

April 2022



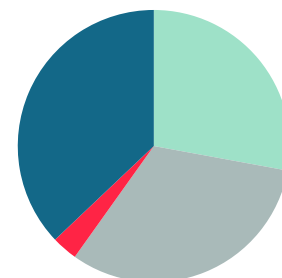
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2022 for MLS Technology Inc.

Compared Metrics	2021	April 2022	+/-%
Closed Listings	78	82	5.13%
Pending Listings	105	94	-10.48%
New Listings	114	106	-7.02%
Average List Price	183,708	214,172	16.58%
Average Sale Price	182,705	214,015	17.14%
Average Percent of Selling Price to List Price	99.27%	101.29%	2.03%
Average Days on Market to Sale	11.36	23.41	106.13%
End of Month Inventory	203	109	-46.31%
Months Supply of Inventory	2.59	1.25	-51.78%



■ Closed (27.89%)
■ Pending (31.97%)
■ Other OffMarket (3.06%)
■ Active (37.07%)

Absorption: Last 12 months, an Average of **87** Sales/Month
Active Inventory as of April 30, 2022 = **109**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2022 decreased **46.31%** to 109 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 **1.25** 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 **17.14%** in April 2022 to \$214,015 versus the previous year at \$182,705.

Average Days on Market Lengthens

The average number of **23.41** days that homes spent on the market before selling increased by 12.06 days or **106.13%** in April 2022 compared to last year's same month at **11.36** DOM.

Sales Success for April 2022 is Positive

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

There were 106 New Listings in April 2022, down **7.02%** from last year at 114. Furthermore, there were 82 Closed Listings this month versus last year at 78, a **5.13%** increase.

Closed versus Listed trends yielded a **77.4%** ratio, up from previous year's, April 2021, at **68.4%**, a **13.06%** upswing. This will certainly create pressure on a decreasing 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
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

April 2022



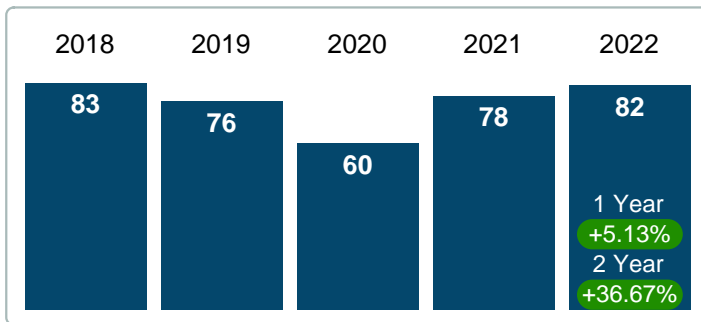
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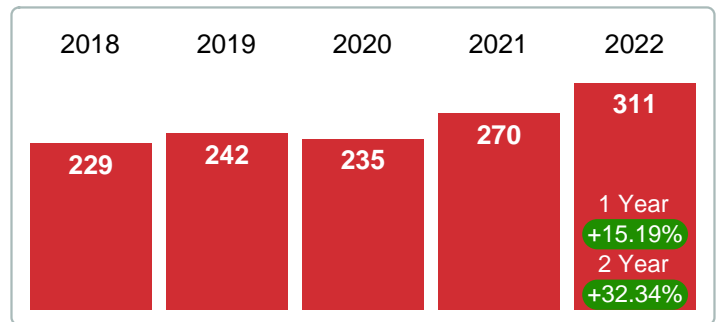
CLOSED LISTINGS

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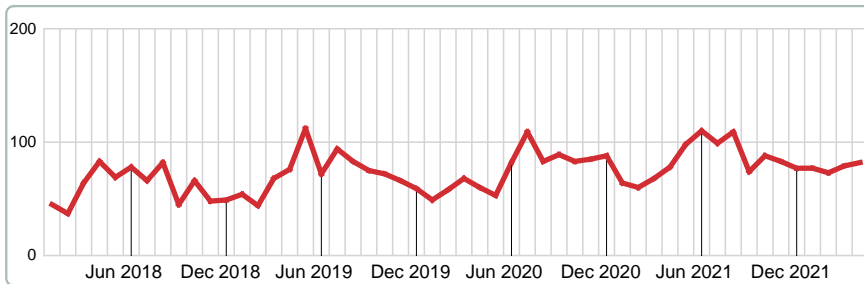
APRIL



YEAR TO DATE (YTD)

