

# July 2022



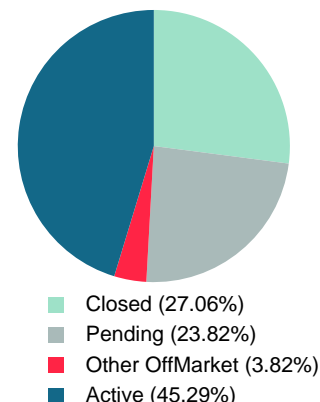
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	July 2022	+/-%
Closed Listings	99	92	-7.07%
Pending Listings	106	81	-23.58%
New Listings	129	101	-21.71%
Median List Price	159,900	198,450	24.11%
Median Sale Price	165,000	193,500	17.27%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	4.00	4.00	0.00%
End of Month Inventory	231	154	-33.33%
Months Supply of Inventory	2.76	1.80	-34.57%



**Absorption:** Last 12 months, an Average of **85** Sales/Month  
**Active Inventory** as of July 31, 2022 = **154**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2022 decreased **33.33%** to 154 existing homes available for sale. Over the last 12 months this area has had an average of 85 closed sales per month. This represents an unsold inventory index of **1.80** 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 **17.27%** in July 2022 to \$193,500 versus the previous year at \$165,000.

#### Median Days on Market Shortens

The median number of **4.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in July 2022 compared to last year's same month at **4.00** DOM.

#### Sales Success for July 2022 is Positive

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

There were 101 New Listings in July 2022, down **21.71%** from last year at 129. Furthermore, there were 92 Closed Listings this month versus last year at 99, a **-7.07%** decrease.

Closed versus Listed trends yielded a **91.1%** ratio, up from previous year's, July 2021, at **76.7%**, a **18.69%** 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

<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

# July 2022



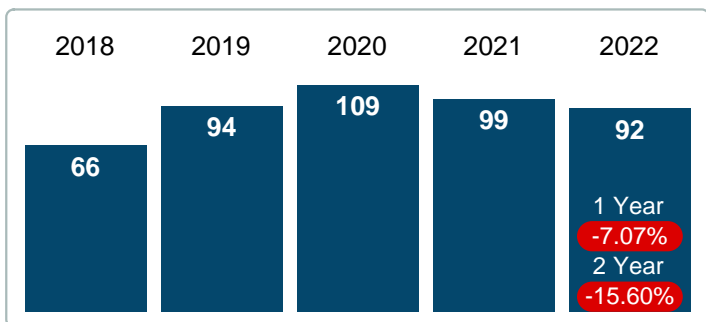
Area Delimited by County Of Washington - Residential Property Type



