

# August 2022



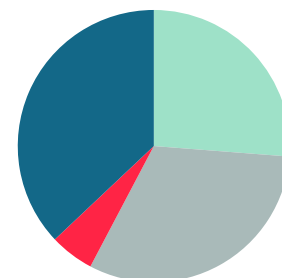
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Sep 12, 2022 for MLS Technology Inc.

Compared Metrics	2021	August 2022	+/-%
Closed Listings	109	85	-22.02%
Pending Listings	89	102	14.61%
New Listings	113	90	-20.35%
Median List Price	168,000	171,000	1.79%
Median Sale Price	170,000	174,900	2.88%
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	224	120	-46.43%
Months Supply of Inventory	2.61	1.44	-44.77%



■ Closed (26.23%)  
■ Pending (31.48%)  
■ Other OffMarket (5.25%)  
■ Active (37.04%)

**Absorption:** Last 12 months, an Average of **83** Sales/Month  
**Active Inventory** as of August 31, 2022 = **120**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2022 decreased **46.43%** to 120 existing homes available for sale. Over the last 12 months this area has had an average of 83 closed sales per month. This represents an unsold inventory index of **1.44** 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 **2.88%** in August 2022 to \$174,900 versus the previous year at \$170,000.

#### 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 August 2022 compared to last year's same month at **6.00** DOM.

#### Sales Success for August 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 90 New Listings in August 2022, down **20.35%** from last year at 113. Furthermore, there were 85 Closed Listings this month versus last year at 109, a **-22.02%** decrease.

Closed versus Listed trends yielded a **94.4%** ratio, down from previous year's, August 2021, at **96.5%**, a **2.09%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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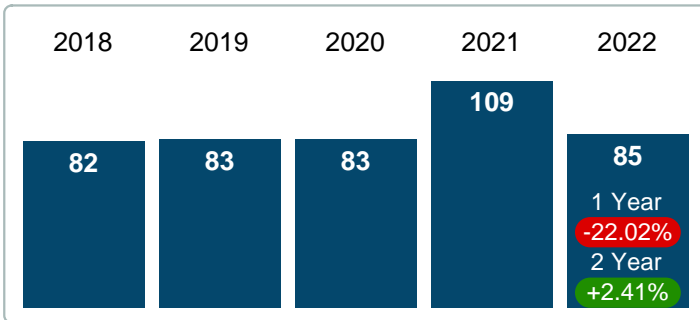
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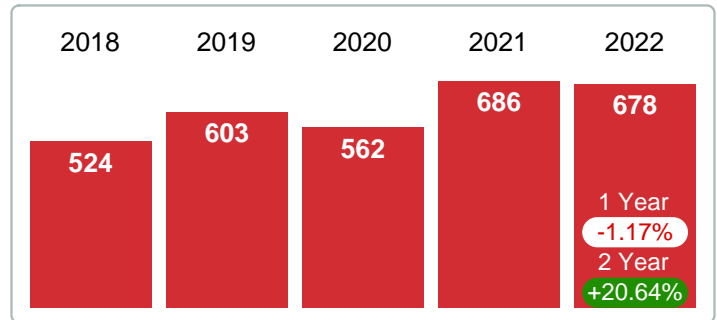
## CLOSED LISTINGS

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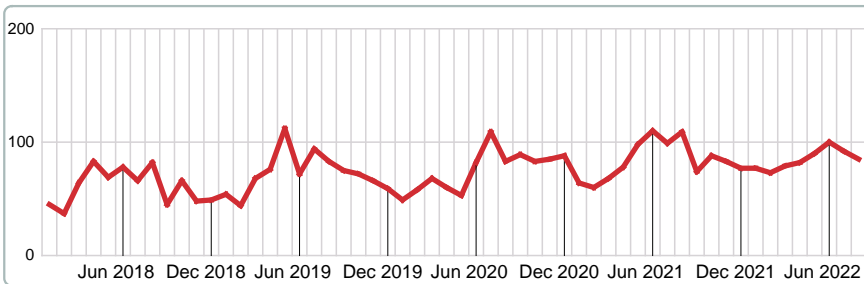
### AUGUST



### YEAR TO DATE (YTD)

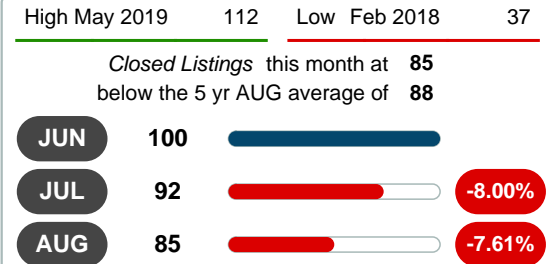


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 88



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	2.35%	19.5	1	1	0	0
\$25,001 - \$75,000	13	15.29%	11.0	4	7	2	0
\$75,001 - \$125,000	13	15.29%	7.0	6	6	1	0
\$125,001 - \$200,000	25	29.41%	3.0	3	20	2	0
\$200,001 - \$225,000	7	8.24%	5.0	0	3	4	0
\$225,001 - \$300,000	14	16.47%	19.0	1	7	5	1
\$300,001 and up	11	12.94%	1.0	1	4	5	1
<b>Total Closed Units</b>	<b>85</b>			<b>16</b>	<b>48</b>	<b>19</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>15,512,154</b>	<b>100%</b>	<b>6.0</b>	<b>1.87M</b>	<b>7.99M</b>	<b>5.11M</b>	<b>540.50K</b>
<b>Median Closed Price</b>	<b>\$174,900</b>			<b>\$106,250</b>	<b>\$165,750</b>	<b>\$230,000</b>	<b>\$270,250</b>