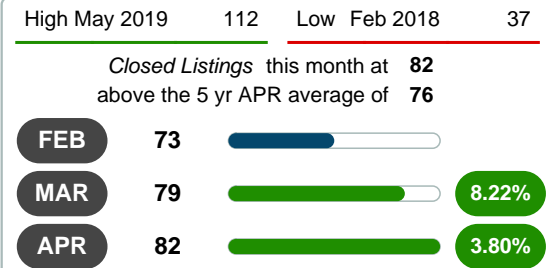


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 76



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	10	12.20%	15.2	2	8	0	0
\$75,001 - \$100,000	5	6.10%	1.8	2	3	0	0
\$100,001 - \$150,000	14	17.07%	7.6	3	9	2	0
\$150,001 - \$225,000	16	19.51%	17.1	0	12	3	1
\$225,001 - \$250,000	8	9.76%	19.5	0	3	5	0
\$250,001 - \$400,000	20	24.39%	36.9	0	8	11	1
\$400,001 and up	9	10.98%	54.1	0	2	6	1
Total Closed Units	82			7	45	27	3
Total Closed Volume	17,549,228	100%	23.4	672.70K	7.87M	7.92M	1.09M
Average Closed Price	\$214,015			\$96,100	\$174,936	\$293,311	\$361,667

April 2022



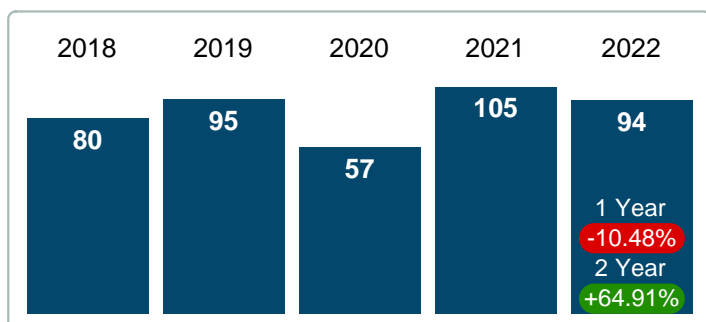
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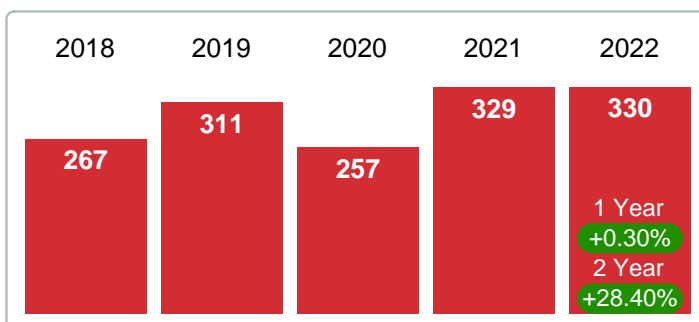
PENDING LISTINGS

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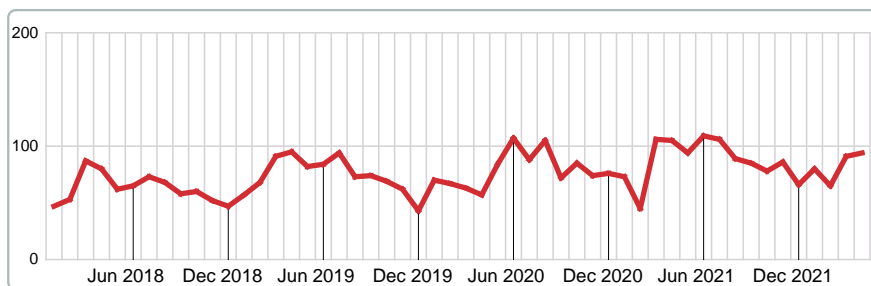
APRIL



YEAR TO DATE (YTD)

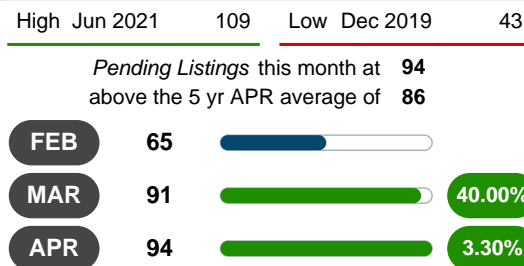


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 86



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	5	5.32%	52.2	1	4	0	0
\$50,001 - \$100,000	17	18.09%	20.8	10	7	0	0
\$100,001 - \$125,000	8	8.51%	25.4	1	6	1	0
\$125,001 - \$175,000	22	23.40%	17.4	4	16	2	0
\$175,001 - \$250,000	18	19.15%	18.9	1	10	7	0
\$250,001 - \$325,000	12	12.77%	36.0	0	3	9	0
\$325,001 and up	12	12.77%	13.8	0	3	8	1
Total Pending Units	94			17	49	27	1
Total Pending Volume	18,277,130	100%	10.5	1.72M	8.06M	7.64M	850.00K
Average Listing Price	\$176,791			\$101,347	\$164,589	\$282,939	\$850,000

