

# September 2022



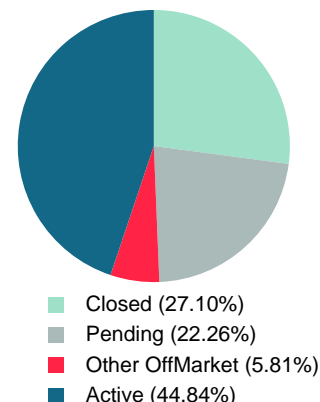
Area Delimited by County Of Washington - Residential Property Type



## 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%
Median List Price	152,450	207,250	35.95%
Median Sale Price	154,500	207,975	34.61%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	6.00	6.00	0.00%
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.

#### 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 **34.61%** in September 2022 to \$207,975 versus the previous year at \$154,500.

#### Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in September 2022 compared to last year's same month at **6.00** DOM.

#### Sales Success for September 2022 is Positive

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

# September 2022



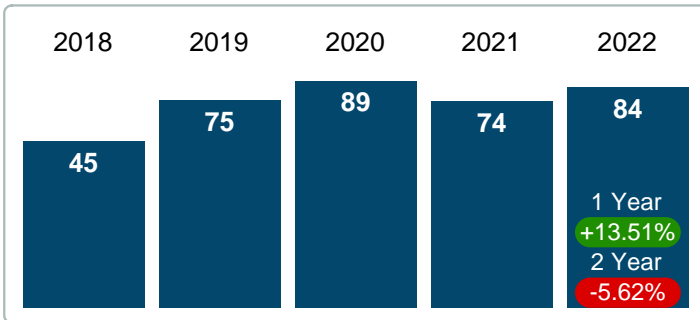
Area Delimited by County Of Washington - Residential Property Type



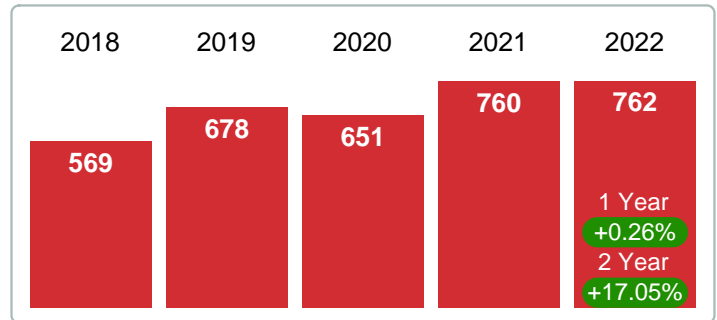
## CLOSED LISTINGS

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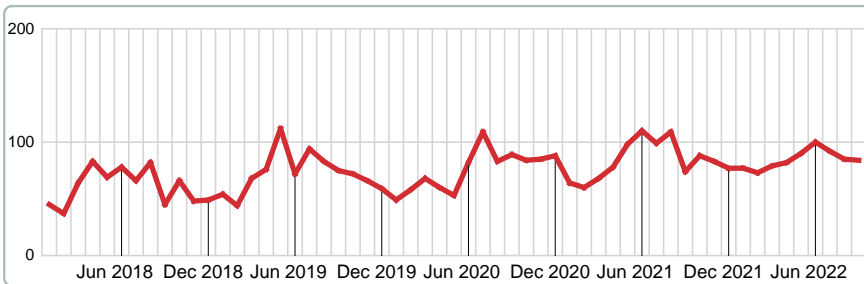
### SEPTEMBER



### YEAR TO DATE (YTD)

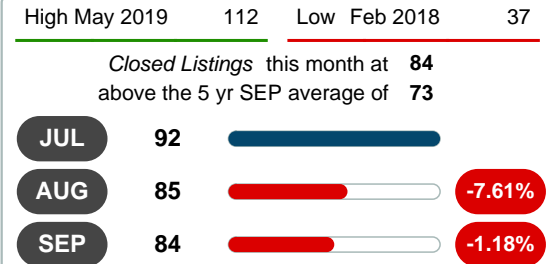


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 73



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	8.33%	8.0	2	5	0	0
\$75,001 - \$125,000	10	11.90%	6.0	3	6	1	0
\$125,001 - \$150,000	10	11.90%	4.0	1	7	2	0
\$150,001 - \$225,000	25	29.76%	5.0	2	14	9	0
\$225,001 - \$275,000	11	13.10%	25.0	1	3	7	0
\$275,001 - \$350,000	12	14.29%	26.0	0	4	8	0
\$350,001 and up	9	10.71%	7.0	0	3	6	0
<b>Total Closed Units</b>	<b>84</b>			<b>9</b>	<b>42</b>	<b>33</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>18,093,870</b>	<b>100%</b>	<b>6.0</b>	<b>1.20M</b>	<b>8.10M</b>	<b>8.80M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$207,975</b>			<b>\$115,000</b>	<b>\$158,500</b>	<b>\$254,640</b>	<b>\$0</b>

