

June 2022



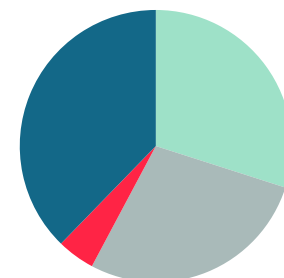
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	June 2022	+/-%
Closed Listings	110	100	-9.09%
Pending Listings	109	93	-14.68%
New Listings	111	114	2.70%
Average List Price	180,834	220,136	21.73%
Average Sale Price	181,592	217,142	19.58%
Average Percent of Selling Price to List Price	99.40%	99.62%	0.23%
Average Days on Market to Sale	14.33	13.88	-3.12%
End of Month Inventory	211	126	-40.28%
Months Supply of Inventory	2.49	1.47	-41.21%



■ Closed (29.94%)
■ Pending (27.84%)
■ Other OffMarket (4.49%)
■ Active (37.72%)

Absorption: Last 12 months, an Average of **86** Sales/Month
Active Inventory as of June 30, 2022 = **126**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2022 decreased **40.28%** to 126 existing homes available for sale. Over the last 12 months this area has had an average of 86 closed sales per month. This represents an unsold inventory index of **1.47** 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 **19.58%** in June 2022 to \$217,142 versus the previous year at \$181,592.

Average Days on Market Shortens

The average number of **13.88** days that homes spent on the market before selling decreased by 0.45 days or **3.12%** in June 2022 compared to last year's same month at **14.33** DOM.

Sales Success for June 2022 is Positive

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

There were 114 New Listings in June 2022, up **2.70%** from last year at 111. Furthermore, there were 100 Closed Listings this month versus last year at 110, a **-9.09%** decrease.

Closed versus Listed trends yielded a **87.7%** ratio, down from previous year's, June 2021, at **99.1%**, a **11.48%** downswing. This will certainly create pressure on a decreasing Monthly 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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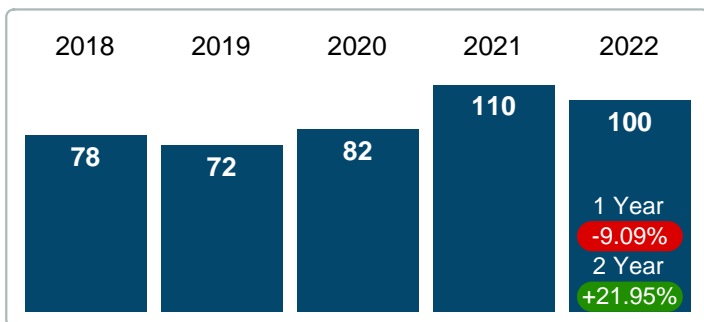
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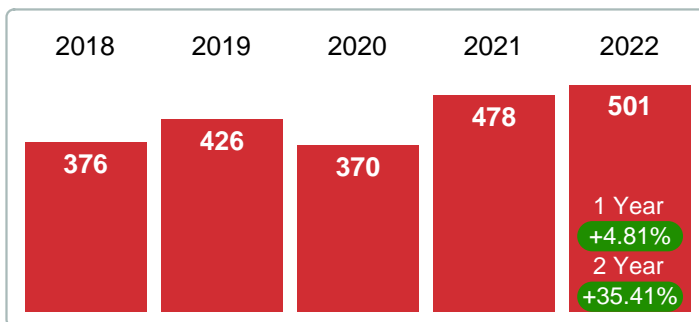
CLOSED LISTINGS

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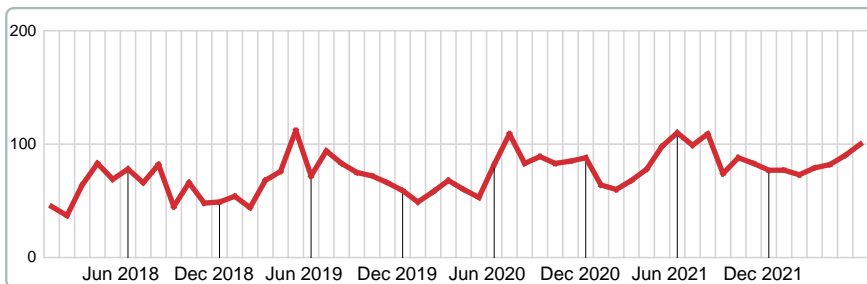
JUNE



YEAR TO DATE (YTD)