# August 2022



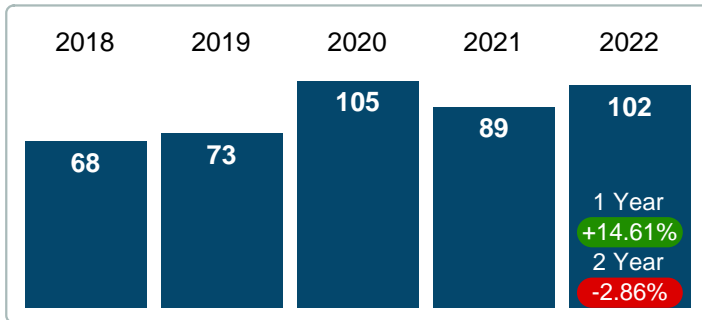
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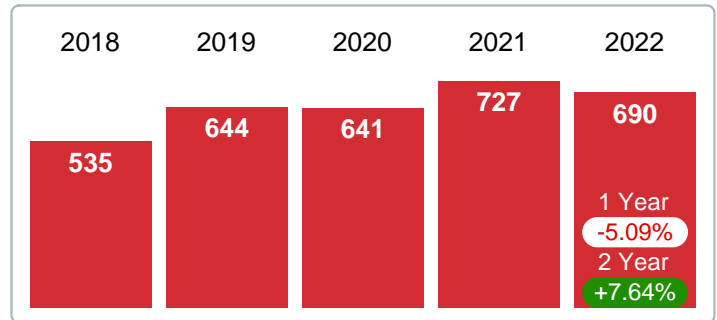
## PENDING LISTINGS

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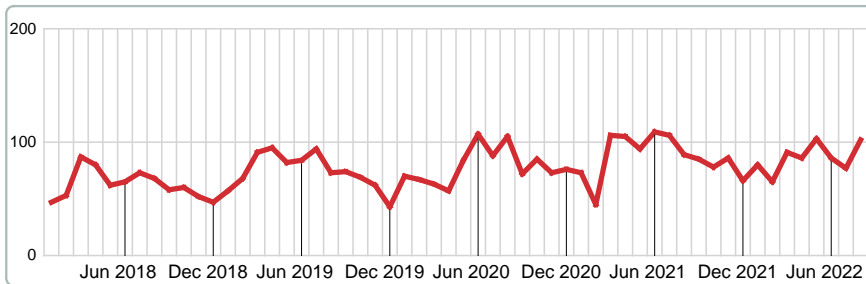
### AUGUST



### YEAR TO DATE (YTD)

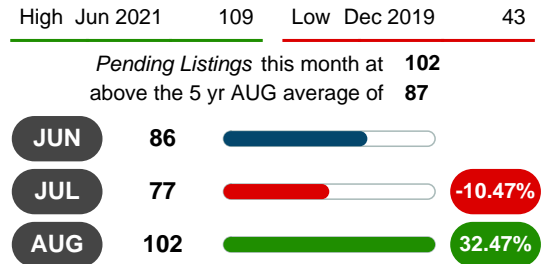


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 87



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	4.90%	20.0	0	3	2	0
\$50,001 - \$75,000	11	10.78%	5.0	5	6	0	0
\$75,001 - \$125,000	15	14.71%	9.0	4	10	1	0
\$125,001 - \$225,000	34	33.33%	6.5	2	21	10	1
\$225,001 - \$250,000	9	8.82%	25.0	0	6	3	0
\$250,001 - \$300,000	14	13.73%	18.5	1	5	8	0
\$300,001 and up	14	13.73%	14.0	1	3	10	0
<b>Total Pending Units</b>	<b>102</b>			<b>13</b>	<b>54</b>	<b>34</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>20,449,150</b>	<b>100%</b>	<b>11.0</b>	<b>1.67M</b>	<b>9.02M</b>	<b>9.54M</b>	<b>220.00K</b>
<b>Median Listing Price</b>	<b>\$189,400</b>			<b>\$80,000</b>	<b>\$155,000</b>	<b>\$261,990</b>	<b>\$220,000</b>