April 2022



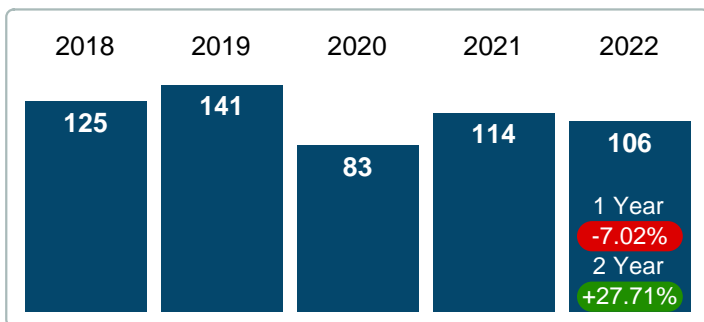
Area Delimited by County Of Washington - Residential Property Type



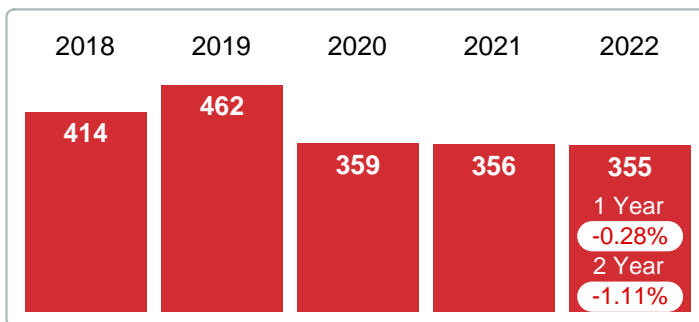
NEW LISTINGS

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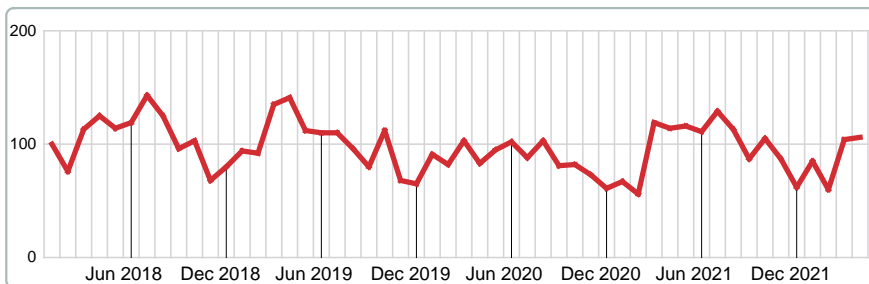
APRIL



YEAR TO DATE (YTD)

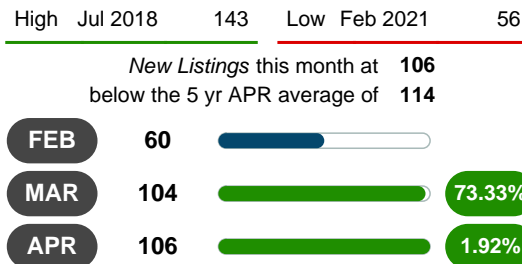


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 114



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	6	5.66%	1	5	0	0
\$75,001 - \$100,000	11	10.38%	6	5	0	0
\$100,001 - \$125,000	10	9.43%	1	9	0	0
\$125,001 - \$225,000	34	32.08%	4	23	7	0
\$225,001 - \$250,000	14	13.21%	0	8	6	0
\$250,001 - \$425,000	21	19.81%	1	3	16	1
\$425,001 and up	10	9.43%	0	3	6	1
Total New Listed Units	106		13	56	35	2
Total New Listed Volume	24,265,200	100%	1.63M	10.44M	11.06M	1.14M
Average New Listed Listing Price	\$151,667		\$125,531	\$186,342	\$315,950	\$569,950

April 2022



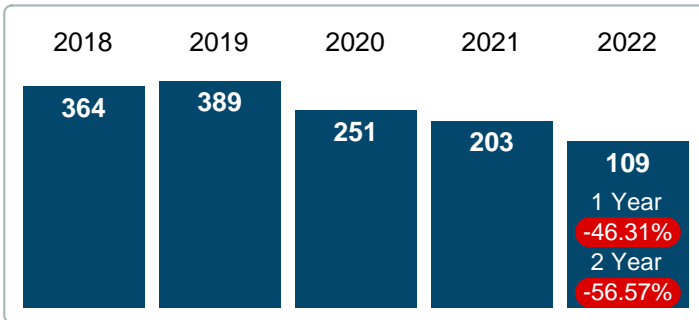
Area Delimited by County Of Washington - Residential Property Type