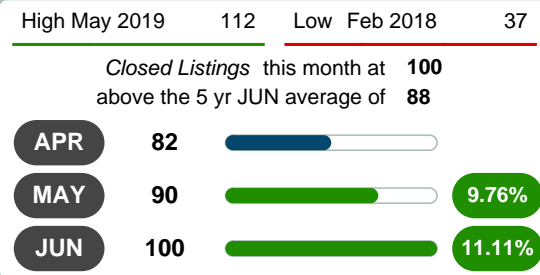


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 88



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	11	11.00%	16.1	4	6	1	0
\$75,001 - \$100,000	4	4.00%	14.5	2	2	0	0
\$100,001 - \$150,000	19	19.00%	14.7	3	15	1	0
\$150,001 - \$225,000	26	26.00%	7.8	1	22	2	1
\$225,001 - \$250,000	13	13.00%	9.2	0	8	5	0
\$250,001 - \$400,000	16	16.00%	29.4	0	2	13	1
\$400,001 and up	11	11.00%	7.3	0	2	6	3
Total Closed Units	100			10	57	28	5
Total Closed Volume	21,714,220	100%	13.9	954.00K	10.12M	8.51M	2.13M
Average Closed Price	\$217,142			\$95,400	\$177,618	\$303,857	\$425,600

June 2022



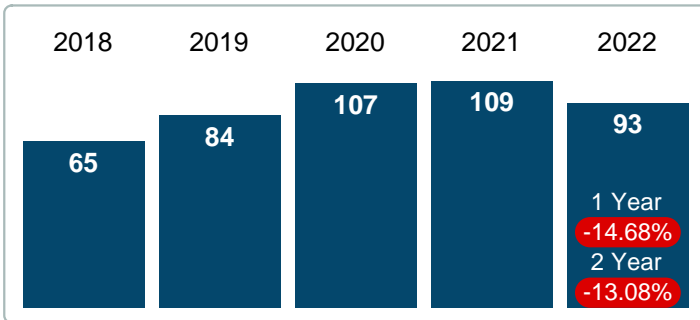
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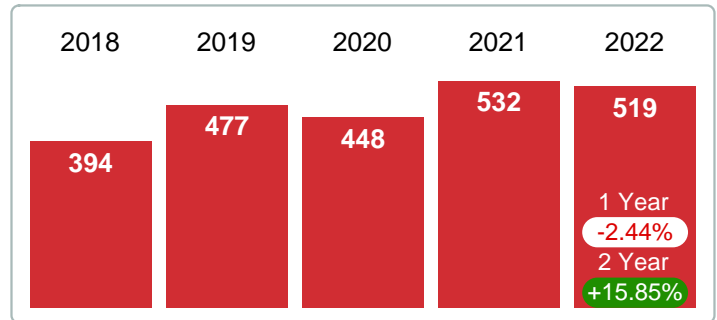
PENDING LISTINGS

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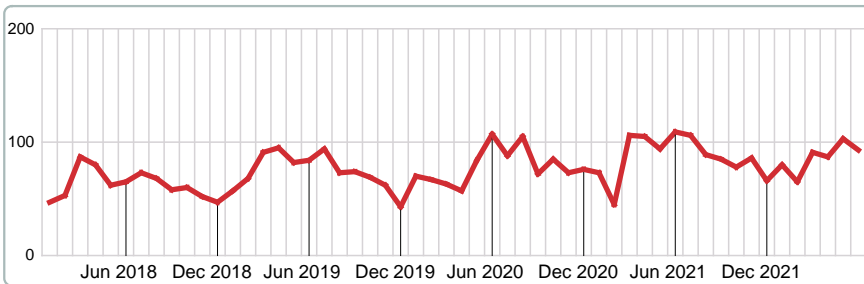
JUNE



YEAR TO DATE (YTD)

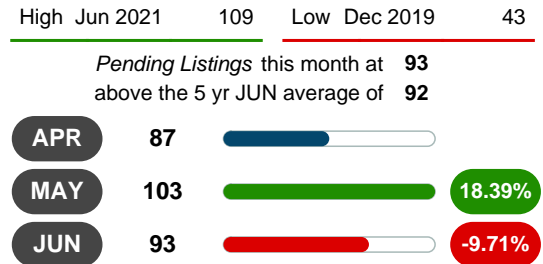


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 92



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	6	6.45%	37.8	2	4	0	0
\$75,001 - \$100,000	12	12.90%	12.2	3	9	0	0
\$100,001 - \$125,000	7	7.53%	7.4	1	5	1	0
\$125,001 - \$225,000	34	36.56%	12.6	3	24	7	0
\$225,001 - \$275,000	12	12.90%	44.3	1	5	6	0
\$275,001 - \$350,000	13	13.98%	9.5	1	0	11	1
\$350,001 and up	9	9.68%	25.3	0	1	6	2
Total Pending Units	93			11	48	31	3
Total Pending Volume	19,139,431	100%	17.0	1.55M	7.32M	9.15M	1.12M
Average Listing Price	\$217,062			\$141,173	\$152,401	\$295,222	\$373,133