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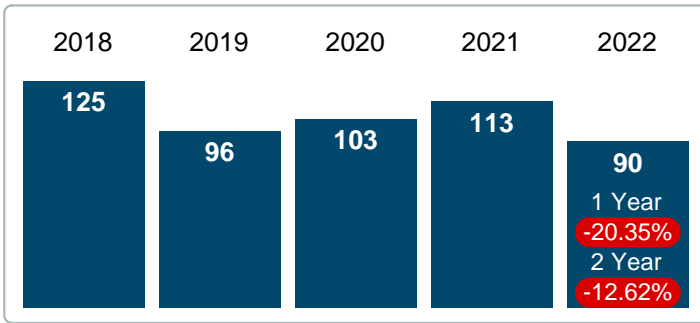
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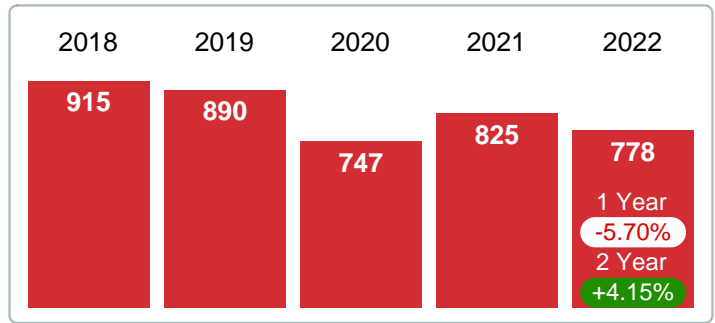
## NEW LISTINGS

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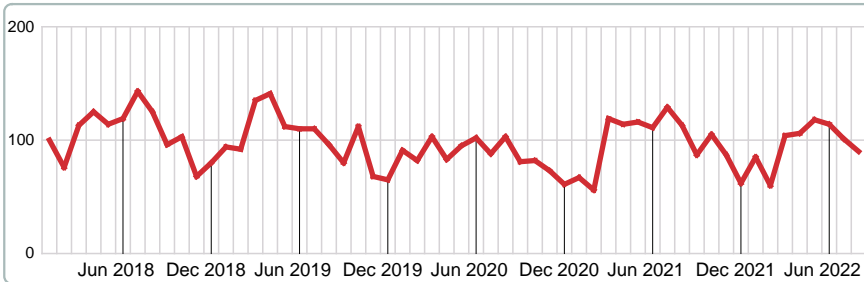
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

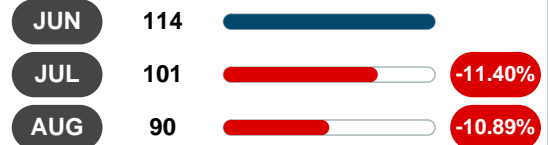


### 3 MONTHS

5 year AUG AVG = 105

High Jul 2018 143 Low Feb 2021 56

New Listings this month at **90**  
 below the 5 yr AUG average of **105**



### 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	10	11.11%	4	4	2	0
\$75,001 - \$100,000	7	7.78%	3	4	0	0
\$100,001 - \$150,000	16	17.78%	3	10	2	1
\$150,001 - \$200,000	20	22.22%	2	13	5	0
\$200,001 - \$275,000	16	17.78%	0	10	5	1
\$275,001 - \$375,000	13	14.44%	1	1	10	1
\$375,001 and up	8	8.89%	0	2	4	2
<b>Total New Listed Units</b>	<b>90</b>		<b>13</b>	<b>44</b>	<b>28</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>20,934,899</b>	<b>100%</b>	<b>1.62M</b>	<b>8.53M</b>	<b>8.17M</b>	<b>2.61M</b>
<b>Median New Listed Listing Price</b>	<b>\$180,000</b>		<b>\$95,000</b>	<b>\$160,700</b>	<b>\$279,950</b>	<b>\$349,900</b>

# August 2022



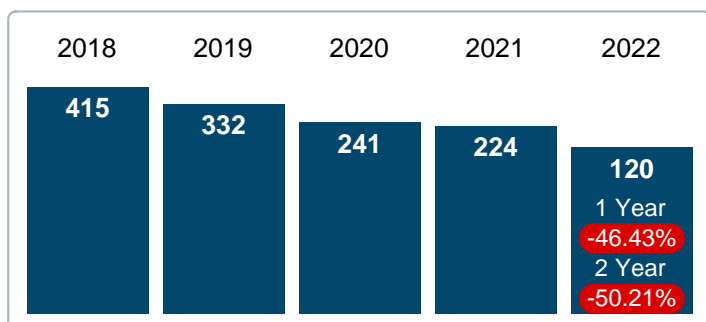
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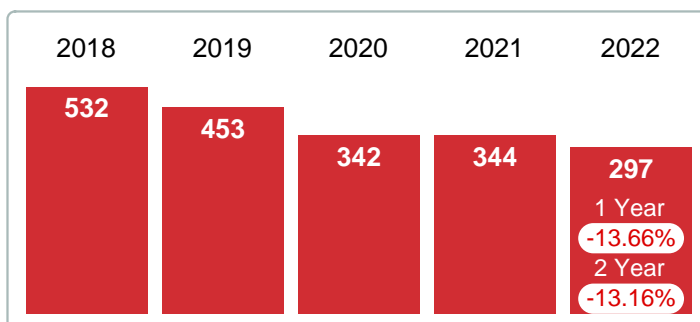
## ACTIVE INVENTORY

