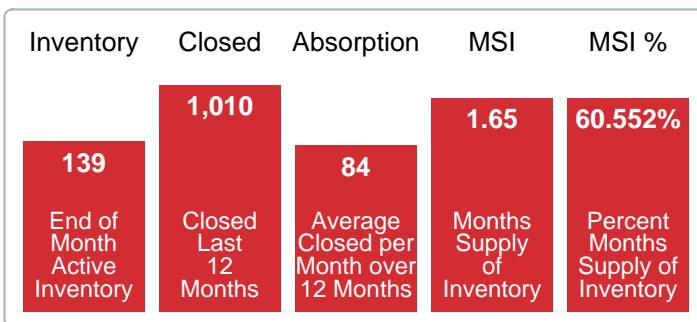
MONTHS SUPPLY of INVENTORY (MSI)

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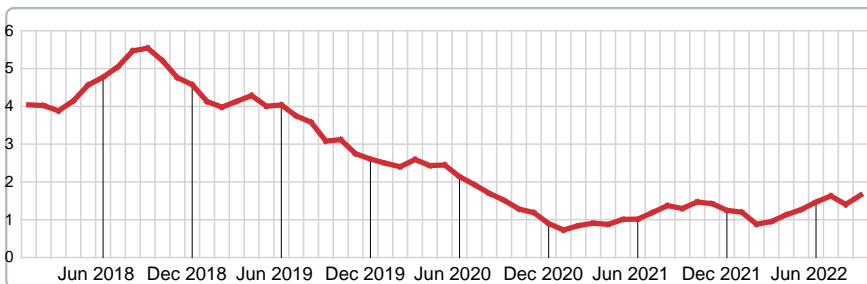
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2022

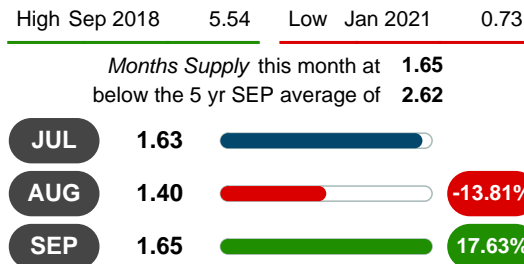


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2.62



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	5	3.60%	1.09	0.48	1.78	0.00	0.00
\$50,001 - \$100,000	20	14.39%	1.51	1.02	1.58	4.50	0.00
\$100,001 - \$150,000	28	20.14%	1.66	3.53	1.14	1.64	0.00
\$150,001 - \$225,000	33	23.74%	1.49	3.27	1.33	1.54	3.00
\$225,001 - \$275,000	17	12.23%	1.37	0.00	2.26	0.84	2.00
\$275,001 - \$425,000	21	15.11%	1.85	6.00	1.50	1.63	6.00
\$425,001 and up	15	10.79%	4.19	0.00	5.54	3.13	5.14
Market Supply of Inventory (MSI)			1.65	1.78	1.55	1.56	4.50
Total Active Inventory by Units		100%	1.65	20	70	40	9

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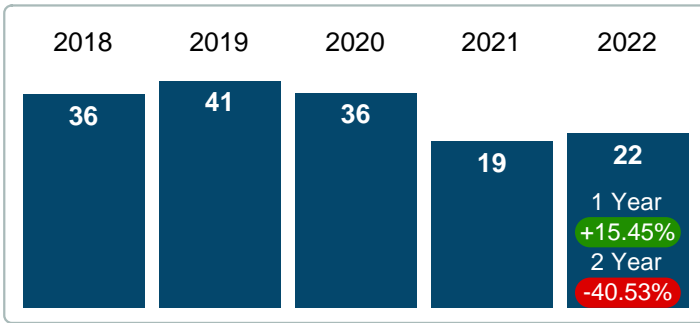
Area Delimited by County Of Washington - Residential Property Type