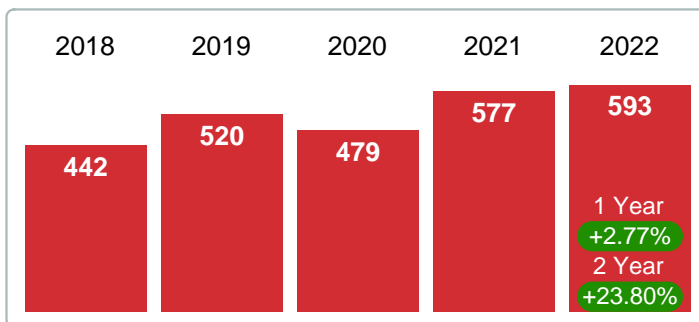
## CLOSED LISTINGS

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

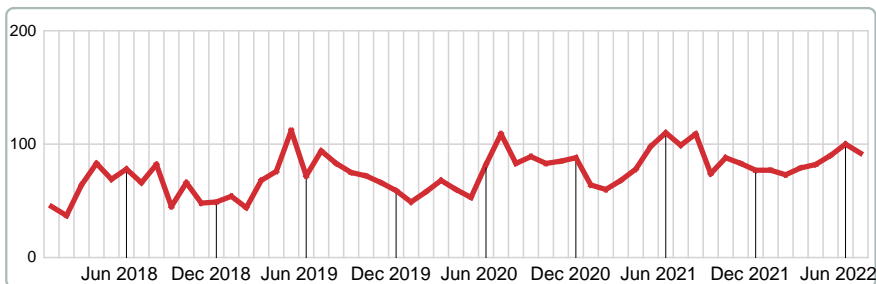
### JULY



### YEAR TO DATE (YTD)

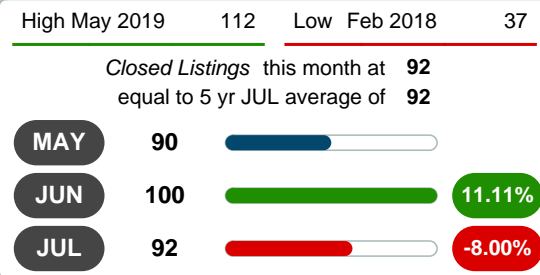


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 92



### 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	7.61%	9.0	4	3	0	0
\$75,001 - \$100,000	9	9.78%	4.0	1	8	0	0
\$100,001 - \$150,000	18	19.57%	3.5	3	14	1	0
\$150,001 - \$225,000	20	21.74%	4.0	1	14	4	1
\$225,001 - \$275,000	15	16.30%	14.0	0	3	12	0
\$275,001 - \$325,000	9	9.78%	3.0	0	1	8	0
\$325,001 and up	14	15.22%	9.0	0	2	11	1
<b>Total Closed Units</b>	<b>92</b>			<b>9</b>	<b>45</b>	<b>36</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>19,551,737</b>	<b>100%</b>	<b>4.0</b>	<b>870.50K</b>	<b>7.11M</b>	<b>10.79M</b>	<b>775.00K</b>
<b>Median Closed Price</b>	<b>\$193,500</b>			<b>\$100,000</b>	<b>\$139,000</b>	<b>\$283,495</b>	<b>\$387,500</b>

# July 2022



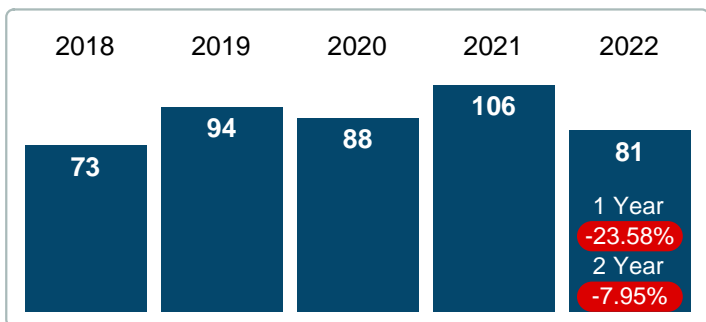
Area Delimited by County Of Washington - Residential Property Type



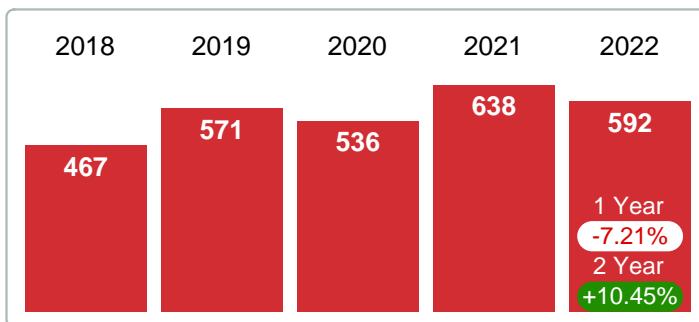
## PENDING LISTINGS

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

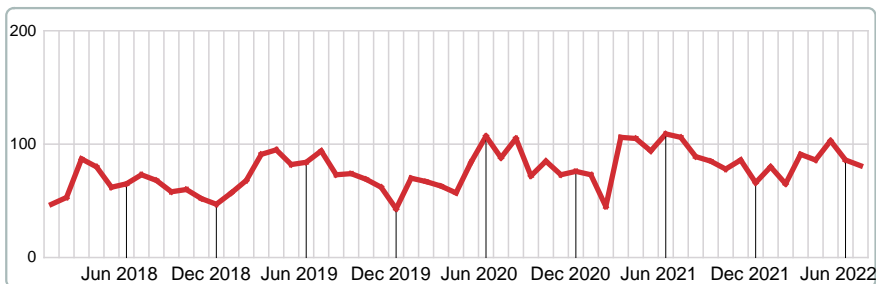
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 88

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at **81**  
below the 5 yr JUL average of **88**



### 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	8	9.88%	14.0	6	2	0	0
\$75,001 - \$100,000	4	4.94%	9.0	1	3	0	0
\$100,001 - \$150,000	16	19.75%	5.0	5	10	1	0
\$150,001 - \$200,000	17	20.99%	6.0	1	12	4	0
\$200,001 - \$250,000	16	19.75%	20.0	0	8	6	2
\$250,001 - \$325,000	11	13.58%	12.0	0	3	8	0
\$325,001 and up	9	11.11%	46.0	0	4	4	1
<b>Total Pending Units</b>	<b>81</b>			<b>13</b>	<b>42</b>	<b>23</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>17,220,070</b>	<b>100%</b>	<b>9.0</b>	<b>1.23M</b>	<b>8.30M</b>	<b>6.67M</b>	<b>1.01M</b>
<b>Median Listing Price</b>	<b>\$189,900</b>			<b>\$99,900</b>	<b>\$170,450</b>	<b>\$261,990</b>	<b>\$225,000</b>