# September 2022



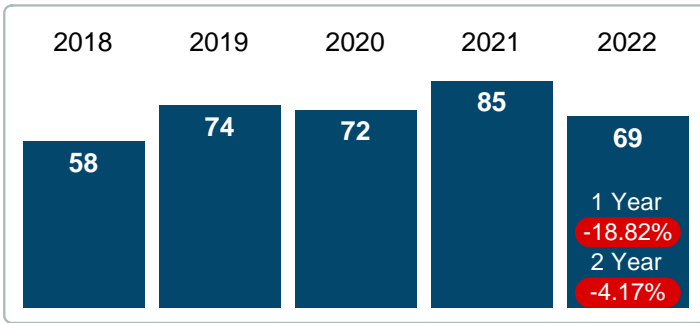
Area Delimited by County Of Washington - Residential Property Type



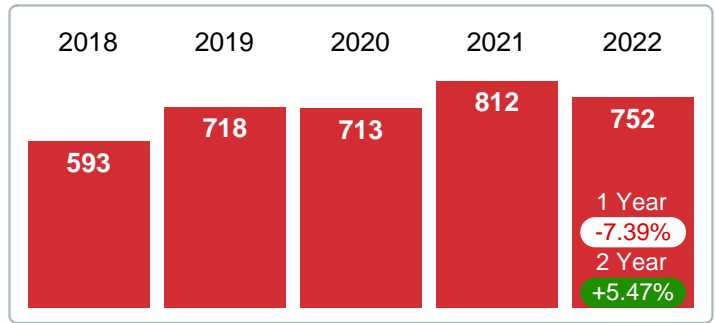
## PENDING LISTINGS

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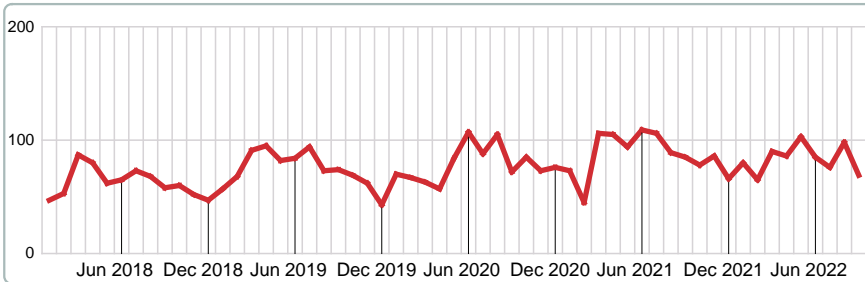
### SEPTEMBER



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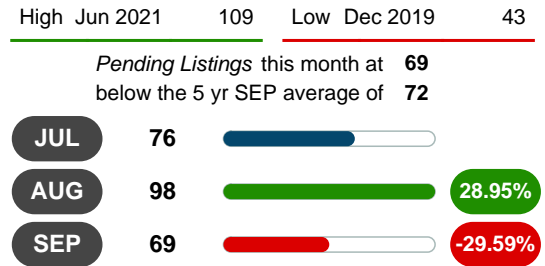


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 72



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	5.80%	26.0	2	1	1	0
\$75,001 - \$100,000	6	8.70%	7.0	4	1	1	0
\$100,001 - \$150,000	15	21.74%	4.0	1	12	2	0
\$150,001 - \$225,000	17	24.64%	6.0	0	9	8	0
\$225,001 - \$275,000	12	17.39%	13.0	0	4	8	0
\$275,001 - \$300,000	3	4.35%	110.0	0	1	1	1
\$300,001 and up	12	17.39%	7.0	1	4	6	1
<b>Total Pending Units</b>	<b>69</b>			<b>8</b>	<b>32</b>	<b>27</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>14,414,680</b>	<b>100%</b>	<b>7.0</b>	<b>1.38M</b>	<b>6.11M</b>	<b>6.25M</b>	<b>674.90K</b>
<b>Median Listing Price</b>	<b>\$179,900</b>			<b>\$85,000</b>	<b>\$167,250</b>	<b>\$240,000</b>	<b>\$337,450</b>