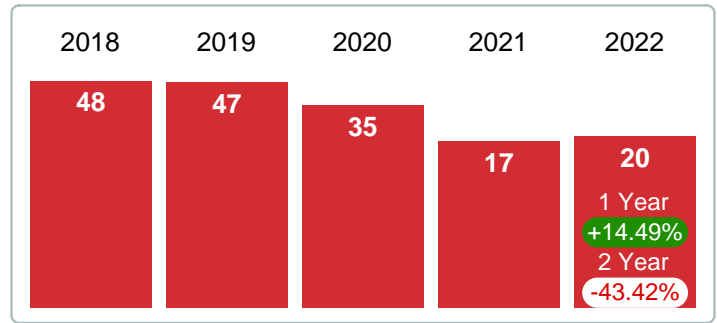
AVERAGE DAYS ON MARKET TO SALE

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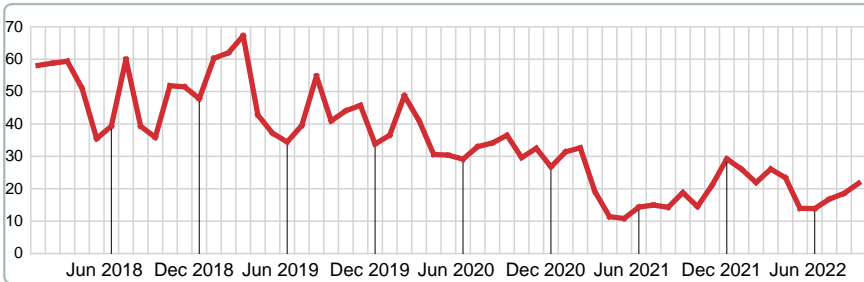
SEPTEMBER



YEAR TO DATE (YTD)

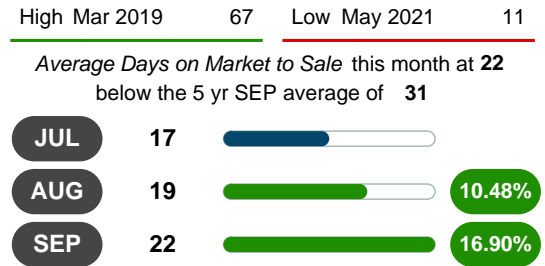


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 31



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	8.33%	30	20	34	0	0
\$75,001 - \$125,000	11.90%	8	5	10	6	0
\$125,001 - \$150,000	11.90%	6	2	8	3	0
\$150,001 - \$225,000	29.76%	14	2	18	9	0
\$225,001 - \$275,000	13.10%	44	118	37	36	0
\$275,001 - \$350,000	14.29%	33	0	30	35	0
\$350,001 and up	10.71%	28	0	35	25	0
Average Closed DOM		22	20	21	23	0
Total Closed Units	100%	22	9	42	33	0
Total Closed Volume		18,093,870	1.20M	8.10M	8.80M	0.00B

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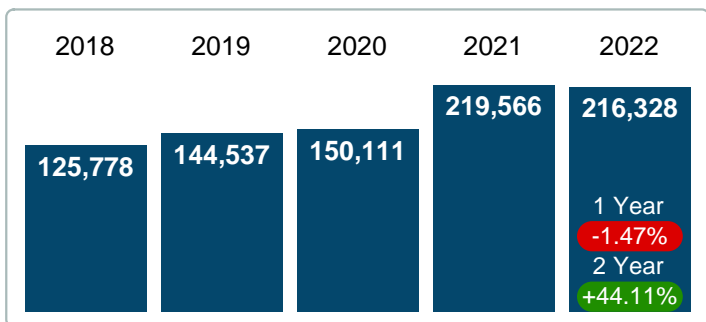
Area Delimited by County Of Washington - Residential Property Type



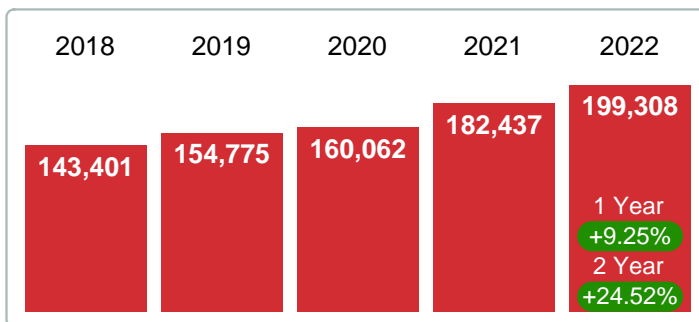
AVERAGE LIST PRICE AT CLOSING

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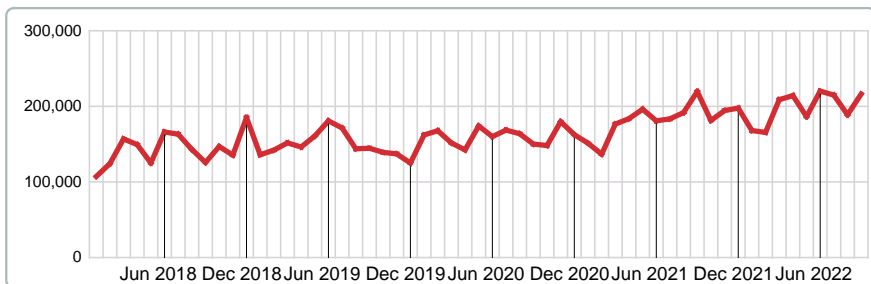
SEPTEMBER