# July 2022



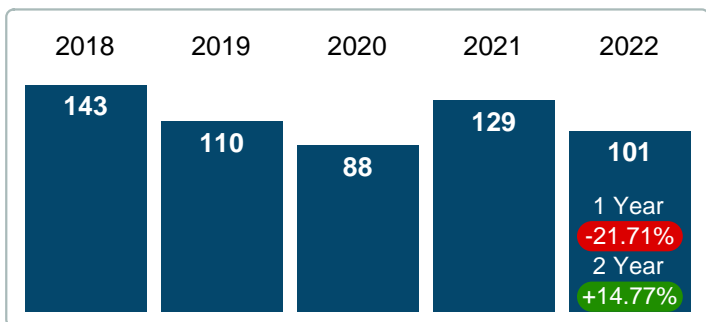
Area Delimited by County Of Washington - Residential Property Type



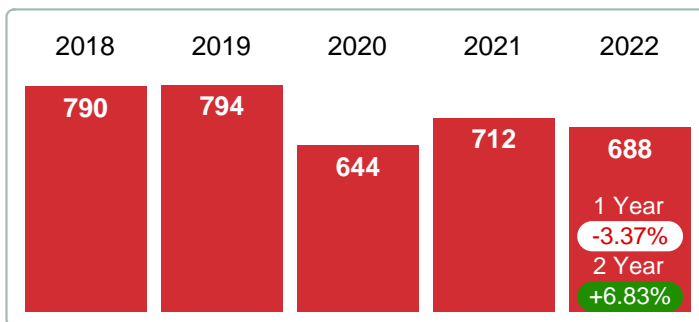
## NEW LISTINGS

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

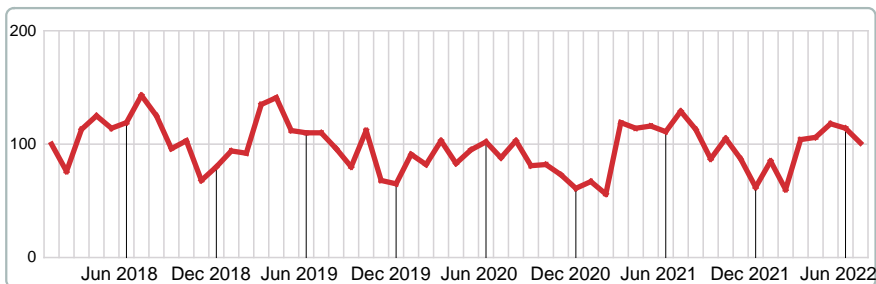
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 114

High Jul 2018 143 Low Feb 2021 56

New Listings this month at 101  
below the 5 yr JUL average of 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	7	6.93%	4	3	0	0
\$75,001 - \$100,000	9	8.91%	3	5	1	0
\$100,001 - \$150,000	18	17.82%	2	16	0	0
\$150,001 - \$200,000	20	19.80%	1	15	4	0
\$200,001 - \$250,000	19	18.81%	0	10	7	2
\$250,001 - \$350,000	17	16.83%	0	9	8	0
\$350,001 and up	11	10.89%	1	4	4	2
<b>Total New Listed Units</b>	<b>101</b>		<b>11</b>	<b>62</b>	<b>24</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>21,887,470</b>	<b>100%</b>	<b>1.77M</b>	<b>12.04M</b>	<b>6.62M</b>	<b>1.45M</b>
<b>Median New Listed Listing Price</b>	<b>\$195,900</b>		<b>\$97,000</b>	<b>\$173,000</b>	<b>\$255,000</b>	<b>\$331,000</b>

# July 2022



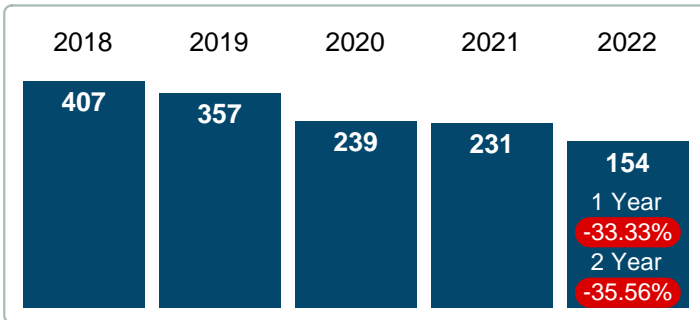
Area Delimited by County Of Washington - Residential Property Type