# September 2022



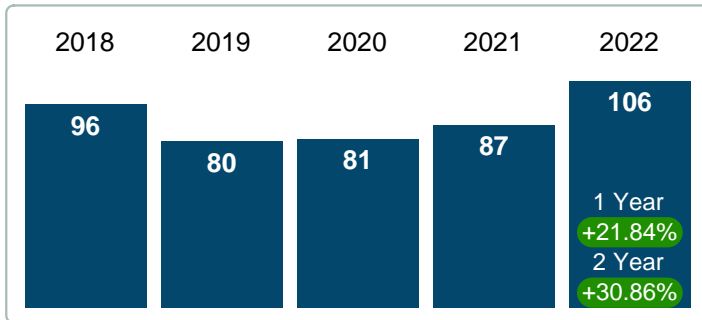
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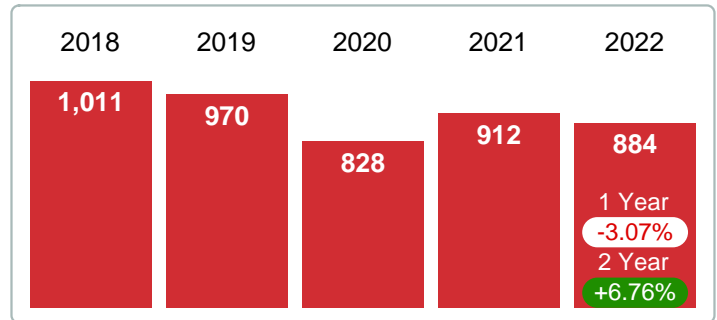
## NEW LISTINGS

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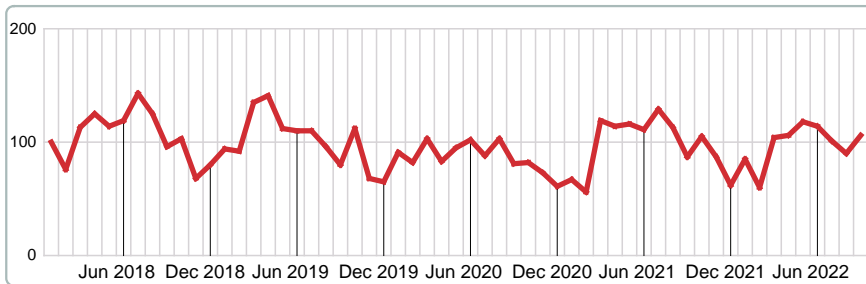
### SEPTEMBER



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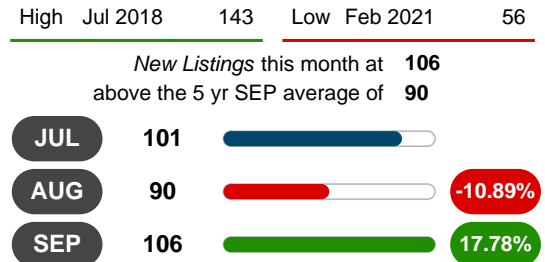


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>106</b>		<b>14</b>	<b>53</b>	<b>36</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>21,701,139</b>	<b>100%</b>	<b>1.47M</b>	<b>9.90M</b>	<b>9.33M</b>	<b>1.01M</b>
<b>Median New Listed Listing Price</b>	<b>\$175,950</b>		<b>\$91,250</b>	<b>\$159,900</b>	<b>\$256,690</b>	<b>\$375,000</b>

# September 2022



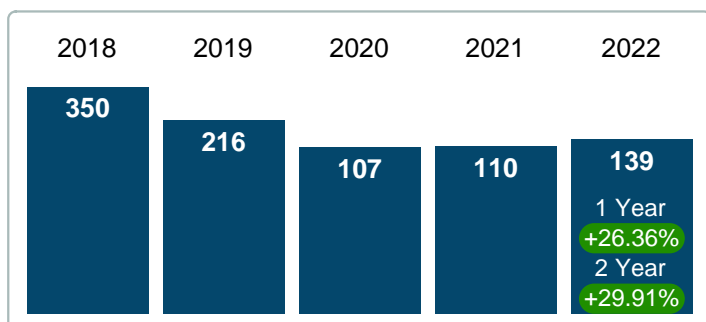
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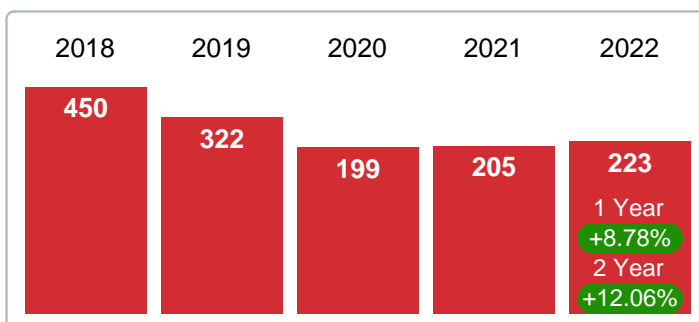
## ACTIVE INVENTORY