June 2022



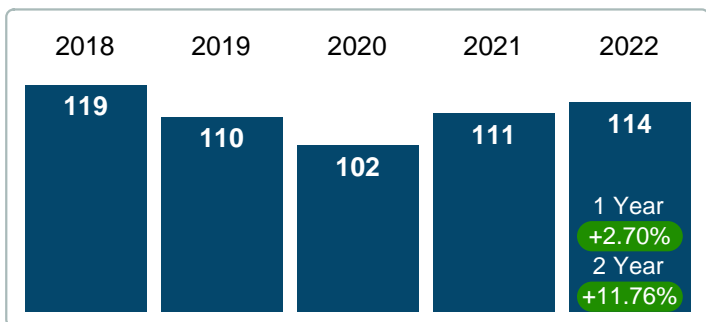
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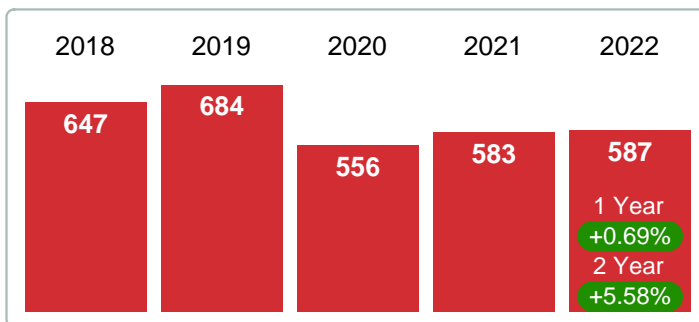
NEW LISTINGS

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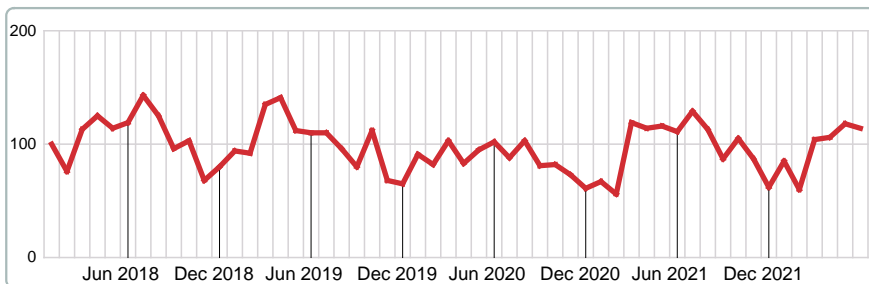
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

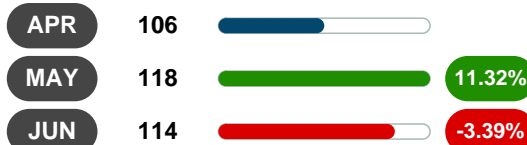


3 MONTHS

5 year JUN AVG = 111

High Jul 2018 143 Low Feb 2021 56

New Listings this month at 114 above the 5 yr JUN average of 111



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	12	10.53%	7	5	0	0
\$80,001 - \$110,000	9	7.89%	3	6	0	0
\$110,001 - \$140,000	20	17.54%	3	13	4	0
\$140,001 - \$210,000	27	23.68%	2	18	7	0
\$210,001 - \$270,000	19	16.67%	1	11	6	1
\$270,001 - \$330,000	16	14.04%	1	3	10	2
\$330,001 and up	11	9.65%	0	2	8	1
Total New Listed Units	114		17	58	35	4
Total New Listed Volume	22,923,272	100%	2.07M	9.76M	9.73M	1.35M
Average New Listed Listing Price	\$116,000		\$122,029	\$168,339	\$278,074	\$338,125

June 2022



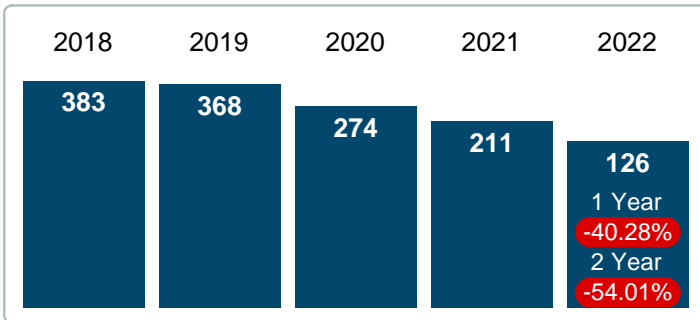
Area Delimited by County Of Washington - Residential Property Type