YEAR TO DATE (YTD)

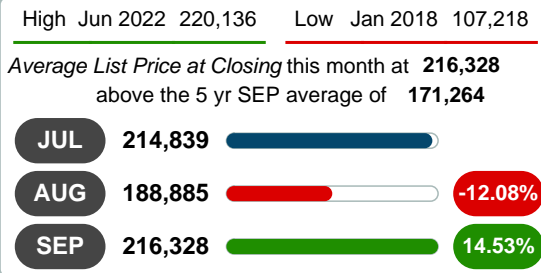


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 171,264



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	7.14%	66,083	77,500	65,900	0	0
\$75,001 - \$125,000	13.10%	101,945	94,833	106,483	115,000	0
\$125,001 - \$150,000	13.10%	136,500	139,000	134,529	133,400	0
\$150,001 - \$225,000	26.19%	193,150	180,750	192,449	200,378	0
\$225,001 - \$275,000	16.67%	252,404	269,000	248,967	260,839	0
\$275,001 - \$350,000	13.10%	304,218	0	299,875	297,238	0
\$350,001 and up	10.71%	446,978	0	542,967	398,983	0
Average List Price		216,328	134,333	194,755	266,148	0
Total Closed Units	100%	216,328	9	42	33	0
Total Closed Volume		18,171,560	1.21M	8.18M	8.78M	0.00B

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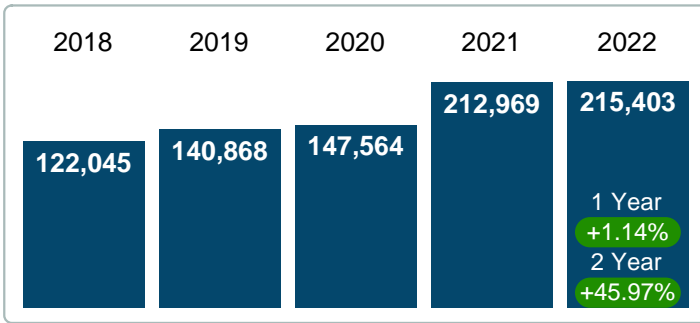
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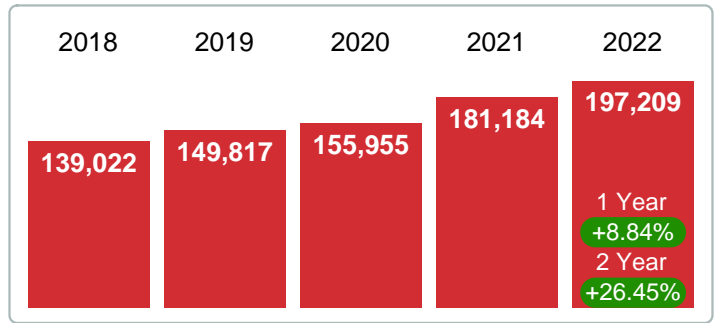
AVERAGE SOLD PRICE AT CLOSING

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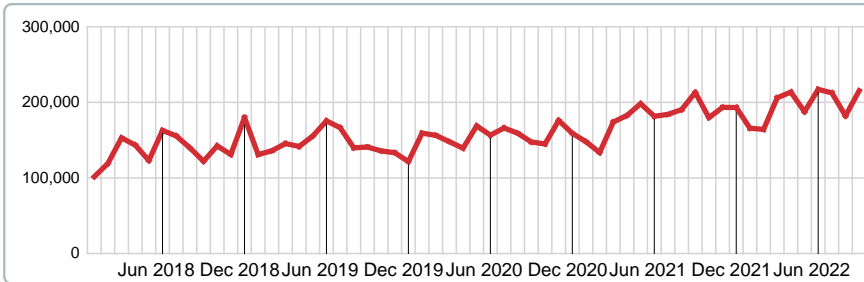
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