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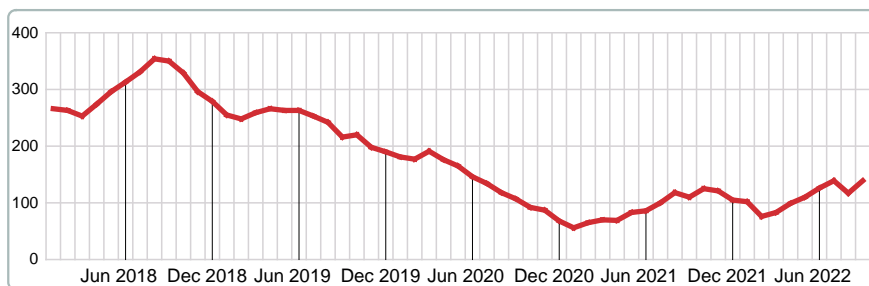
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

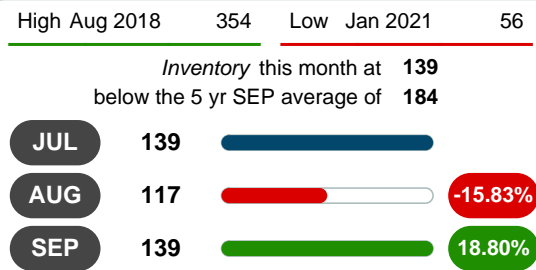


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 184



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	3.60%	112.0	1	4	0	0
\$50,001 - \$100,000	20	14.39%	25.0	5	12	3	0
\$100,001 - \$150,000	28	20.14%	71.0	10	14	3	1
\$150,001 - \$225,000	33	23.74%	25.0	3	20	9	1
\$225,001 - \$275,000	17	12.23%	63.0	0	10	6	1
\$275,001 - \$425,000	21	15.11%	25.0	1	4	13	3
\$425,001 and up	15	10.79%	56.0	0	6	6	3
<b>Total Active Inventory by Units</b>	<b>139</b>			<b>20</b>	<b>70</b>	<b>40</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>32,334,978</b>	<b>100%</b>	<b>42.0</b>	<b>2.60M</b>	<b>14.35M</b>	<b>11.41M</b>	<b>3.97M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$175,000</b>			<b>\$119,950</b>	<b>\$160,000</b>	<b>\$265,995</b>	<b>\$370,000</b>

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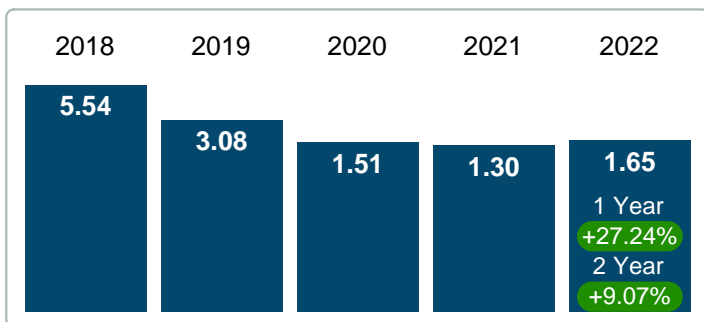
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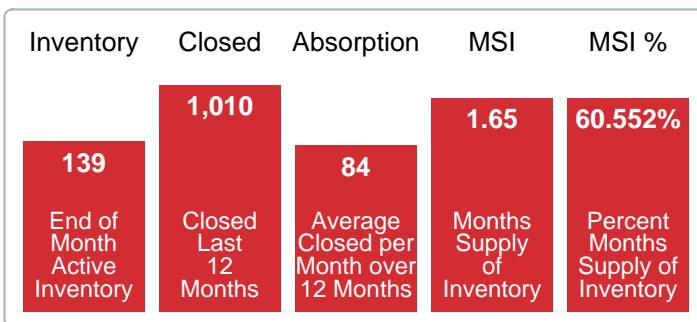
## MONTHS SUPPLY of INVENTORY (MSI)