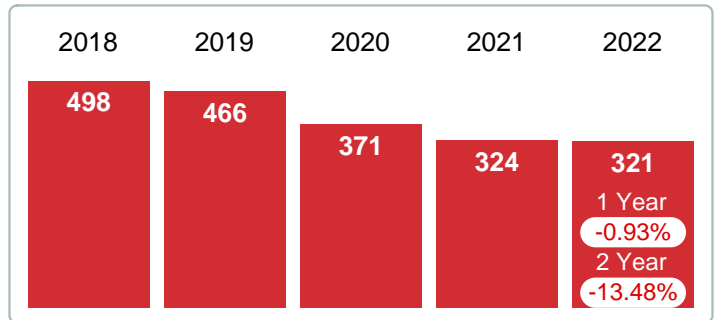
ACTIVE INVENTORY

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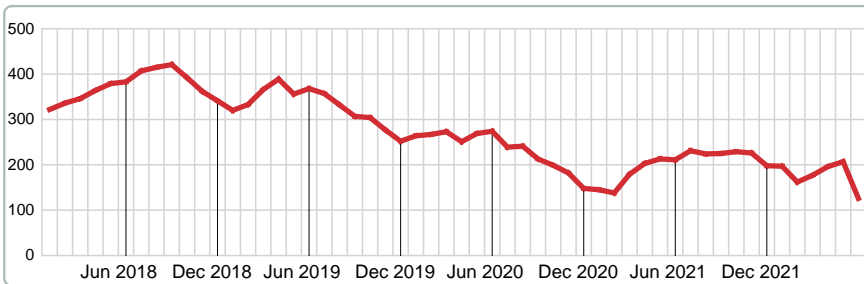
END OF JUNE



ACTIVE DURING JUNE

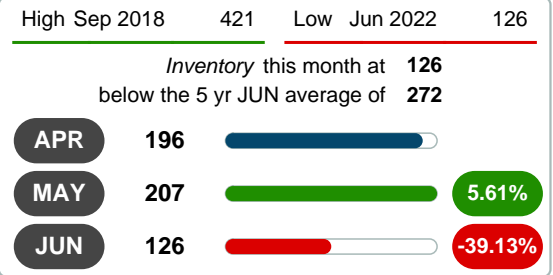


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 272



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	8	6.35%	57.4	3	4	1	0
\$50,001 - \$100,000	12	9.52%	84.7	3	7	2	0
\$100,001 - \$150,000	20	15.87%	32.0	8	9	3	0
\$150,001 - \$225,000	26	20.63%	55.0	2	17	6	1
\$225,001 - \$275,000	27	21.43%	57.6	1	14	12	0
\$275,001 - \$475,000	20	15.87%	42.7	0	6	11	3
\$475,001 and up	13	10.32%	67.6	0	5	7	1
Total Active Inventory by Units	126			17	62	42	5
Total Active Inventory by Volume	31,400,659	100%	54.2	1.89M	14.91M	12.92M	1.69M
Average Active Inventory Listing Price	\$249,212			\$110,941	\$240,413	\$307,527	\$338,580

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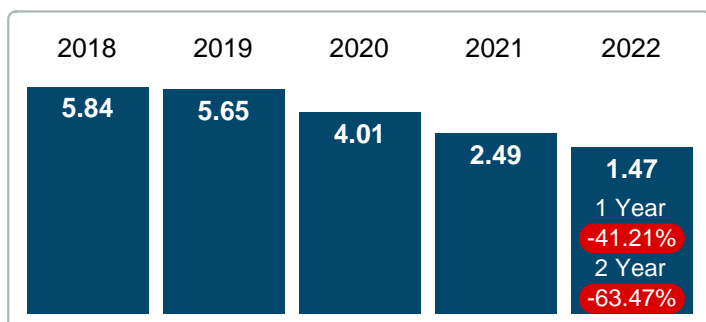
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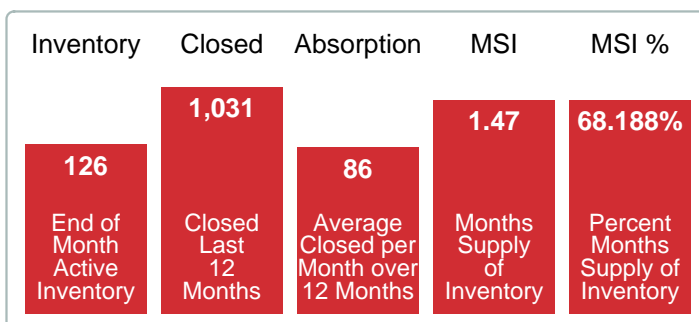
MONTHS SUPPLY of INVENTORY (MSI)

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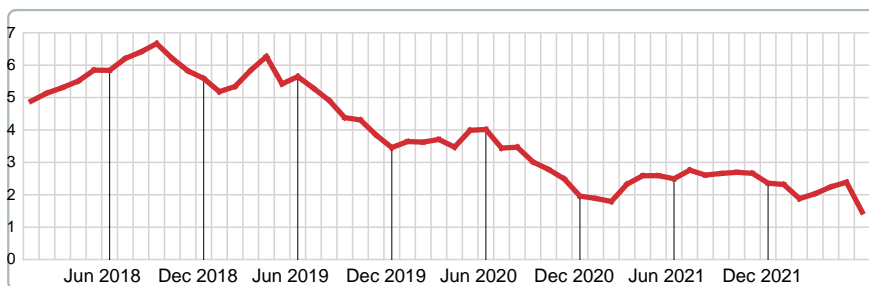
MSI FOR JUNE