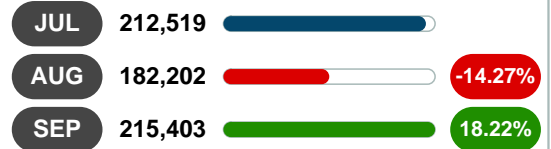


3 MONTHS

5 year SEP AVG = 167,770

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

Average Sold Price at Closing this month at **215,403** above the 5 yr SEP average of **167,770**



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	8.33%	61,679	75,000	56,350	0	0
\$75,001 - \$125,000	11.90%	104,910	96,667	106,517	120,000	0
\$125,001 - \$150,000	11.90%	136,620	149,000	135,771	133,400	0
\$150,001 - \$225,000	29.76%	193,084	175,000	192,499	198,011	0
\$225,001 - \$275,000	13.10%	251,039	256,000	242,333	254,061	0
\$275,001 - \$350,000	14.29%	299,117	0	296,875	300,238	0
\$350,001 and up	10.71%	452,100	0	538,300	409,000	0
Average Sold Price		215,403	132,778	192,753	266,765	0
Total Closed Units	100%	215,403	9	42	33	0
Total Closed Volume		18,093,870	1.20M	8.10M	8.80M	0.00B

September 2022



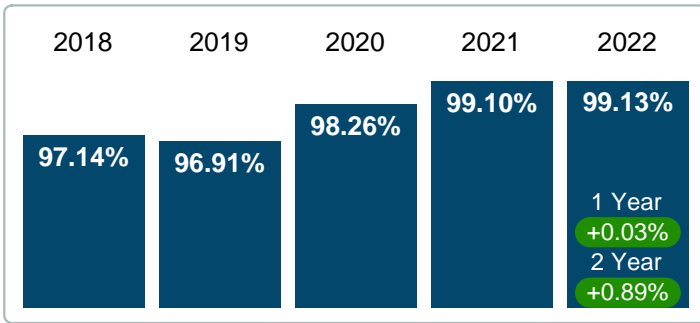
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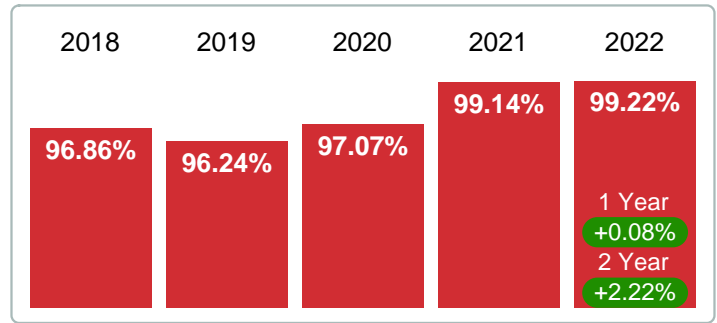
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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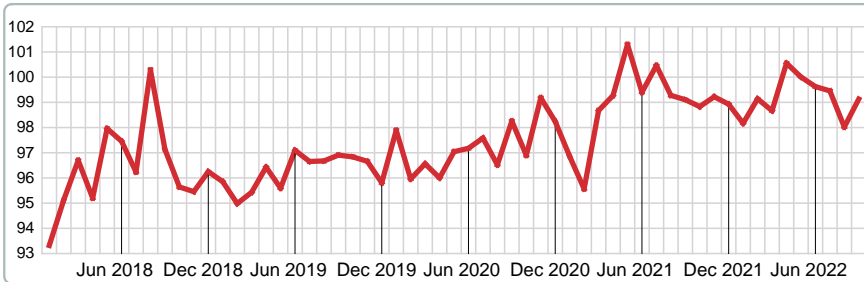
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

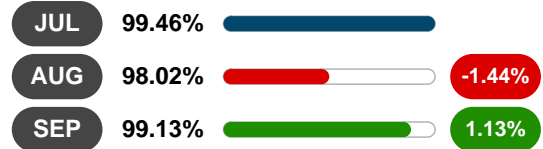


3 MONTHS

5 year SEP AVG = 98.11%

High May 2021 101.30% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **99.13%**
above the 5 yr SEP average of **98.11%**