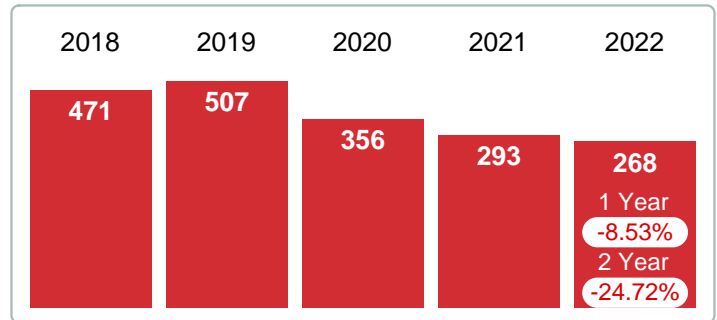
ACTIVE INVENTORY

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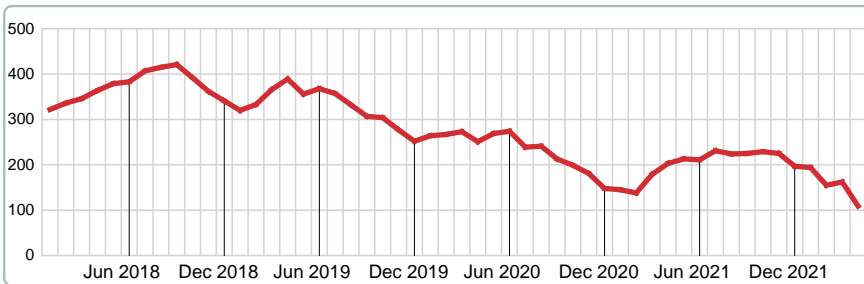
END OF APRIL



ACTIVE DURING APRIL

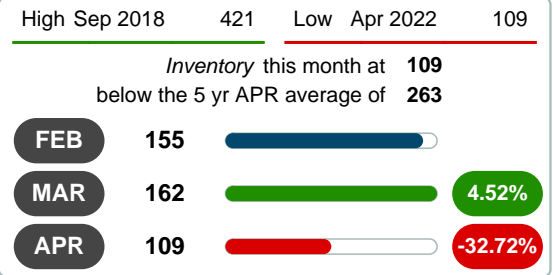


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 263



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	11	10.09%	64.6	1	8	2	0
\$75,001 - \$100,000	9	8.26%	78.2	0	7	2	0
\$100,001 - \$175,000	21	19.27%	31.8	4	14	3	0
\$175,001 - \$225,000	15	13.76%	56.2	0	12	3	0
\$225,001 - \$300,000	27	24.77%	45.3	1	14	11	1
\$300,001 - \$475,000	16	14.68%	47.3	0	5	10	1
\$475,001 and up	10	9.17%	33.9	0	4	6	0
Total Active Inventory by Units	109			6	64	37	2
Total Active Inventory by Volume	26,612,440	100%	48.1	810.00K	13.63M	11.55M	619.90K
Average Active Inventory Listing Price	\$244,151			\$135,000	\$213,005	\$312,168	\$309,950

April 2022



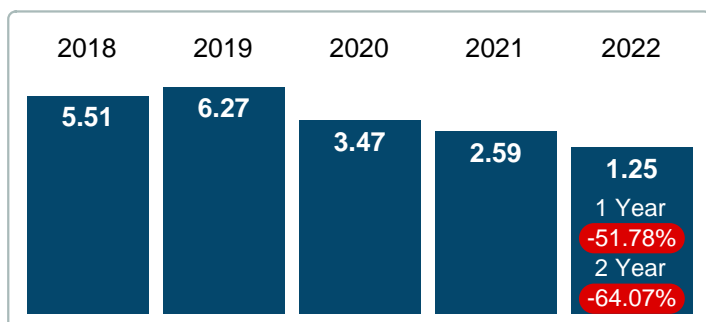
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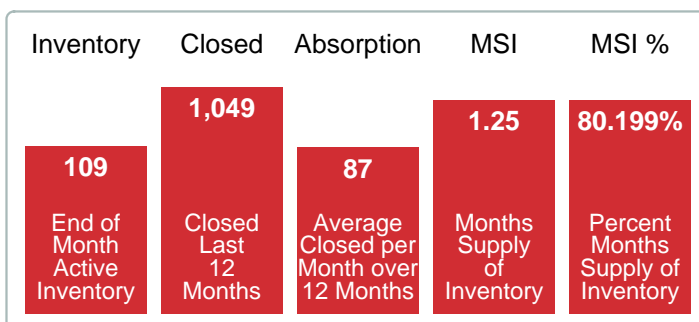
MONTHS SUPPLY of INVENTORY (MSI)

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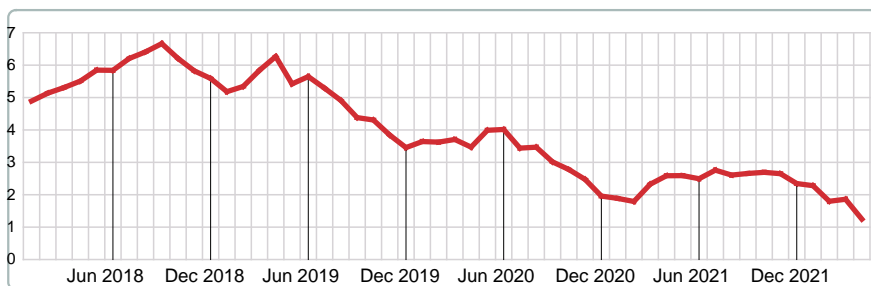
MSI FOR APRIL