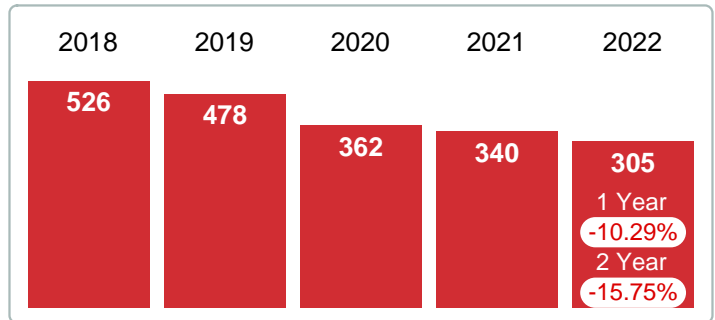
## ACTIVE INVENTORY

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

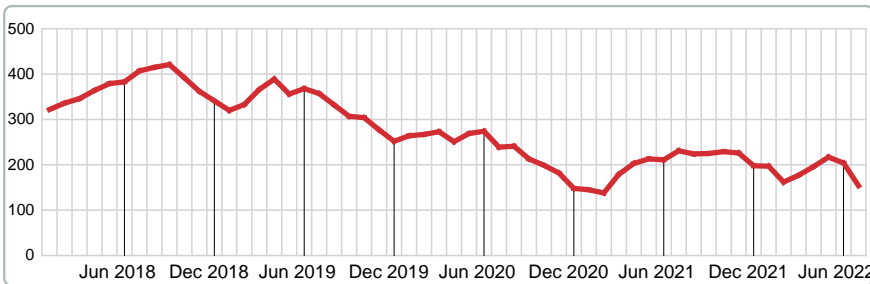
### END OF JULY



### ACTIVE DURING JULY

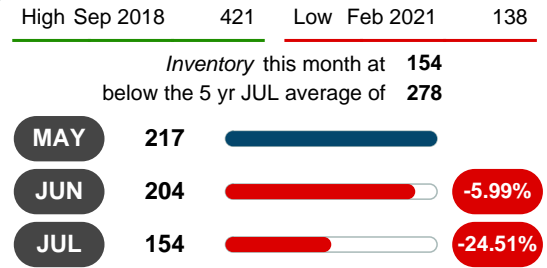


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 278



### 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	10	6.49%	63.0	2	7	1	0
\$50,001 - \$100,000	18	11.69%	23.5	5	10	3	0
\$100,001 - \$150,000	24	15.58%	39.0	6	16	2	0
\$150,001 - \$225,000	34	22.08%	40.0	1	23	10	0
\$225,001 - \$275,000	32	20.78%	46.0	2	17	11	2
\$275,001 - \$400,000	21	13.64%	40.0	1	5	12	3
\$400,001 and up	15	9.74%	55.0	1	8	4	2
<b>Total Active Inventory by Units</b>	<b>154</b>			<b>18</b>	<b>86</b>	<b>43</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>35,895,680</b>	<b>100%</b>	<b>40.0</b>	<b>3.06M</b>	<b>18.65M</b>	<b>11.78M</b>	<b>2.41M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$215,000</b>			<b>\$124,450</b>	<b>\$189,400</b>	<b>\$260,000</b>	<b>\$315,000</b>

# July 2022



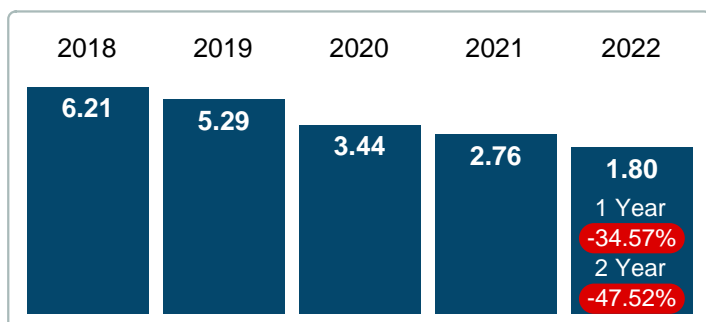
Area Delimited by County Of Washington - Residential Property Type



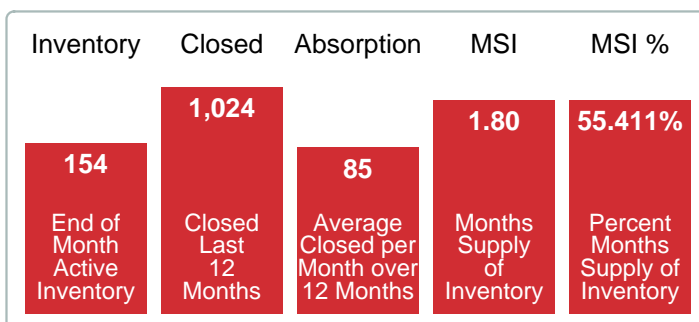
## MONTHS SUPPLY of INVENTORY (MSI)