INDICATORS FOR JUNE 2022

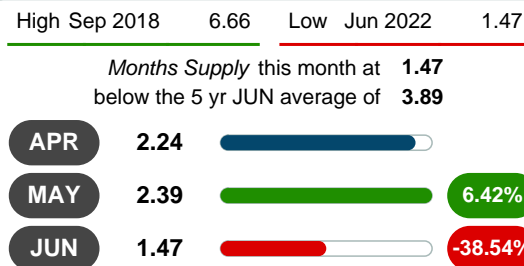


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 3.89



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	8	6.35%	1.71	1.33	1.78	6.00	0.00
\$50,001 - \$100,000	12	9.52%	0.82	0.60	0.81	2.18	0.00
\$100,001 - \$150,000	20	15.87%	1.16	3.10	0.71	1.57	0.00
\$150,001 - \$225,000	26	20.63%	1.12	2.40	1.08	0.99	1.71
\$225,001 - \$275,000	27	21.43%	2.23	4.00	3.00	1.82	0.00
\$275,001 - \$475,000	20	15.87%	1.80	0.00	3.43	1.39	2.40
\$475,001 and up	13	10.32%	4.46	0.00	4.29	6.46	1.50
Market Supply of Inventory (MSI)			1.47	1.53	1.32	1.70	1.58
Total Active Inventory by Units		100%	1.47	17	62	42	5

June 2022



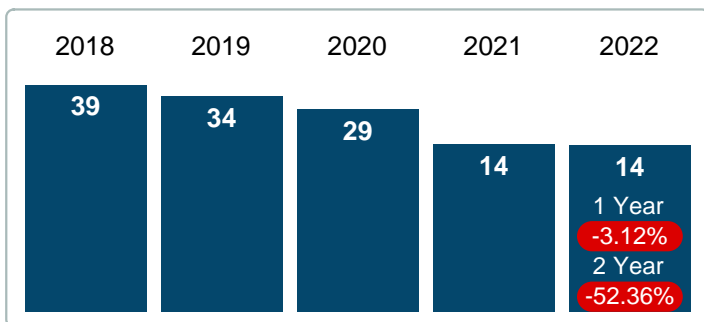
Area Delimited by County Of Washington - Residential Property Type



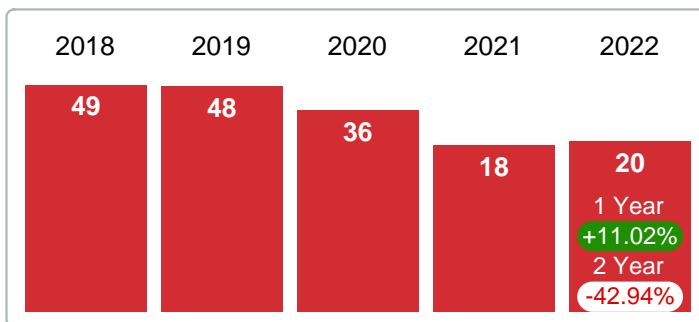
AVERAGE DAYS ON MARKET TO SALE

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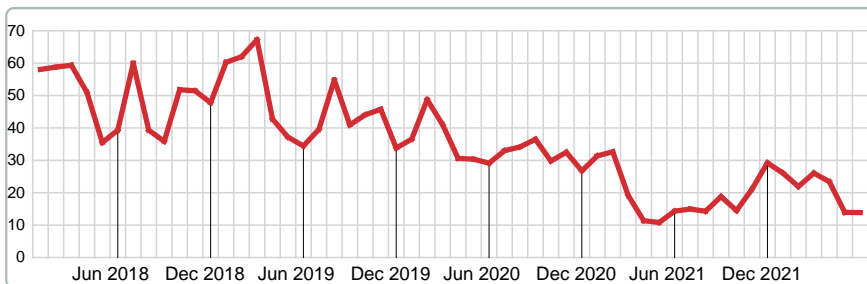
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

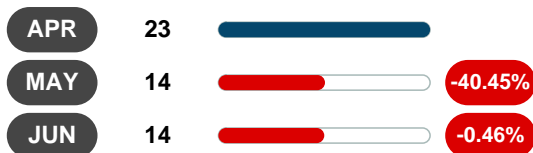


3 MONTHS

5 year JUN AVG = 26

High Mar 2019 67 Low May 2021 11

Average Days on Market to Sale this month at 14 below the 5 yr JUN average of 26



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	11	11.00%	4	25	12	0
\$75,001 - \$100,000	4	4.00%	6	24	0	0
\$100,001 - \$150,000	19	19.00%	7	16	13	0
\$150,001 - \$225,000	26	26.00%	14	6	30	7
\$225,001 - \$250,000	13	13.00%	0	12	5	0
\$250,001 - \$400,000	16	16.00%	0	40	29	15
\$400,001 and up	11	11.00%	0	14	8	3
Average Closed DOM	14		6	13	19	6
Total Closed Units	100	100%	10	57	28	5
Total Closed Volume	21,714,220		954.00K	10.12M	8.51M	2.13M

