

January 2023



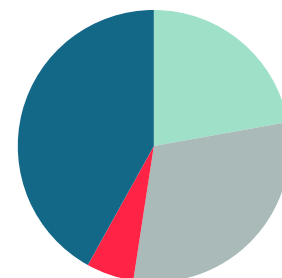
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Feb 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	January 2023	+/-%
Closed Listings	77	55	-28.57%
Pending Listings	80	75	-6.25%
New Listings	85	66	-22.35%
Average List Price	168,007	177,605	5.71%
Average Sale Price	165,878	175,563	5.84%
Average Percent of Selling Price to List Price	98.17%	97.32%	-0.87%
Average Days on Market to Sale	26.06	23.84	-8.55%
End of Month Inventory	197	104	-47.21%
Months Supply of Inventory	2.32	1.32	-43.02%



■ Closed (22.18%)
■ Pending (30.24%)
■ Other OffMarket (5.65%)
■ Active (41.94%)

Absorption: Last 12 months, an Average of **79** Sales/Month
Active Inventory as of January 31, 2023 = **104**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2023 decreased **47.21%** to 104 existing homes available for sale. Over the last 12 months this area has had an average of 79 closed sales per month. This represents an unsold inventory index of **1.32** 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 **5.84%** in January 2023 to \$175,563 versus the previous year at \$165,878.

Average Days on Market Shortens

The average number of **23.84** days that homes spent on the market before selling decreased by 2.23 days or **8.55%** in January 2023 compared to last year's same month at **26.06** DOM.

Sales Success for January 2023 is Positive

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

There were 66 New Listings in January 2023, down **22.35%** from last year at 85. Furthermore, there were 55 Closed Listings this month versus last year at 77, a **-28.57%** decrease.

Closed versus Listed trends yielded a **83.3%** ratio, down from previous year's, January 2022, at **90.6%**, a **8.01%** downswing. This will certainly create pressure on a decreasing 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

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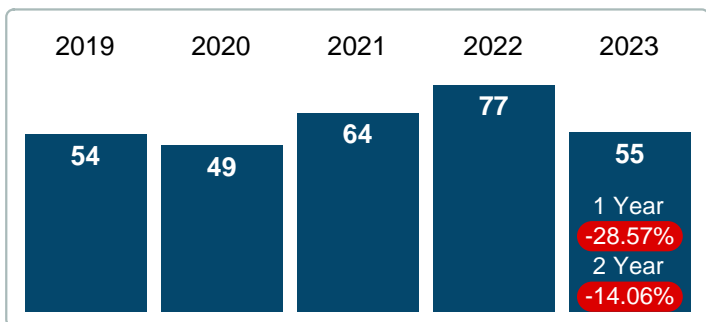
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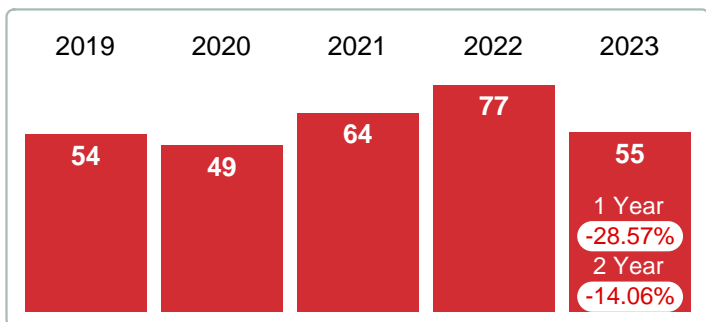
CLOSED LISTINGS

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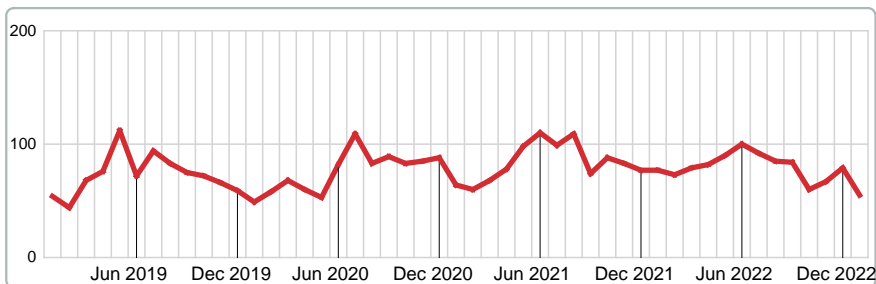
JANUARY