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

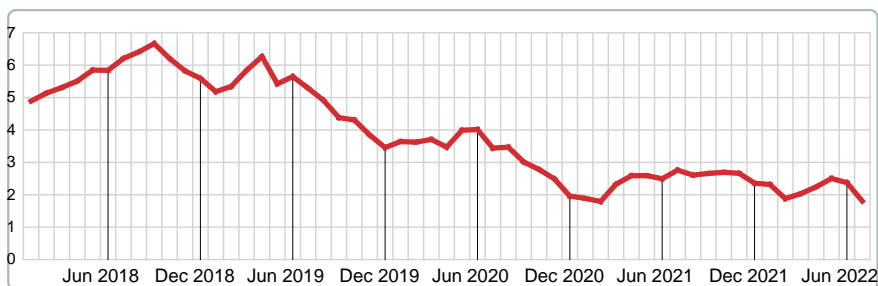
### MSI FOR JULY



### INDICATORS FOR JULY 2022



### 5 YEAR MARKET ACTIVITY TRENDS

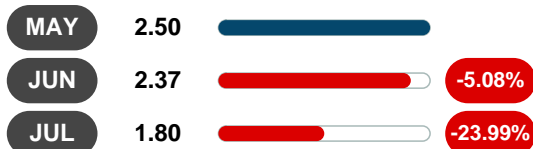


### 3 MONTHS

5 year JUL AVG = 3.90

High Sep 2018 6.66 Low Feb 2021 1.79

Months Supply this month at 1.80  
below the 5 yr JUL average of 3.90



### 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	10	6.49%	2.26	0.92	3.36	6.00	0.00
\$50,001 - \$100,000	18	11.69%	1.28	1.03	1.21	3.27	0.00
\$100,001 - \$150,000	24	15.58%	1.38	2.18	1.25	1.04	0.00
\$150,001 - \$225,000	34	22.08%	1.49	1.33	1.48	1.69	0.00
\$225,001 - \$275,000	32	20.78%	2.59	8.00	3.92	1.52	4.00
\$275,001 - \$400,000	21	13.64%	2.36	12.00	3.33	1.85	3.60
\$400,001 and up	15	9.74%	2.77	0.00	5.65	1.33	2.00
Market Supply of Inventory (MSI)			1.80	1.66	1.88	1.68	2.33
Total Active Inventory by Units		100%	1.80	18	86	43	7

# July 2022



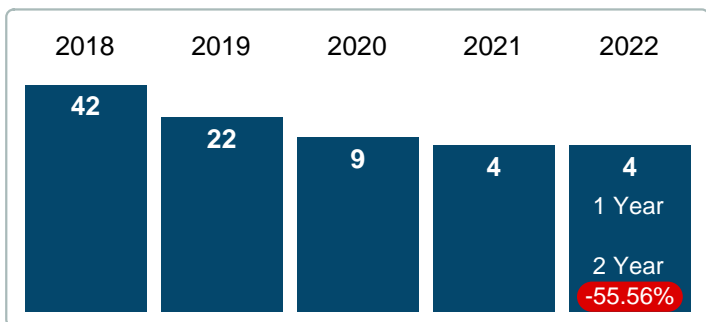
Area Delimited by County Of Washington - Residential Property Type



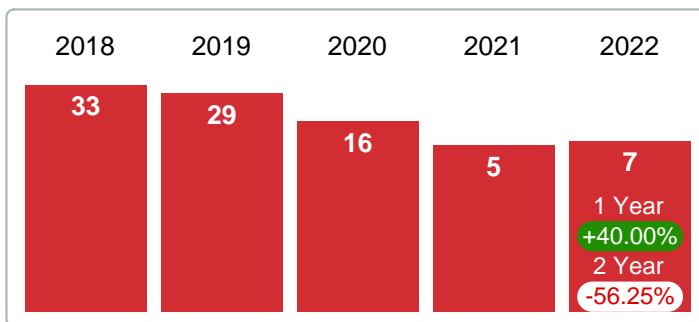
## MEDIAN DAYS ON MARKET TO SALE

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

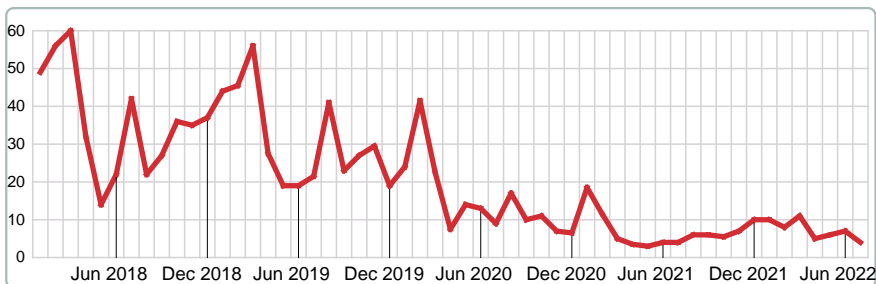
### JULY



### YEAR TO DATE (YTD)

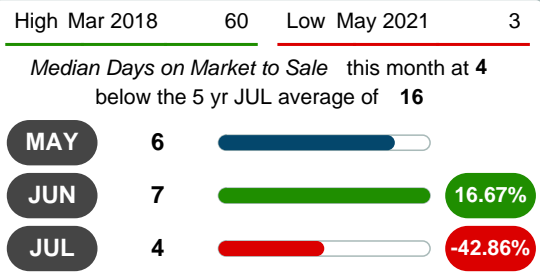


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 16



### 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	7	7.61%	9	6	18	0	0
\$75,001 - \$100,000	9	9.78%	4	3	5	0	0
\$100,001 - \$150,000	18	19.57%	4	16	3	13	0
\$150,001 - \$225,000	20	21.74%	4	6	4	4	2
\$225,001 - \$275,000	15	16.30%	14	0	1	22	0
\$275,001 - \$325,000	9	9.78%	3	0	1	3	0
\$325,001 and up	14	15.22%	9	0	110	7	7
Median Closed DOM	4		4.0	6	4	6	5
Total Closed Units	92	100%	4.0	9	45	36	2
Total Closed Volume	19,551,737			870.50K	7.11M	10.79M	775.00K