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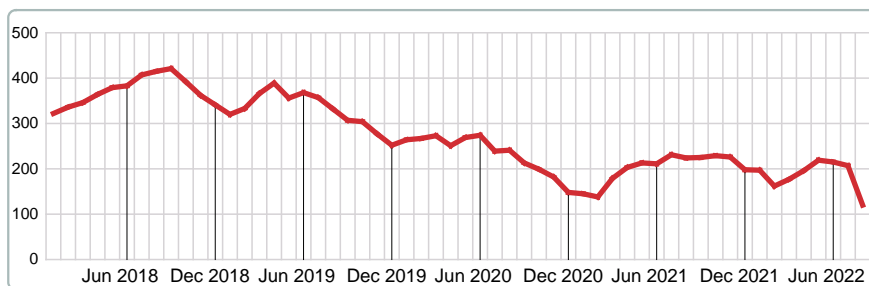
### END OF AUGUST



### ACTIVE DURING AUGUST

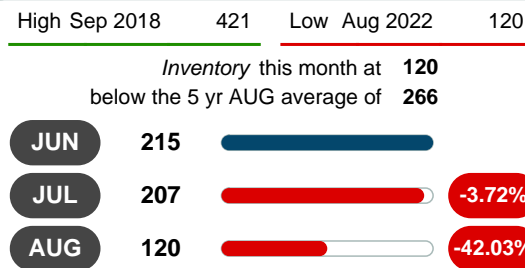


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 266



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	8.33%	85.5	2	6	2	0
\$75,001 - \$125,000	17	14.17%	42.0	5	9	3	0
\$125,001 - \$150,000	10	8.33%	48.5	2	6	1	1
\$150,001 - \$225,000	31	25.83%	35.0	3	17	11	0
\$225,001 - \$275,000	22	18.33%	68.5	0	12	8	2
\$275,001 - \$475,000	17	14.17%	47.0	0	4	10	3
\$475,001 and up	13	10.83%	40.0	1	5	4	3
<b>Total Active Inventory by Units</b>	<b>120</b>			<b>13</b>	<b>59</b>	<b>39</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>30,528,018</b>	<b>100%</b>	<b>48.0</b>	<b>2.17M</b>	<b>13.73M</b>	<b>10.57M</b>	<b>4.06M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$212,500</b>			<b>\$120,000</b>	<b>\$169,900</b>	<b>\$245,000</b>	<b>\$349,900</b>

# August 2022



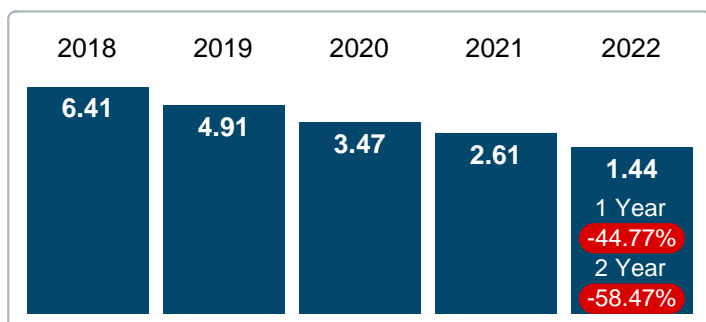
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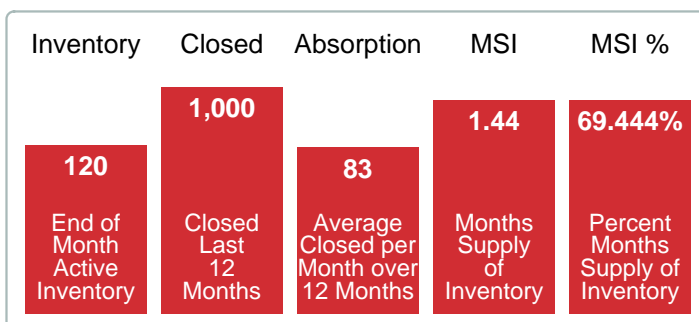
## MONTHS SUPPLY of INVENTORY (MSI)

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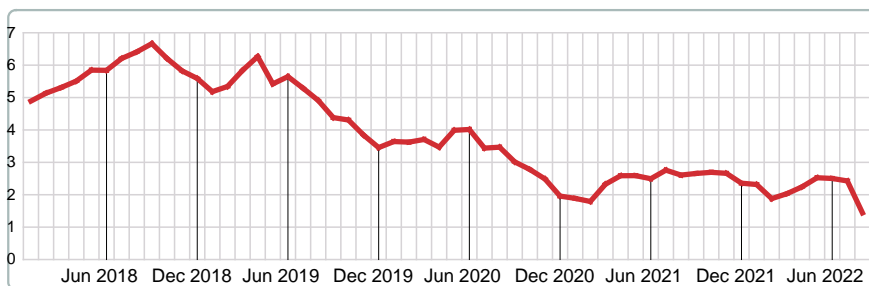
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2022