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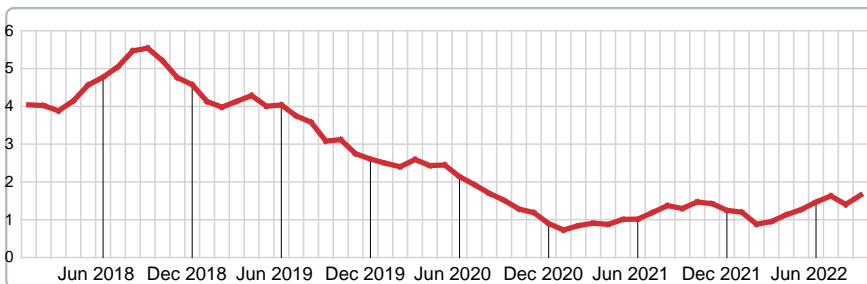
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2022

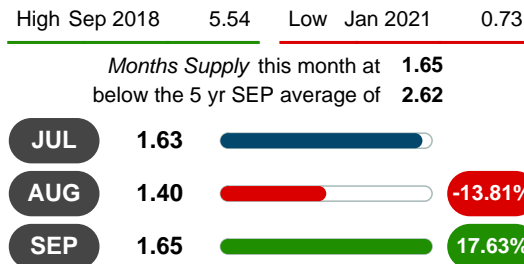


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# September 2022



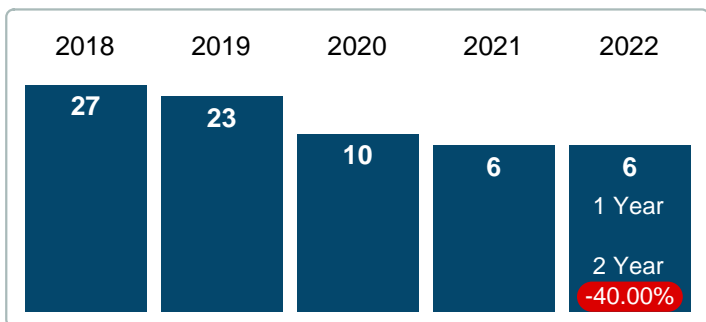
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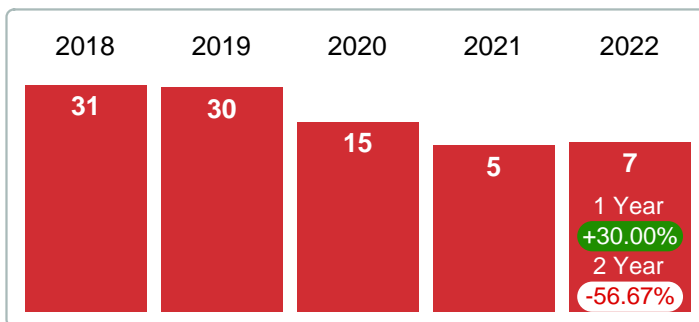
## MEDIAN DAYS ON MARKET TO SALE

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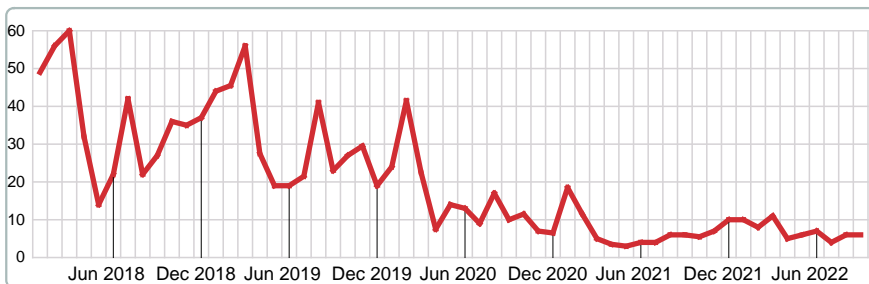
### SEPTEMBER



### YEAR TO DATE (YTD)

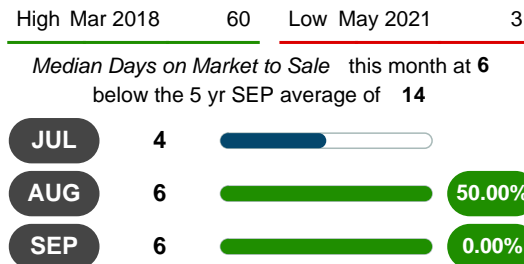


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 14



### 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	8.33%	8	20	8	0	0
\$75,001 - \$125,000	11.90%	6	6	6	6	0
\$125,001 - \$150,000	11.90%	4	2	4	3	0
\$150,001 - \$225,000	29.76%	5	2	6	5	0
\$225,001 - \$275,000	13.10%	25	118	32	12	0
\$275,001 - \$350,000	14.29%	26	0	25	26	0
\$350,001 and up	10.71%	7	0	7	9	0
Median Closed DOM		6	3	6	8	0
Total Closed Units	100%	84	9	42	33	
Total Closed Volume		18,093,870	1.20M	8.10M	8.80M	0.00B