# July 2022



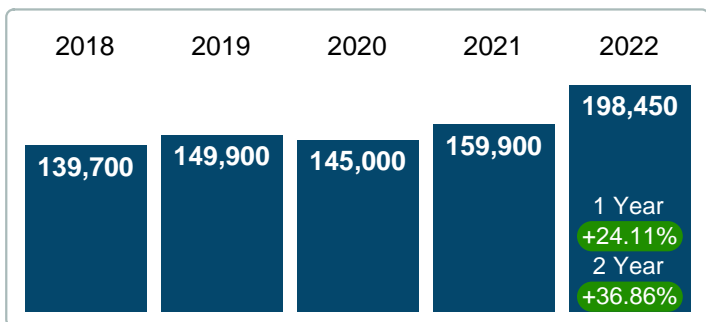
Area Delimited by County Of Washington - Residential Property Type



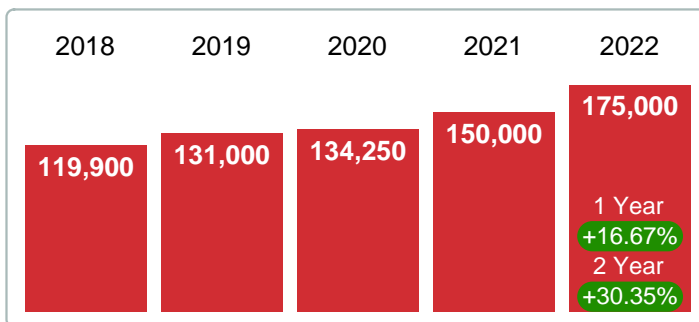
## MEDIAN LIST PRICE AT CLOSING

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

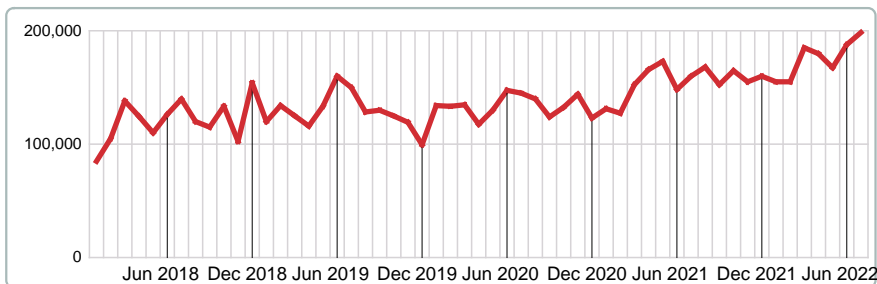
### JULY



### YEAR TO DATE (YTD)

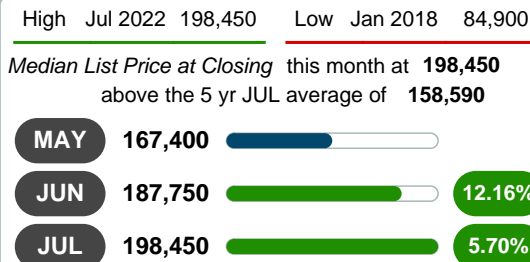


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 158,590



### 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	6.52%	65,000	70,950	59,500	0	0
\$75,001 - \$100,000	11.96%	94,500	97,200	90,000	0	0
\$100,001 - \$150,000	19.57%	128,500	115,000	129,900	112,500	0
\$150,001 - \$225,000	19.57%	190,000	190,000	183,450	172,500	223,000
\$225,001 - \$275,000	16.30%	250,000	0	242,500	250,000	0
\$275,001 - \$325,000	10.87%	290,000	0	279,000	295,000	0
\$325,001 and up	15.22%	397,450	0	407,000	365,000	564,900
Median List Price		198,450	94,500	139,900	283,495	393,950
Total Closed Units	100%	198,450	9	45	36	2
Total Closed Volume		19,765,212	875.30K	7.22M	10.89M	787.90K



# July 2022



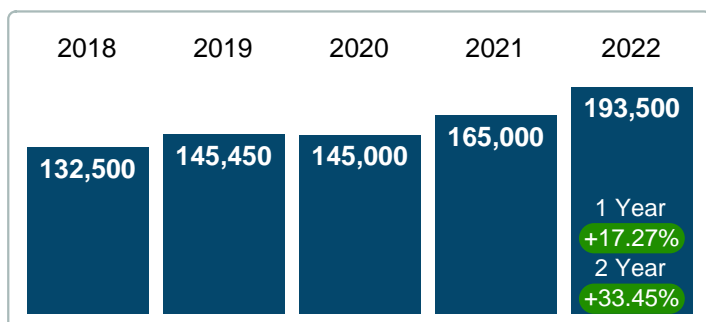
Area Delimited by County Of Washington - Residential Property Type