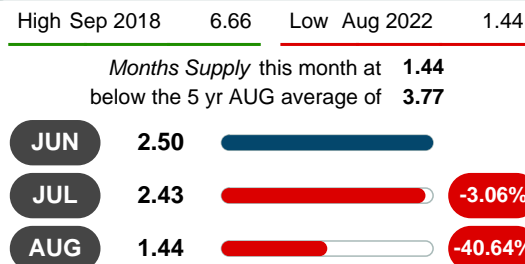


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 3.77



### 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	10	8.33%	0.88	0.38	1.07	4.00	0.00
\$75,001 - \$125,000	17	14.17%	1.14	1.46	0.91	2.00	0.00
\$125,001 - \$150,000	10	8.33%	1.10	1.41	0.89	1.09	0.00
\$150,001 - \$225,000	31	25.83%	1.44	4.00	1.13	2.00	0.00
\$225,001 - \$275,000	22	18.33%	1.82	0.00	2.72	1.16	4.00
\$275,001 - \$475,000	17	14.17%	1.49	0.00	1.78	1.22	3.60
\$475,001 and up	13	10.83%	4.46	0.00	4.29	3.69	4.50
Market Supply of Inventory (MSI)			1.44	1.16	1.31	1.59	3.72
Total Active Inventory by Units		100%	1.44	13	59	39	9

# August 2022



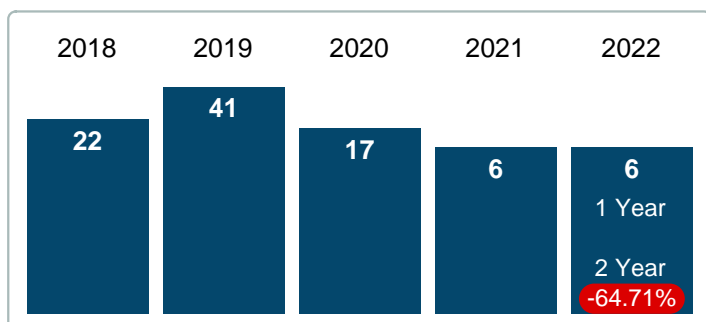
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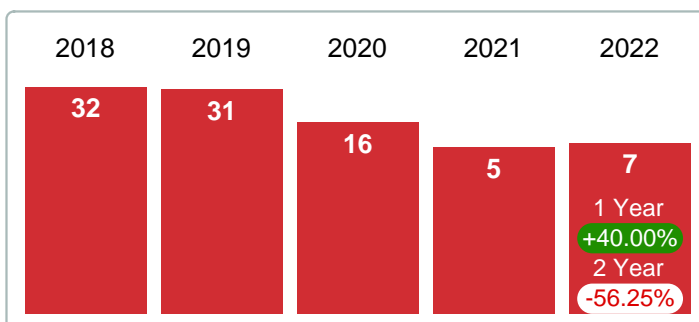
## MEDIAN DAYS ON MARKET TO SALE

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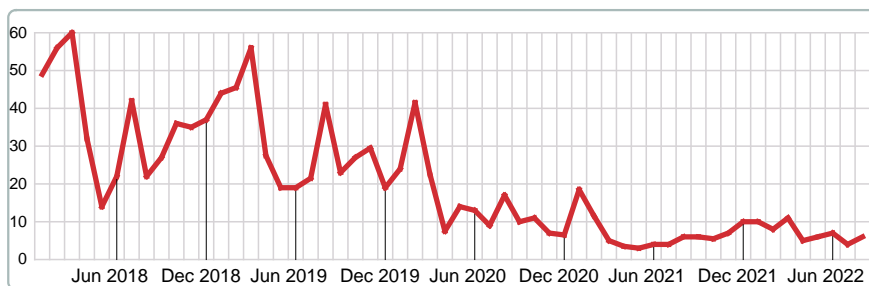
### AUGUST



### YEAR TO DATE (YTD)

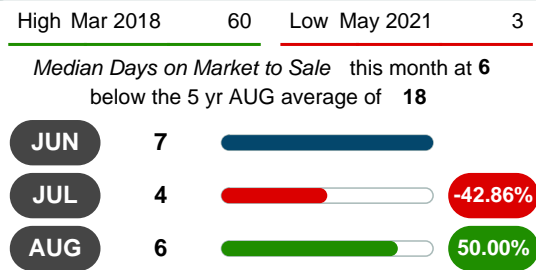


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG 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
\$25,000 and less	2.35%	20	7	32	0	0
\$25,001 - \$75,000	15.29%	11	9	14	39	0
\$75,001 - \$125,000	15.29%	7	5	6	24	0
\$125,001 - \$200,000	29.41%	3	2	3	32	0
\$200,001 - \$225,000	8.24%	5	0	9	2	0
\$225,001 - \$300,000	16.47%	19	4	45	6	44
\$300,001 and up	12.94%	1	4	1	1	9
Median Closed DOM		6	5	6	6	27
Total Closed Units	100%	85	16	48	19	2
Total Closed Volume		15,512,154	1.87M	7.99M	5.11M	540.50K