INDICATORS FOR APRIL 2022

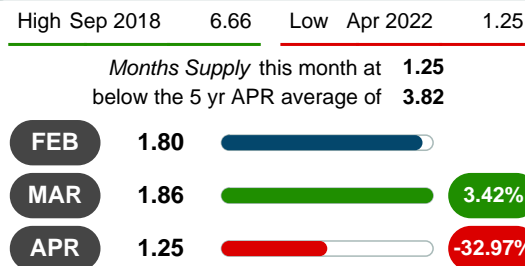


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 3.82



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
\$75,000 and less	11	10.09%	0.86	0.16	1.26	6.00	0.00
\$75,001 - \$100,000	9	8.26%	1.13	0.00	1.22	3.00	0.00
\$100,001 - \$175,000	21	19.27%	0.75	1.37	0.67	0.78	0.00
\$175,001 - \$225,000	15	13.76%	1.18	0.00	1.62	0.69	0.00
\$225,001 - \$300,000	27	24.77%	1.88	4.00	2.58	1.43	1.00
\$300,001 - \$475,000	16	14.68%	1.83	0.00	4.29	1.62	0.80
\$475,001 and up	10	9.17%	3.43	0.00	3.69	5.14	0.00
Market Supply of Inventory (MSI)			1.25	0.53	1.33	1.53	0.50
Total Active Inventory by Units		100%	1.25	6	64	37	2

April 2022



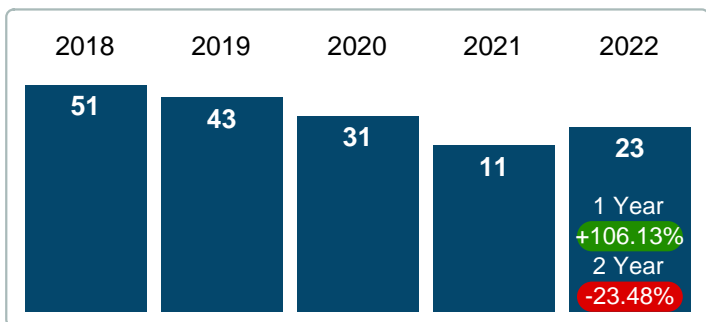
Area Delimited by County Of Washington - Residential Property Type



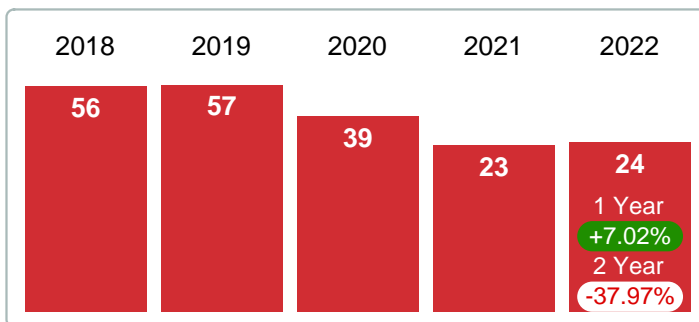
AVERAGE DAYS ON MARKET TO SALE

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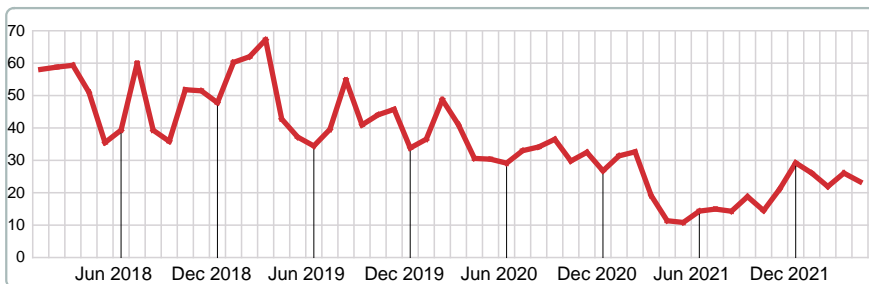
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 32

High Mar 2019 67 Low May 2021 11

Average Days on Market to Sale this month at 23 below the 5 yr APR average of 32



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	12.20%	15	58	5	0	0
\$75,001 - \$100,000	6.10%	2	1	2	0	0
\$100,001 - \$150,000	17.07%	8	2	7	20	0
\$150,001 - \$225,000	19.51%	17	0	11	46	6
\$225,001 - \$250,000	9.76%	20	0	25	16	0
\$250,001 - \$400,000	24.39%	37	0	5	63	7
\$400,001 and up	10.98%	54	0	13	71	37
Average Closed DOM		23	18	8	51	17
Total Closed Units	100%	23	7	45	27	3
Total Closed Volume		17,549,228	672.70K	7.87M	7.92M	1.09M