YEAR TO DATE (YTD)

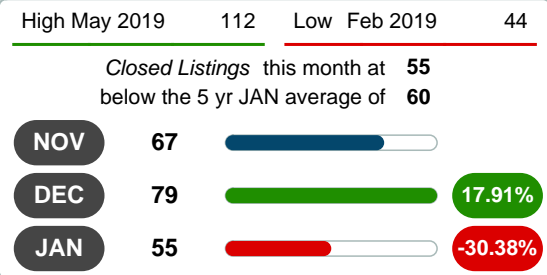


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 60



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	7.27%	86.5	1	3	0	0
\$50,001 - \$75,000	7	12.73%	3.1	5	2	0	0
\$75,001 - \$100,000	6	10.91%	7.3	4	2	0	0
\$100,001 - \$175,000	19	34.55%	14.5	1	17	1	0
\$175,001 - \$200,000	5	9.09%	26.4	0	4	1	0
\$200,001 - \$325,000	7	12.73%	42.9	0	4	3	0
\$325,001 and up	7	12.73%	27.3	0	1	5	1
Total Closed Units	55			11	33	10	1
Total Closed Volume	9,655,990	100%	23.8	755.25K	4.86M	3.63M	414.00K
Average Closed Price	\$175,563			\$68,659	\$147,250	\$362,750	\$414,000

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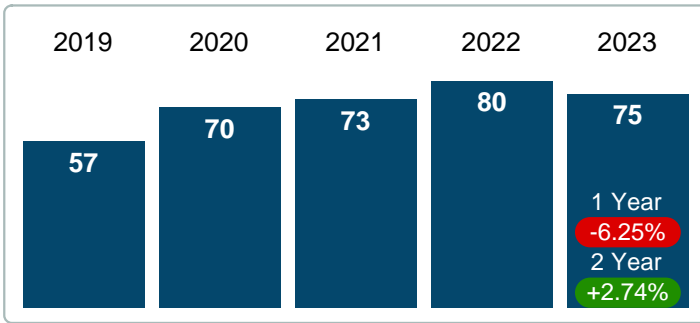
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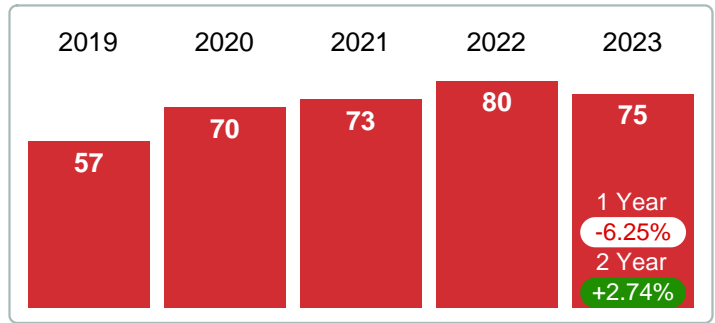
PENDING LISTINGS

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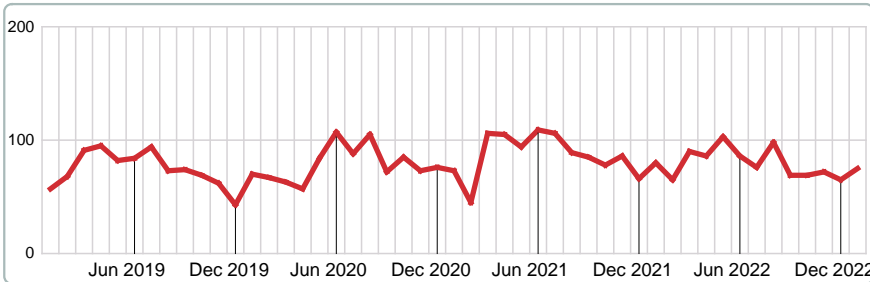
JANUARY



YEAR TO DATE (YTD)