June 2022



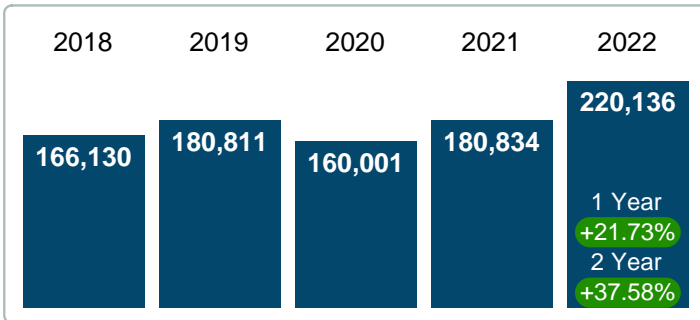
Area Delimited by County Of Washington - Residential Property Type



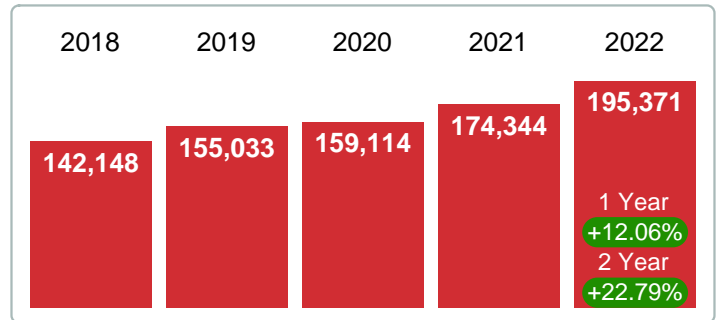
AVERAGE LIST PRICE AT CLOSING

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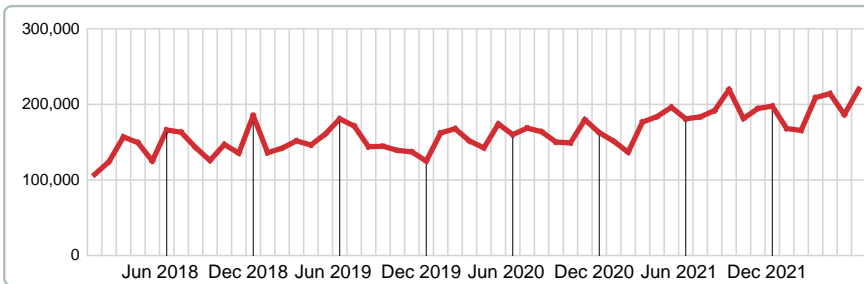
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

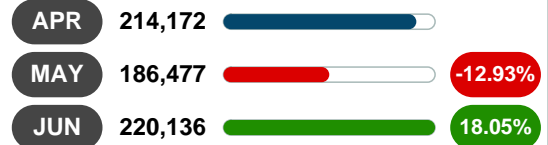


3 MONTHS

5 year JUN AVG = 181,582

High Jun 2022 220,136 Low Jan 2018 107,218

Average List Price at Closing this month at **220,136**
above the 5 yr JUN average of **181,582**



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	8	8.00%	53,550	65,450	56,083	85,000	0
\$75,001 - \$100,000	10	10.00%	88,420	84,450	94,450	0	0
\$100,001 - \$150,000	16	16.00%	130,038	127,667	123,807	140,000	0
\$150,001 - \$225,000	28	28.00%	188,200	157,500	183,191	209,500	209,900
\$225,001 - \$250,000	11	11.00%	239,978	0	234,223	238,196	0
\$250,001 - \$400,000	16	16.00%	305,301	0	305,000	308,147	279,900
\$400,001 and up	11	11.00%	529,655	0	649,950	444,233	616,633
Average List Price			220,136	97,120	178,884	303,796	467,940
Total Closed Units		100%	220,136	10	57	28	5
Total Closed Volume			22,013,569	971.20K	10.20M	8.51M	2.34M

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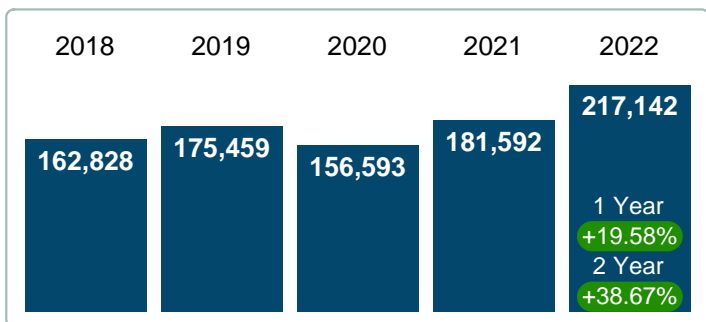
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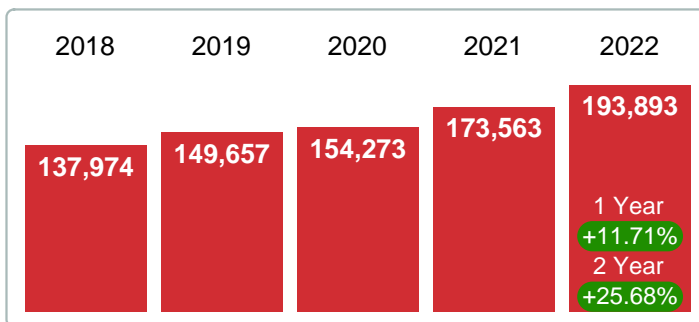
AVERAGE SOLD PRICE AT CLOSING