# August 2022



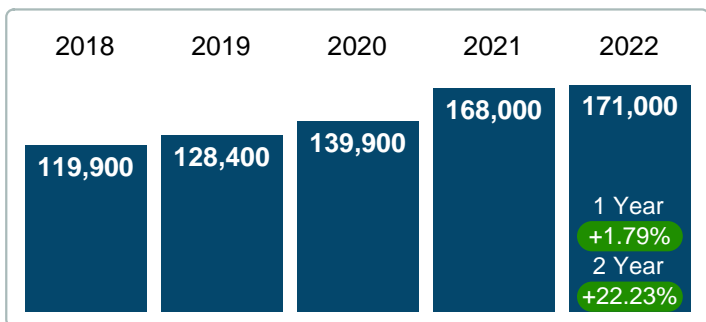
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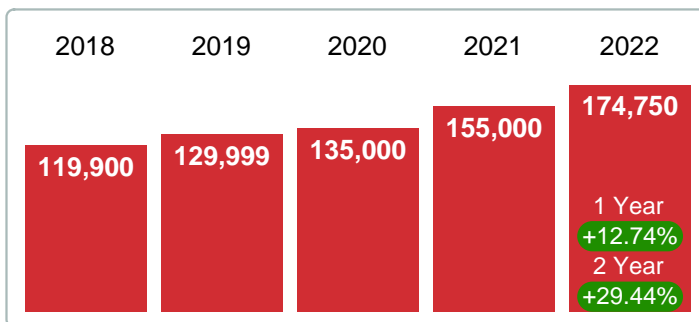
## MEDIAN LIST PRICE AT CLOSING

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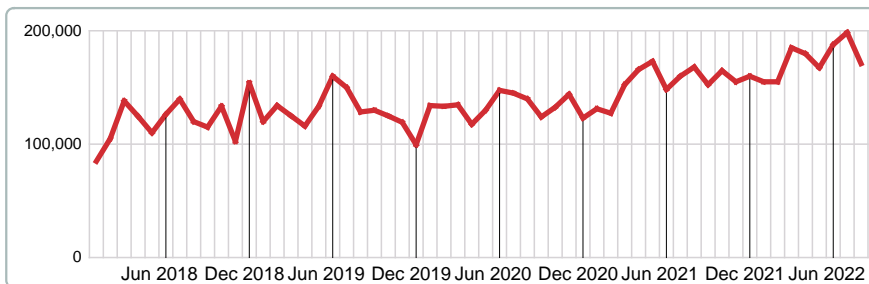
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

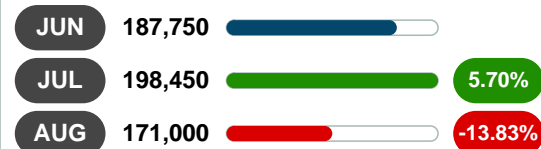


### 3 MONTHS

5 year AUG AVG = 145,440

High Jul 2022 198,450 Low Jan 2018 84,900

Median List Price at Closing this month at **171,000**  
 above the 5 yr AUG average of **145,440**



### 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
\$25,000 and less	0	0.00%	1	0	0	0	0
\$25,001 - \$75,000	16	18.82%	46,750	64,000	45,000	43,000	0
\$75,001 - \$125,000	15	17.65%	105,000	105,000	99,900	120,000	0
\$125,001 - \$200,000	21	24.71%	169,900	135,000	170,450	191,500	0
\$200,001 - \$225,000	8	9.41%	216,495	0	216,495	210,000	225,000
\$225,001 - \$300,000	13	15.29%	267,990	270,000	246,990	277,990	0
\$300,001 and up	12	14.12%	342,500	325,000	325,000	395,000	309,500
Median List Price			171,000	102,450	169,700	267,990	267,250
Total Closed Units		100%	171,000	16	48	19	2
Total Closed Volume			16,055,240	1.86M	7.98M	5.68M	534.50K