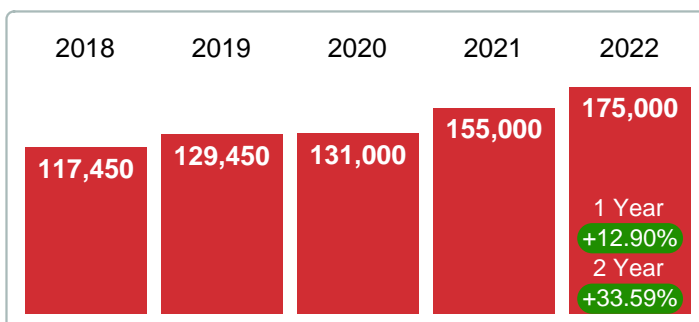
## MEDIAN SOLD PRICE AT CLOSING

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

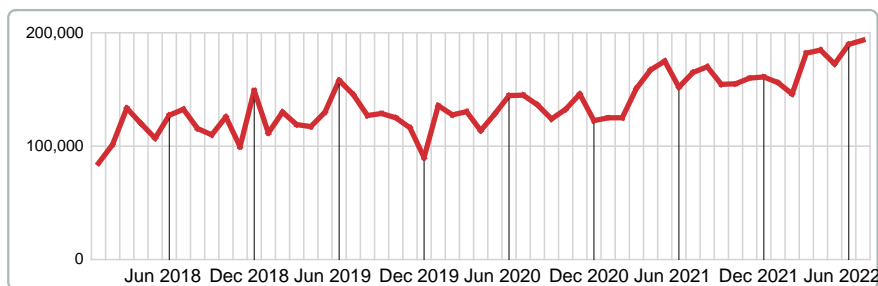
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

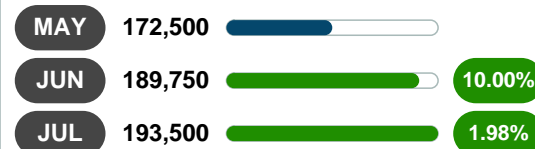


### 3 MONTHS

5 year JUL AVG = 156,290

High Jul 2022 193,500 Low Jan 2018 84,900

Median Sold Price at Closing this month at 193,500 above the 5 yr JUL average of 156,290



### 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	7.61%	68,000	63,500	68,000	0	0
\$75,001 - \$100,000	9.78%	95,000	100,000	95,000	0	0
\$100,001 - \$150,000	19.57%	123,750	110,400	127,500	112,000	0
\$150,001 - \$225,000	21.74%	176,500	190,000	170,000	175,500	225,000
\$225,001 - \$275,000	16.30%	253,000	0	230,000	257,495	0
\$275,001 - \$325,000	9.78%	300,000	0	279,000	304,500	0
\$325,001 and up	15.22%	389,500	0	389,500	365,000	550,000
<b>Median Sold Price</b>		<b>193,500</b>	<b>100,000</b>	<b>139,000</b>	<b>283,495</b>	<b>387,500</b>
<b>Total Closed Units</b>		<b>92</b>	<b>9</b>	<b>45</b>	<b>36</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>19,551,737</b>	<b>870.50K</b>	<b>7.11M</b>	<b>10.79M</b>	<b>775.00K</b>

# July 2022



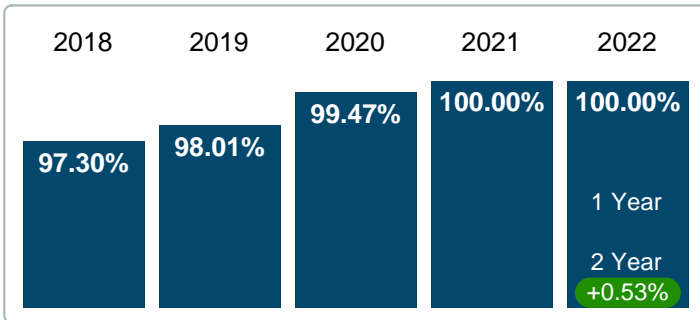
Area Delimited by County Of Washington - Residential Property Type



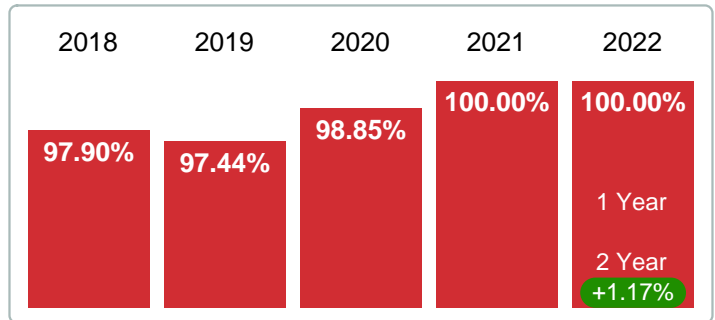
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