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	8.33%	88.22%	96.88%	84.76%	0.00%	0.00%
\$75,001 - \$125,000	10	11.90%	101.76%	102.27%	101.07%	104.35%	0.00%
\$125,001 - \$150,000	10	11.90%	101.43%	107.19%	101.02%	100.00%	0.00%
\$150,001 - \$225,000	25	29.76%	99.46%	96.80%	100.17%	98.94%	0.00%
\$225,001 - \$275,000	11	13.10%	97.53%	95.17%	97.46%	97.90%	0.00%
\$275,001 - \$350,000	12	14.29%	100.54%	0.00%	99.17%	101.22%	0.00%
\$350,001 and up	9	10.71%	101.30%	0.00%	98.91%	102.49%	0.00%
Average Sold/List Ratio		99.10%		99.61%	98.23%	100.15%	0.00%
Total Closed Units		84	100%	9	42	33	
Total Closed Volume		18,093,870		1.20M	8.10M	8.80M	0.00B

September 2022



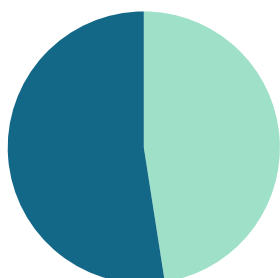
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

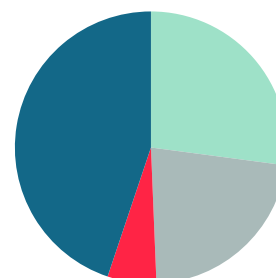


Inventory
 New Listings
106 = 47.53%
 Start Inventory
117
 Total Inventory Units
223
 Volume
\$50,001,188

Market Activity

Closed Sales
84 = 27.10%
 Pending Sales
69 = 22.26%
 Other Off Market
18 = 5.81%
 Active Inventory
139 = 44.84%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	74	84	13.51%	760	762	0.26%
Pending Sales	85	69	-18.82%	812	752	-7.39%
New Listings	87	106	21.84%	912	884	-3.07%
Average List Price	219,566	216,328	-1.47%	182,437	199,308	9.25%
Average Sale Price	212,969	215,403	1.14%	181,184	197,209	8.84%
Average Percent of Selling Price to List Price	99.10%	99.13%	0.03%	99.14%	99.22%	0.08%
Average Days on Market to Sale	18.80	21.70	15.45%	17.40	19.92	14.49%
Monthly Inventory	110	139	26.36%	110	139	26.36%
Months Supply of Inventory	1.30	1.65	27.24%	1.30	1.65	27.24%

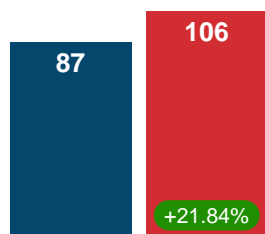
Absorption: Last 12 months, an Average of **84** Sales/Month

Inventory on September 30, 2022 = **139** 2021 2022

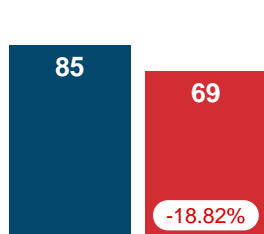
SEPTEMBER MARKET

AVERAGE PRICES

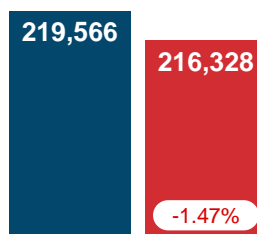
New Listings



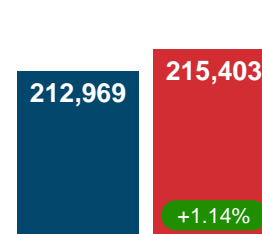
Pending Listings



List Price



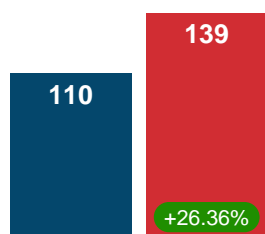
Sale Price



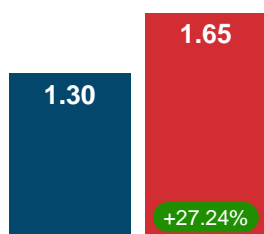
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

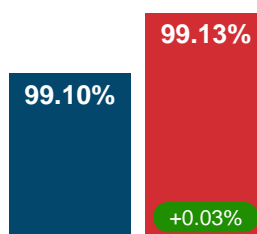
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