# August 2022



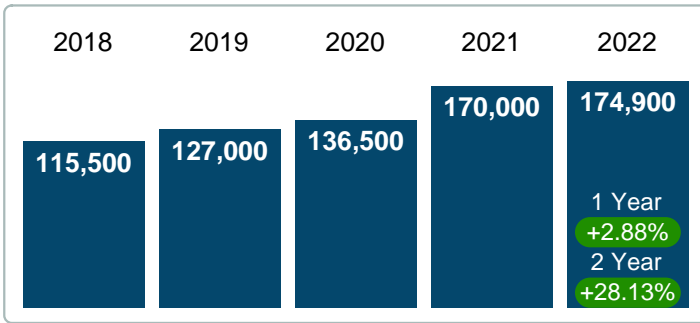
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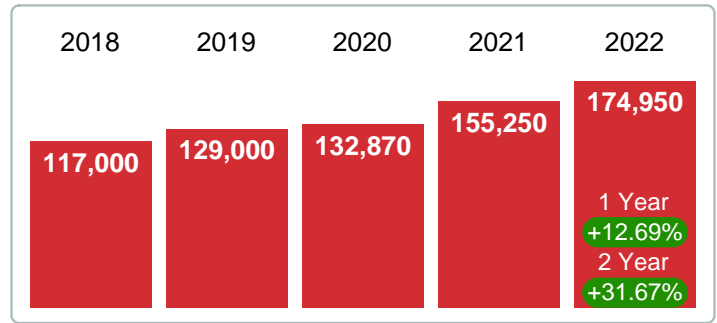
## MEDIAN SOLD PRICE AT CLOSING

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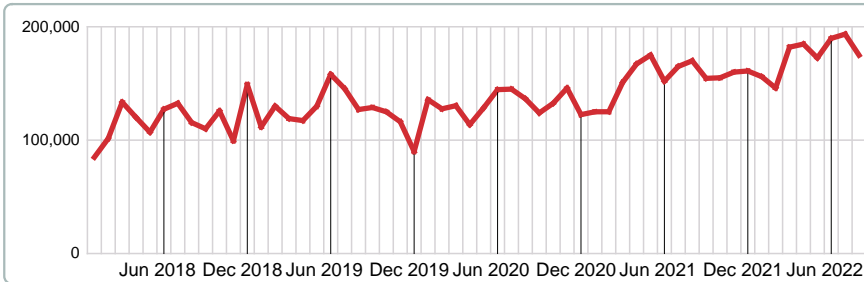
### AUGUST



### YEAR TO DATE (YTD)

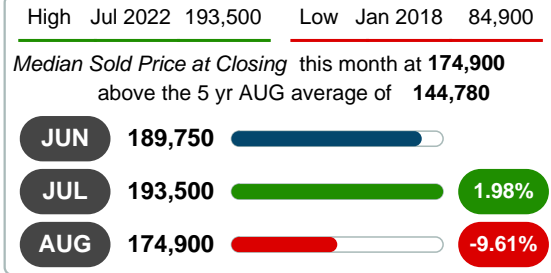


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 144,780



### 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
\$25,000 and less	2.35%	22,500	20,000	25,000	0	0
\$25,001 - \$75,000	15.29%	47,000	63,000	38,000	40,500	0
\$75,001 - \$125,000	15.29%	102,000	106,250	89,000	105,000	0
\$125,001 - \$200,000	29.41%	165,000	131,500	165,750	182,857	0
\$200,001 - \$225,000	8.24%	217,990	0	217,990	215,000	0
\$225,001 - \$300,000	16.47%	257,750	255,500	248,640	277,990	231,000
\$300,001 and up	12.94%	336,000	330,000	320,000	360,000	309,500
Median Sold Price		174,900	106,250	165,750	230,000	270,250
Total Closed Units	100%	85	16	48	19	2
Total Closed Volume		15,512,154	1.87M	7.99M	5.11M	540.50K

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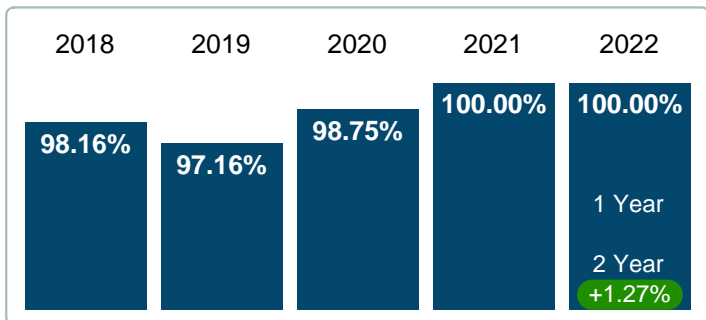
Area Delimited by County Of Washington - Residential Property Type



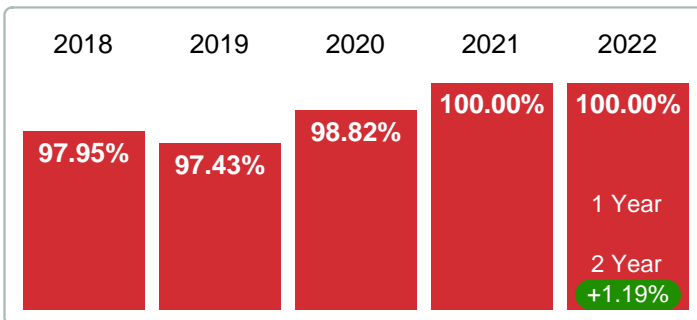
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 12, 2022 for MLS Technology Inc.