# September 2022



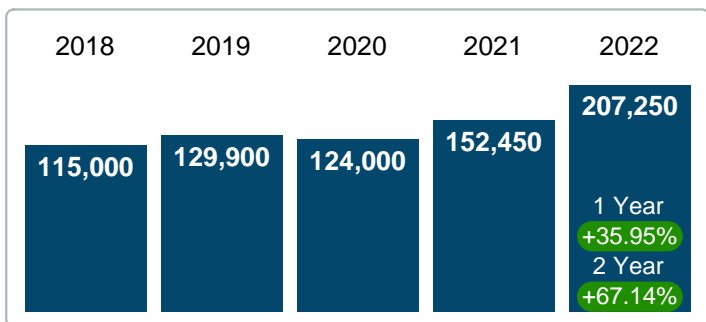
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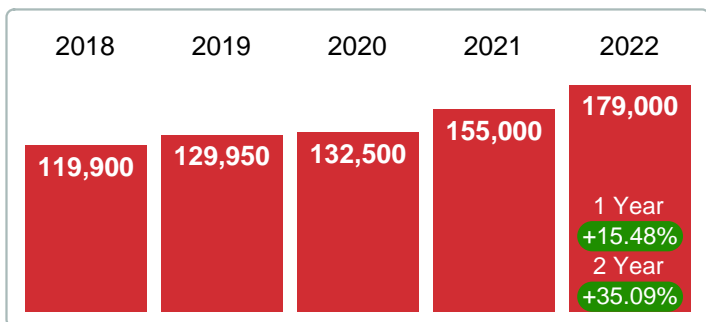
## MEDIAN LIST PRICE AT CLOSING

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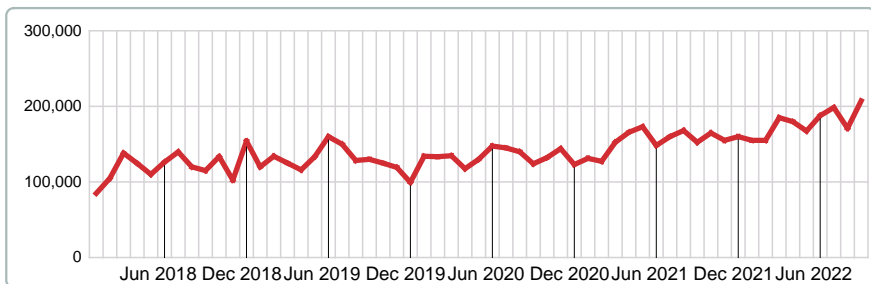
### SEPTEMBER



### YEAR TO DATE (YTD)

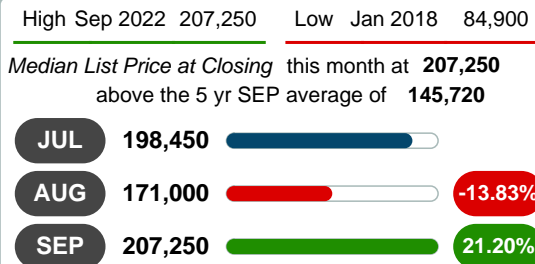


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 145,720



### 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	7.14%	69,750	74,750	63,500	0	
\$75,001 - \$125,000	11	13.10%	104,000	95,000	104,000	115,000	
\$125,001 - \$150,000	11	13.10%	135,000	139,000	135,000	133,400	
\$150,001 - \$225,000	22	26.19%	197,450	180,750	195,000	204,500	
\$225,001 - \$275,000	14	16.67%	251,445	269,000	238,500	252,990	
\$275,001 - \$350,000	11	13.10%	309,900	0	310,000	299,950	
\$350,001 and up	9	10.71%	399,900	0	429,000	387,450	
<b>Median List Price</b>			<b>207,250</b>	115,000	158,450	260,990	0
<b>Total Closed Units</b>			<b>84</b>	9	42	33	0
<b>Total Closed Volume</b>			<b>18,171,560</b>	1.21M	8.18M	8.78M	0.00B