April 2022



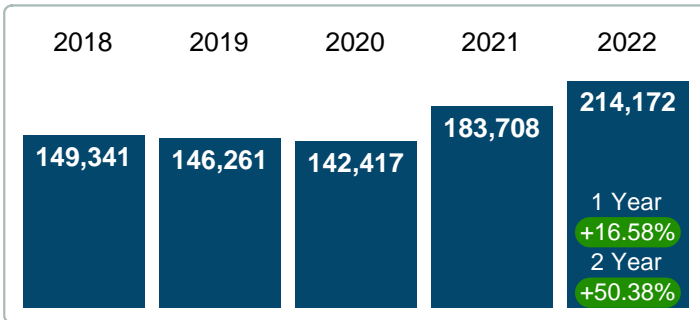
Area Delimited by County Of Washington - Residential Property Type



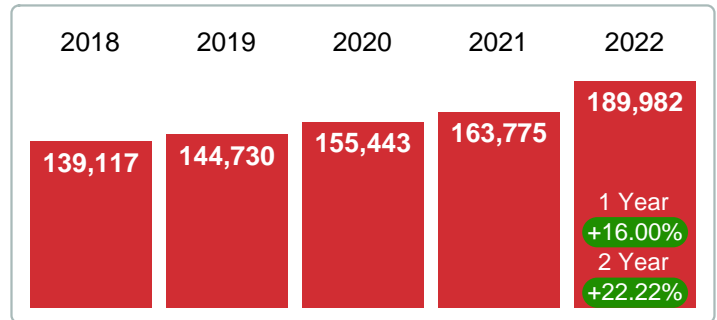
AVERAGE LIST PRICE AT CLOSING

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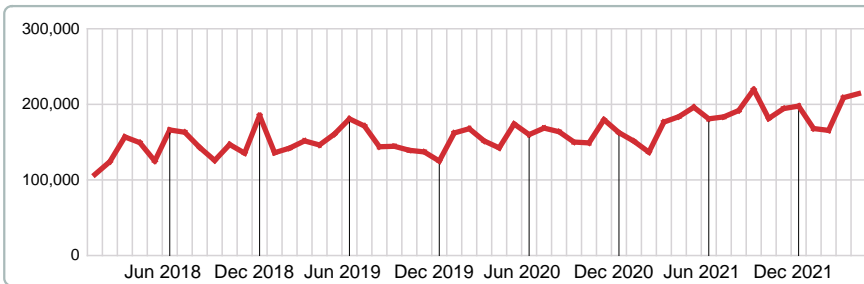
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

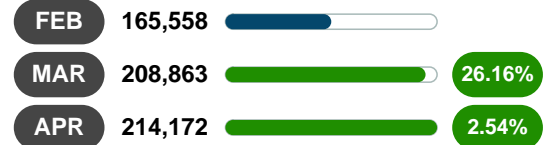


3 MONTHS

5 year APR AVG = 167,180

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

Average List Price at Closing this month at **214,172** above the 5 yr APR average of **167,180**



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	10	12.20%	59,470	56,950	60,100	0	
\$75,001 - \$100,000	6	7.32%	87,033	81,200	86,633	0	
\$100,001 - \$150,000	15	18.29%	127,880	121,833	123,133	127,450	
\$150,001 - \$225,000	15	18.29%	175,939	0	164,808	186,000	
\$225,001 - \$250,000	8	9.76%	237,235	0	233,297	243,778	
\$250,001 - \$400,000	19	23.17%	293,427	0	294,813	290,192	
\$400,001 and up	9	10.98%	490,544	0	467,500	468,067	
Average List Price		214,172		91,686	173,777	297,493	356,000
Total Closed Units		82	100%	214,172	7	45	27
Total Closed Volume		17,562,080			641.80K	7.82M	8.03M

April 2022



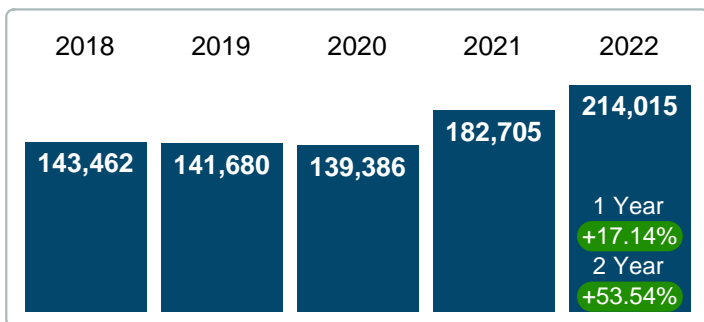
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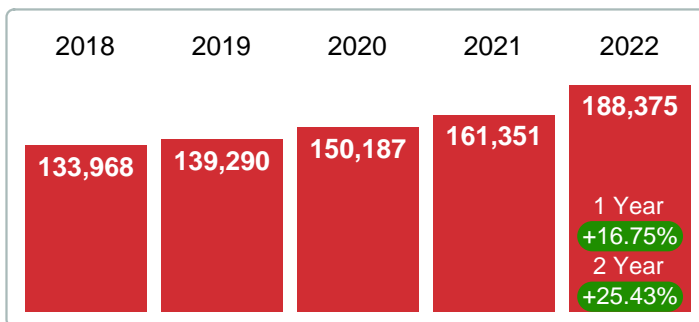
AVERAGE SOLD PRICE AT CLOSING