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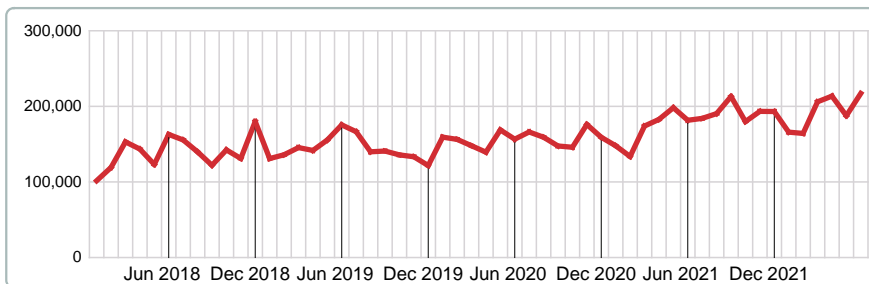
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

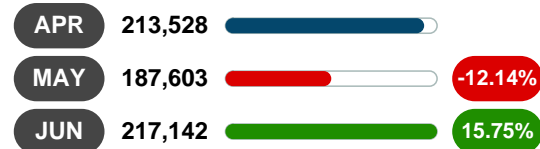


3 MONTHS

5 year JUN AVG = 178,723

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

Average Sold Price at Closing this month at 217,142 above the 5 yr JUN average of 178,723



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	11	11.00%	58,273	58,000	55,667	75,000
\$75,001 - \$100,000	4	4.00%	89,350	90,000	88,700	0
\$100,001 - \$150,000	19	19.00%	123,671	128,000	121,717	140,000
\$150,001 - \$225,000	26	26.00%	187,165	158,000	184,377	215,000
\$225,001 - \$250,000	13	13.00%	236,912	0	235,110	239,796
\$250,001 - \$400,000	16	16.00%	303,907	0	300,000	307,116
\$400,001 and up	11	11.00%	505,218	0	624,950	445,250
Average Sold Price		217,142		95,400	177,618	303,857
Total Closed Units		100		10	57	28
Total Closed Volume		21,714,220		954.00K	10.12M	8.51M

June 2022



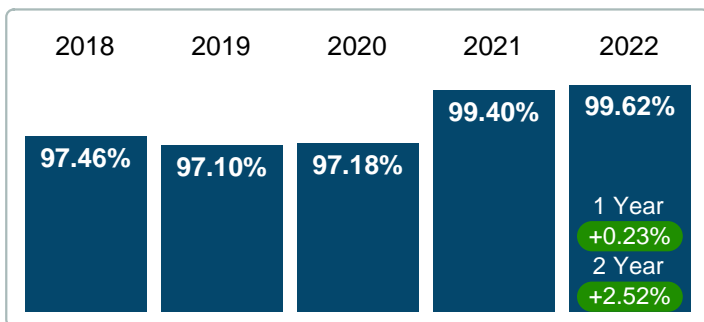
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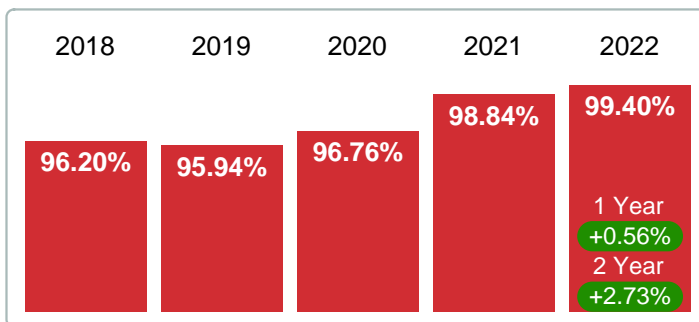
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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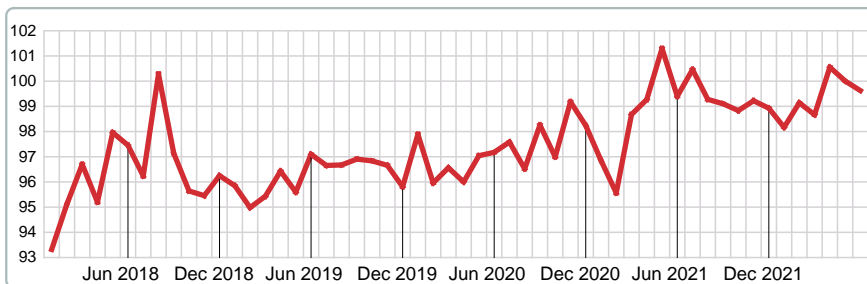
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