# September 2022



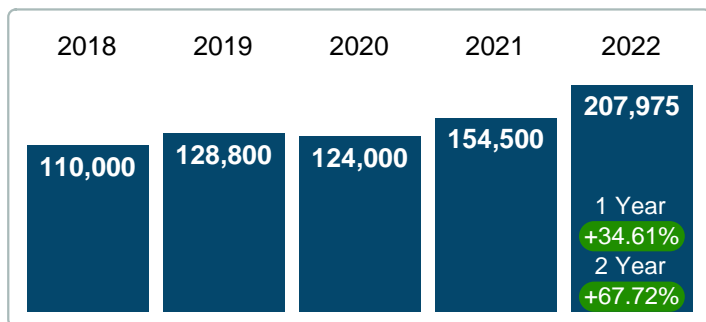
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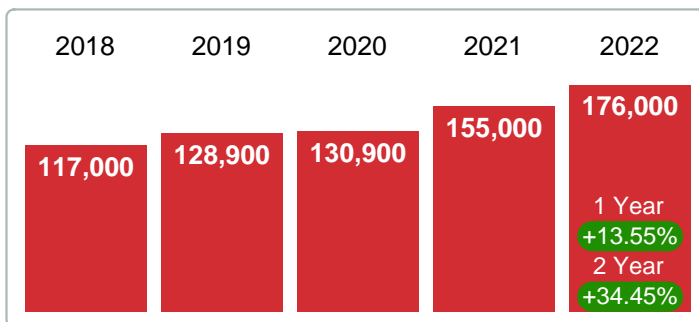
## MEDIAN SOLD PRICE AT CLOSING

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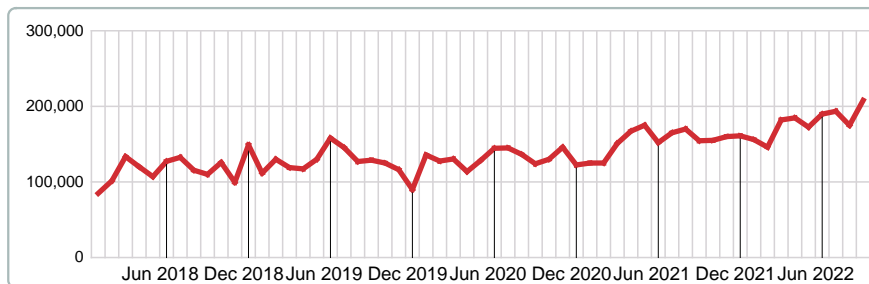
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

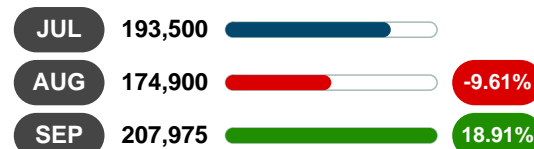


### 3 MONTHS

5 year SEP AVG = 145,055

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

Median Sold Price at Closing this month at 207,975 above the 5 yr SEP average of 145,055



### 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	8.33%	65,000	75,000	59,000	0	0
\$75,001 - \$125,000	10	11.90%	102,550	97,000	102,550	120,000	0
\$125,001 - \$150,000	10	11.90%	138,450	149,000	137,000	133,400	0
\$150,001 - \$225,000	25	29.76%	195,000	175,000	200,000	207,450	0
\$225,001 - \$275,000	11	13.10%	250,990	256,000	237,000	250,990	0
\$275,001 - \$350,000	12	14.29%	294,000	0	296,250	294,000	0
\$350,001 and up	9	10.71%	399,900	0	415,000	387,500	0
Median Sold Price			207,975	115,000	158,500	254,640	0
Total Closed Units		100%	207,975	9	42	33	
Total Closed Volume			18,093,870	1.20M	8.10M	8.80M	0.00B