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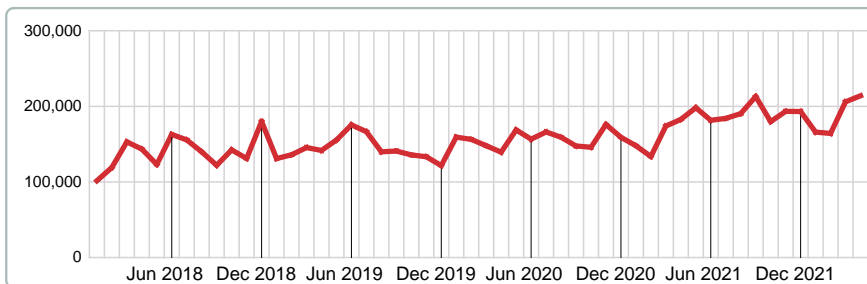
APRIL



YEAR TO DATE (YTD)

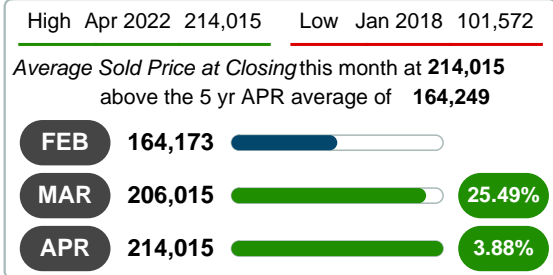


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 164,249



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	10	12.20%	61,130	56,950	62,175	0	
\$75,001 - \$100,000	5	6.10%	87,480	88,750	86,633	0	
\$100,001 - \$150,000	14	17.07%	125,164	127,100	125,222	122,000	
\$150,001 - \$225,000	16	19.51%	172,715	0	167,370	190,000	
\$225,001 - \$250,000	8	9.76%	238,735	0	233,297	241,998	
\$250,001 - \$400,000	20	24.39%	289,956	0	295,563	286,783	
\$400,001 and up	9	10.98%	475,089	0	457,500	456,800	
Average Sold Price		214,015		96,100	174,936	293,311	361,667
Total Closed Units		82	100%	214,015	7	45	27
Total Closed Volume		17,549,228			672.70K	7.87M	7.92M

April 2022



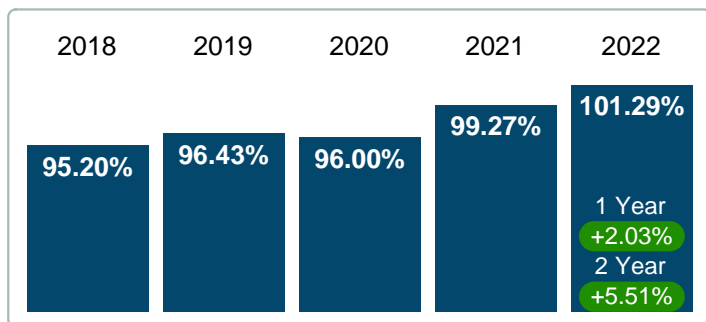
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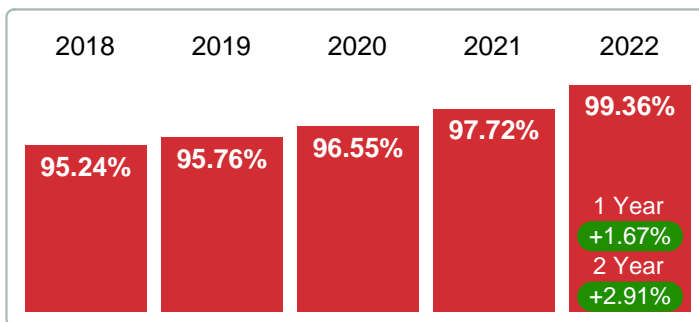
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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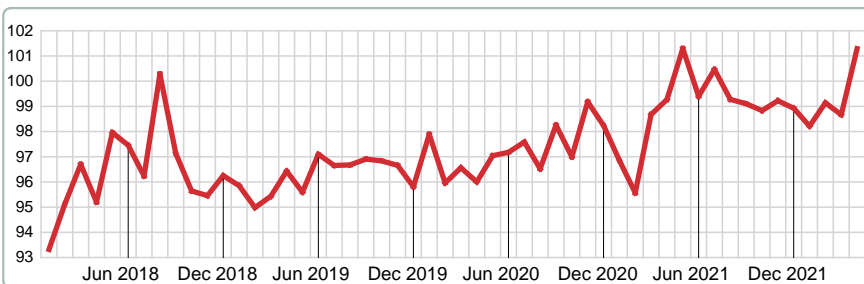
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