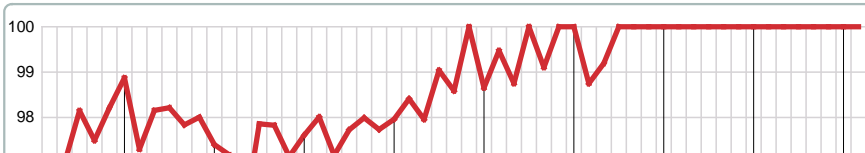
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 98.96%

High Jul 2022 100.00% Low Feb 2019 95.82%

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

MAY 100.00%  
JUN 100.00%  
JUL 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	7.61%	86.08%	95.93%	85.00%	0.00%	0.00%
\$75,001 - \$100,000	9	9.78%	105.26%	105.82%	102.63%	0.00%	0.00%
\$100,001 - \$150,000	18	19.57%	100.00%	100.00%	100.04%	99.56%	0.00%
\$150,001 - \$225,000	20	21.74%	100.00%	100.00%	100.00%	103.94%	100.90%
\$225,001 - \$275,000	15	16.30%	100.00%	0.00%	100.00%	100.00%	0.00%
\$275,001 - \$325,000	9	9.78%	100.00%	0.00%	100.00%	100.76%	0.00%
\$325,001 and up	14	15.22%	100.00%	0.00%	95.78%	100.00%	97.36%
Median Sold/List Ratio		100.00%		99.22%	100.00%	100.00%	99.13%
Total Closed Units		92	100%	9	45	36	2
Total Closed Volume		19,551,737		870.50K	7.11M	10.79M	775.00K

# July 2022



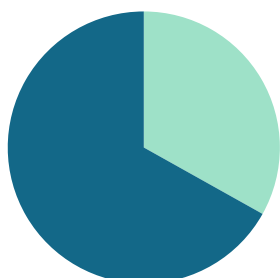
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

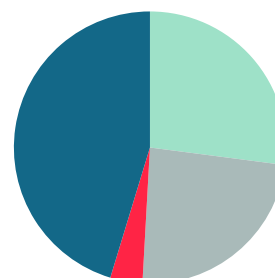


**Inventory**  
 New Listings  
**101 = 33.11%**  
 Start Inventory  
**204**  
 Total Inventory Units  
**305**  
 Volume  
**\$68,332,971**

### Market Activity

Closed Sales  
**92 = 27.06%**  
 Pending Sales  
**81 = 23.82%**  
 Other Off Market  
**13 = 3.82%**  
 Active Inventory  
**154 = 45.29%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	99	92	-7.07%	577	593	2.77%
Pending Sales	106	81	-23.58%	638	592	-7.21%
New Listings	129	101	-21.71%	712	688	-3.37%
Median List Price	159,900	198,450	24.11%	150,000	175,000	16.67%
Median Sale Price	165,000	193,500	17.27%	155,000	175,000	12.90%
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	4.00	4.00	0.00%	5.00	7.00	40.00%
Monthly Inventory	231	154	-33.33%	231	154	-33.33%
Months Supply of Inventory	2.76	1.80	-34.57%	2.76	1.80	-34.57%

**Absorption:** Last 12 months, an Average of **85** Sales/Month

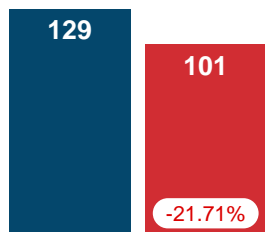
**Inventory** on July 31, 2022 = **154**

**2021** **2022**

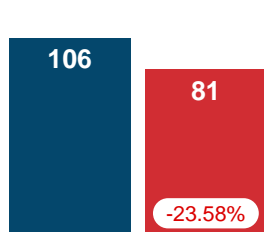
### JULY MARKET

### MEDIAN PRICES

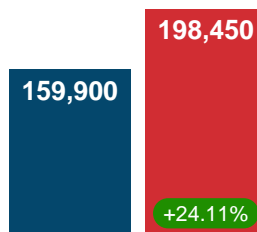
#### New Listings



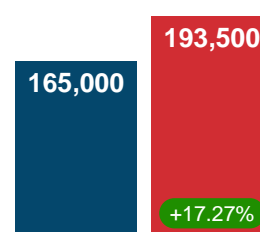
#### Pending Listings



#### List Price



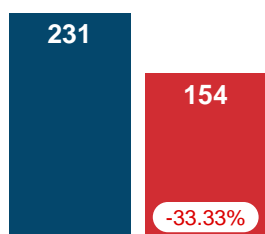
#### Sale Price



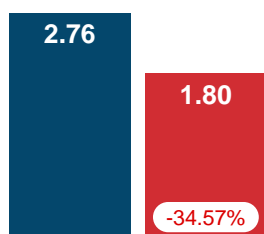
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

+0.00%