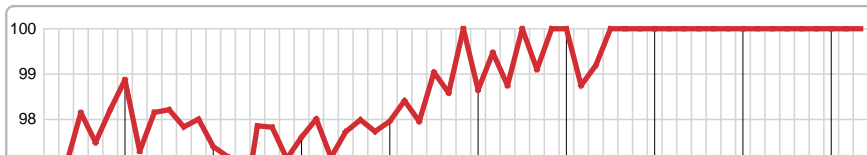
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 98.81%

High Aug 2022 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%** above the 5 yr AUG average of **98.81%**

JUN 100.00%  
 JUL 100.00%  
 AUG 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	
\$25,000 and less	2	2.35%	73.08%	70.18%	75.99%	0.00%	0.00%	
\$25,001 - \$75,000	13	15.29%	97.83%	100.00%	96.67%	93.91%	0.00%	
\$75,001 - \$125,000	13	15.29%	100.00%	100.00%	95.54%	87.50%	0.00%	
\$125,001 - \$200,000	25	29.41%	100.00%	97.41%	100.29%	61.91%	0.00%	
\$200,001 - \$225,000	7	8.24%	100.00%	0.00%	100.00%	101.77%	0.00%	
\$225,001 - \$300,000	14	16.47%	100.00%	94.63%	100.67%	100.00%	102.67%	
\$300,001 and up	11	12.94%	100.00%	101.54%	100.00%	100.00%	100.00%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	101.33%	
Total Closed Units		85	100%	100.00%	16	48	19	2
Total Closed Volume		15,512,154			1.87M	7.99M	5.11M	540.50K

# August 2022



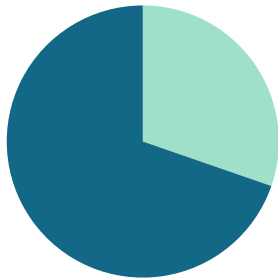
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

Report produced on Sep 12, 2022 for MLS Technology Inc.

### INVENTORY

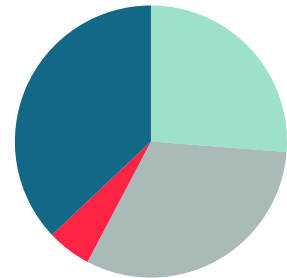


**Inventory**  
 New Listings  
**90 = 30.30%**  
 Start Inventory  
**207**  
 Total Inventory Units  
**297**  
 Volume  
**\$67,275,028**

### Market Activity

Closed Sales  
**85 = 26.23%**  
 Pending Sales  
**102 = 31.48%**  
 Other Off Market  
**17 = 5.25%**  
 Active Inventory  
**120 = 37.04%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	109	85	-22.02%	686	678	-1.17%
Pending Sales	89	102	14.61%	727	690	-5.09%
New Listings	113	90	-20.35%	825	778	-5.70%
Median List Price	168,000	171,000	1.79%	155,000	174,750	12.74%
Median Sale Price	170,000	174,900	2.88%	155,250	174,950	12.69%
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	7.00	40.00%
Monthly Inventory	224	120	-46.43%	224	120	-46.43%
Months Supply of Inventory	2.61	1.44	-44.77%	2.61	1.44	-44.77%

**Absorption:** Last 12 months, an Average of **83** Sales/Month

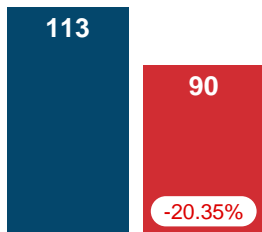
**Inventory** on August 31, 2022 = **120**

**2021** **2022**

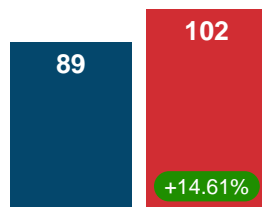
### AUGUST MARKET

### MEDIAN PRICES

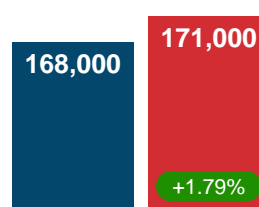
#### New Listings



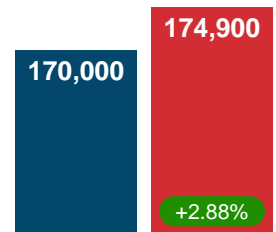
#### Pending Listings



#### List Price



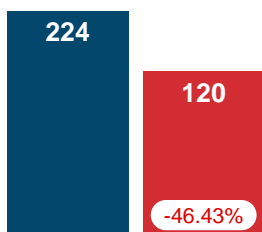
#### Sale Price



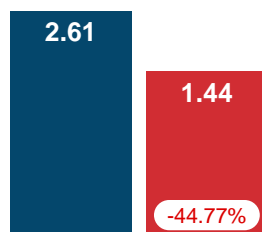
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

+0.00%