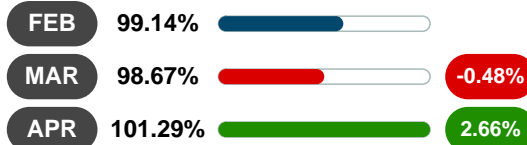


3 MONTHS

5 year APR AVG = 97.64%

High May 2021 101.30% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **101.29%**
above the 5 yr APR average of **97.64%**



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	10	12.20%	104.10%	100.00%	105.13%	0.00%	0.00%
\$75,001 - \$100,000	5	6.10%	103.78%	109.45%	100.00%	0.00%	0.00%
\$100,001 - \$150,000	14	17.07%	101.81%	104.58%	102.27%	95.59%	0.00%
\$150,001 - \$225,000	16	19.51%	102.19%	0.00%	101.73%	102.42%	106.94%
\$225,001 - \$250,000	8	9.76%	99.71%	0.00%	100.00%	99.54%	0.00%
\$250,001 - \$400,000	20	24.39%	100.23%	0.00%	100.34%	99.99%	101.82%
\$400,001 and up	9	10.98%	98.14%	0.00%	97.65%	97.99%	100.00%
Average Sold/List Ratio		101.30%		104.66%	101.78%	99.41%	102.92%
Total Closed Units		82	100%	7	45	27	3
Total Closed Volume		17,549,228		672.70K	7.87M	7.92M	1.09M

April 2022



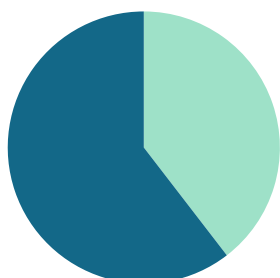
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

Report produced on May 11, 2022 for MLS Technology Inc.

INVENTORY

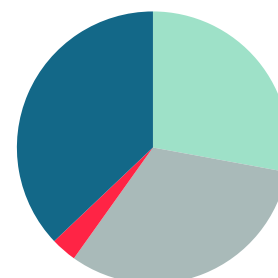


Inventory
 New Listings
106 = 39.55%
 Start Inventory
162
 Total Inventory Units
268
 Volume
\$58,862,670

Market Activity

Closed Sales
82 = 27.89%
 Pending Sales
94 = 31.97%
 Other Off Market
9 = 3.06%
 Active Inventory
109 = 37.07%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	78	82	5.13%	270	311	15.19%
Pending Sales	105	94	-10.48%	329	330	0.30%
New Listings	114	106	-7.02%	356	355	-0.28%
Average List Price	183,708	214,172	16.58%	163,775	189,982	16.00%
Average Sale Price	182,705	214,015	17.14%	161,351	188,375	16.75%
Average Percent of Selling Price to List Price	99.27%	101.29%	2.03%	97.72%	99.36%	1.67%
Average Days on Market to Sale	11.36	23.41	106.13%	22.79	24.39	7.02%
Monthly Inventory	203	109	-46.31%	203	109	-46.31%
Months Supply of Inventory	2.59	1.25	-51.78%	2.59	1.25	-51.78%

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

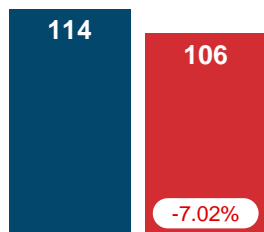
Inventory on April 30, 2022 = **109**

2021 **2022**

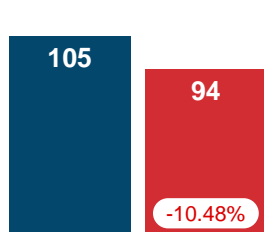
APRIL MARKET

AVERAGE PRICES

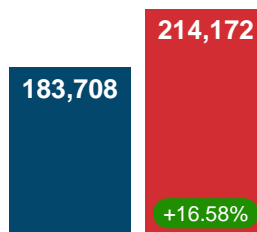
New Listings



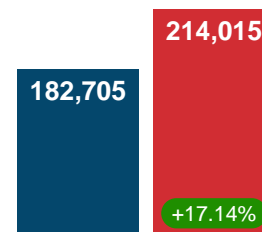
Pending Listings



List Price



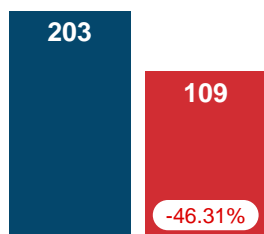
Sale Price



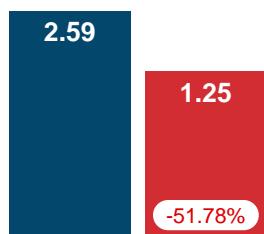
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

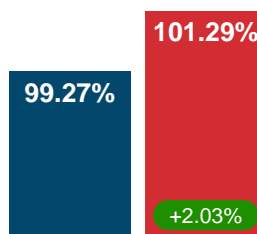
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