# September 2022



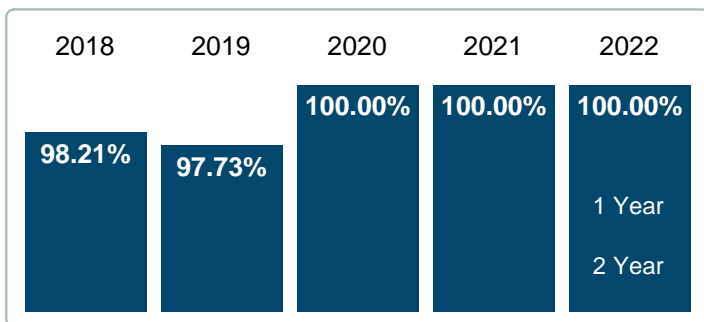
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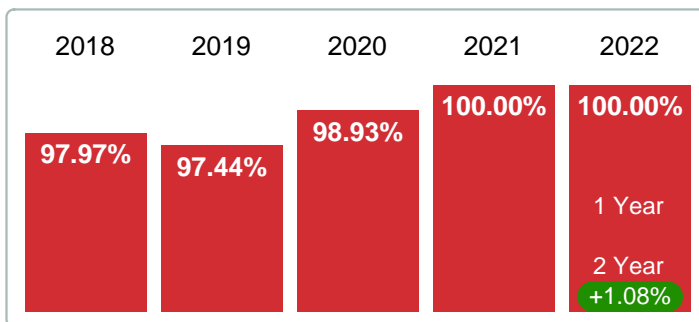
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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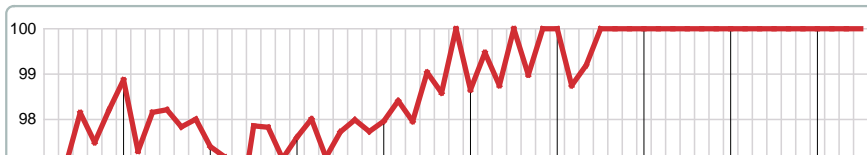
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 99.19%

High Sep 2022 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%** above the 5 yr SEP average of **99.19%**

- JUL 100.00%
- AUG 100.00%
- SEP 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	8.33%	86.67%	96.88%	85.15%	0.00%	0.00%
\$75,001 - \$125,000	10	11.90%	100.81%	102.11%	96.24%	104.35%	0.00%
\$125,001 - \$150,000	10	11.90%	100.68%	107.19%	101.28%	100.00%	0.00%
\$150,001 - \$225,000	25	29.76%	100.00%	96.80%	100.00%	97.67%	0.00%
\$225,001 - \$275,000	11	13.10%	98.75%	95.17%	98.75%	100.00%	0.00%
\$275,001 - \$350,000	12	14.29%	100.00%	0.00%	100.00%	100.78%	0.00%
\$350,001 and up	9	10.71%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	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



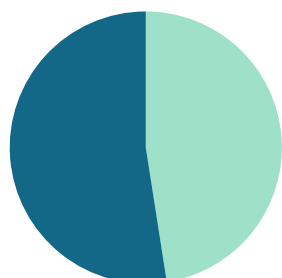
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

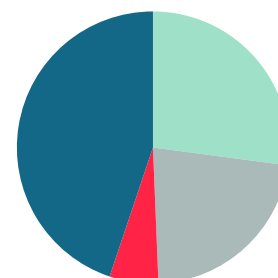


**Inventory**  
 New Listings  
**106 = 47.53%**  
 Start Inventory  
**117**  
 Total Inventory Units  
**223**  
 Volume  
**\$50,001,188**

### 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%
Median List Price	152,450	207,250	35.95%	155,000	179,000	15.48%
Median Sale Price	154,500	207,975	34.61%	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	6.00	6.00	0.00%	5.00	6.50	30.00%
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%

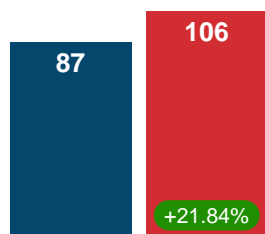
**Absorption:** Last 12 months, an Average of **84** Sales/Month

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

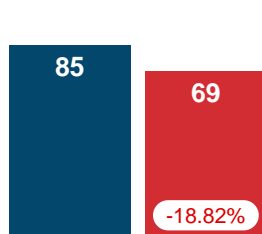
### SEPTEMBER MARKET

### MEDIAN PRICES

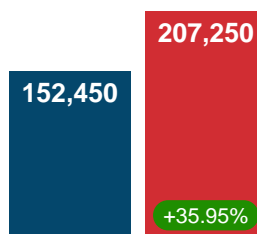
#### New Listings



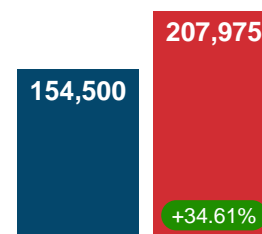
#### Pending Listings



#### List Price



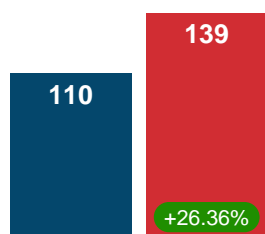
#### Sale Price



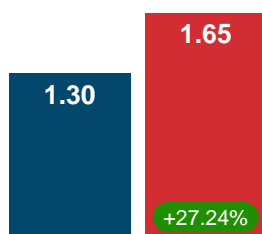
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

+0.00%