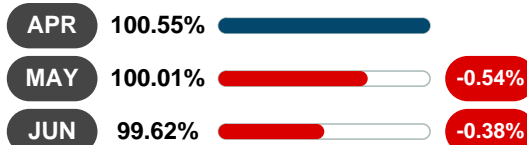


3 MONTHS

5 year JUN AVG = 98.15%

High May 2021 101.30% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **99.62%** above the 5 yr JUN average of **98.15%**



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	11	11.00%	96.17%	87.53%	103.25%	88.24%	0.00%
\$75,001 - \$100,000	4	4.00%	100.47%	107.40%	93.53%	0.00%	0.00%
\$100,001 - \$150,000	19	19.00%	99.94%	105.95%	98.74%	100.00%	0.00%
\$150,001 - \$225,000	26	26.00%	101.47%	100.32%	101.20%	102.88%	105.76%
\$225,001 - \$250,000	13	13.00%	100.51%	0.00%	100.38%	100.71%	0.00%
\$250,001 - \$400,000	16	16.00%	99.43%	0.00%	98.41%	99.81%	96.46%
\$400,001 and up	11	11.00%	97.09%	0.00%	96.15%	100.32%	91.26%
Average Sold/List Ratio		99.60%		98.31%	100.11%	99.89%	95.20%
Total Closed Units		100	100%	10	57	28	5
Total Closed Volume		21,714,220		954.00K	10.12M	8.51M	2.13M

June 2022



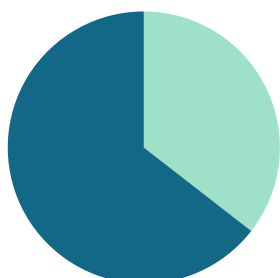
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

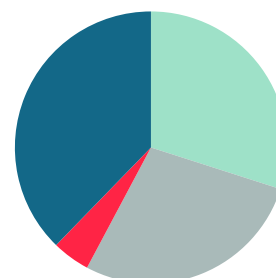


Inventory
 New Listings
114 = 35.51%
 Start Inventory
207
 Total Inventory Units
321
 Volume
\$72,062,050

Market Activity

Closed Sales
100 = 29.94%
 Pending Sales
93 = 27.84%
 Other Off Market
15 = 4.49%
 Active Inventory
126 = 37.72%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	110	100	-9.09%	478	501	4.81%
Pending Sales	109	93	-14.68%	532	519	-2.44%
New Listings	111	114	2.70%	583	587	0.69%
Average List Price	180,834	220,136	21.73%	174,344	195,371	12.06%
Average Sale Price	181,592	217,142	19.58%	173,563	193,893	11.71%
Average Percent of Selling Price to List Price	99.40%	99.62%	0.23%	98.84%	99.40%	0.56%
Average Days on Market to Sale	14.33	13.88	-3.12%	18.39	20.42	11.02%
Monthly Inventory	211	126	-40.28%	211	126	-40.28%
Months Supply of Inventory	2.49	1.47	-41.21%	2.49	1.47	-41.21%

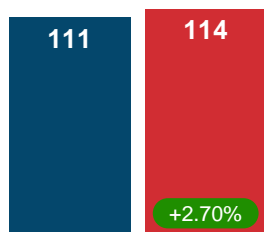
Absorption: Last 12 months, an Average of **86** Sales/Month

Inventory on June 30, 2022 = **126**

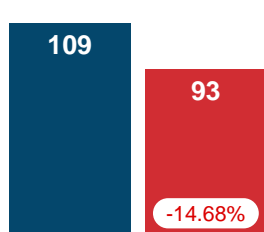
2021 **2022**

JUNE MARKET

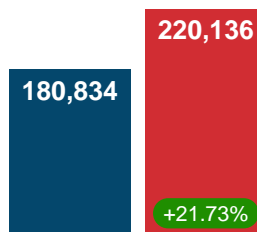
New Listings



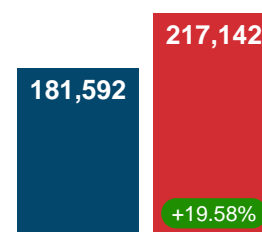
Pending Listings



List Price

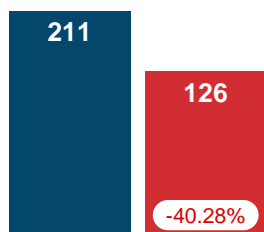


Sale Price

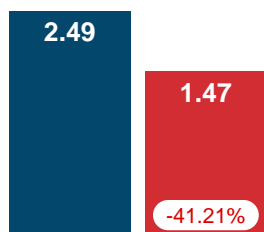


INVENTORY

Active Inventory

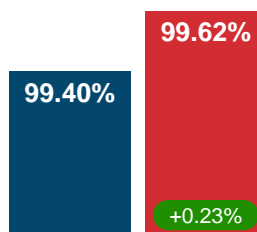


Monthly Supply of Inventory



AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