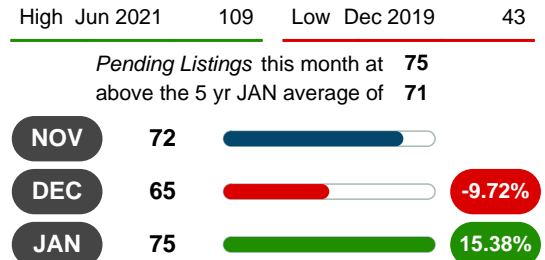


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 71



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	5	6.67%	45.8	2	3	0	0
\$60,001 - \$80,000	10	13.33%	30.1	4	4	2	0
\$80,001 - \$120,000	10	13.33%	26.8	3	6	1	0
\$120,001 - \$180,000	18	24.00%	41.7	4	10	3	1
\$180,001 - \$270,000	15	20.00%	39.8	0	10	5	0
\$270,001 - \$370,000	8	10.67%	44.1	0	2	4	2
\$370,001 and up	9	12.00%	29.0	0	0	7	2
Total Pending Units	75			13	35	22	5
Total Pending Volume	14,379,210	100%	18.7	1.19M	5.23M	6.34M	1.62M
Average Listing Price	\$141,579			\$91,904	\$149,323	\$288,272	\$323,232

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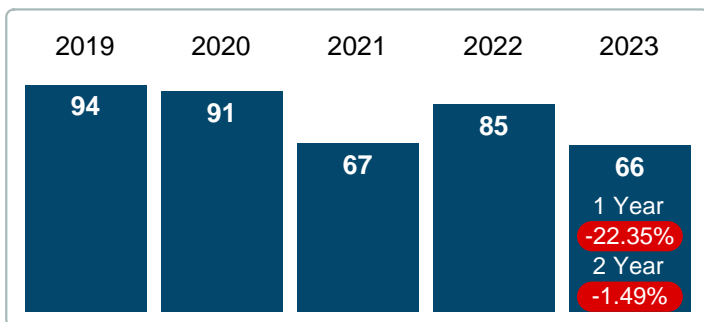
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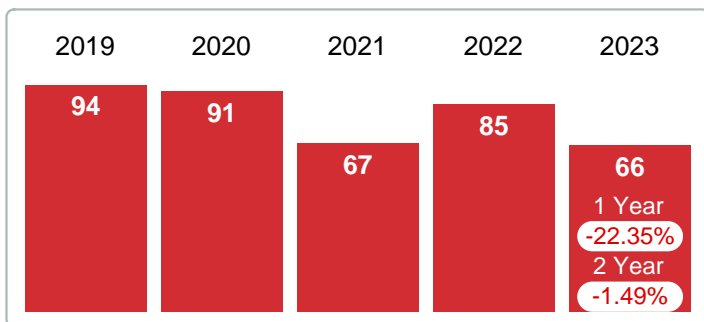
NEW LISTINGS

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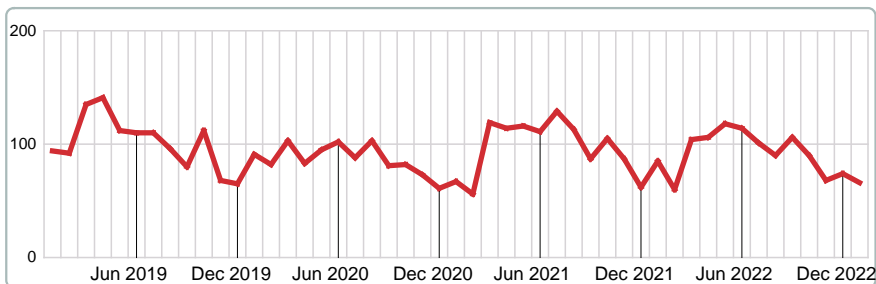
JANUARY



YEAR TO DATE (YTD)

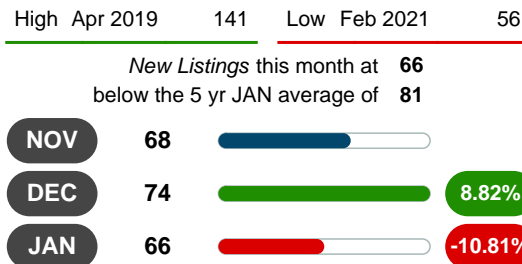


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 81



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	9.09%	2	4	0	0
\$60,001 - \$80,000	7	10.61%	4	2	1	0
\$80,001 - \$120,000	10	15.15%	4	5	0	1
\$120,001 - \$210,000	19	28.79%	4	11	2	2
\$210,001 - \$270,000	10	15.15%	1	6	3	0
\$270,001 - \$410,000	7	10.61%	0	2	5	0
\$410,001 and up	7	10.61%	1	0	5	1
Total New Listed Units	66		16	30	16	4
Total New Listed Volume	12,516,590	100%	2.00M	4.61M	5.08M	819.80K
Average New Listed Listing Price	\$122,675		\$125,250	\$153,603	\$317,793	\$204,950

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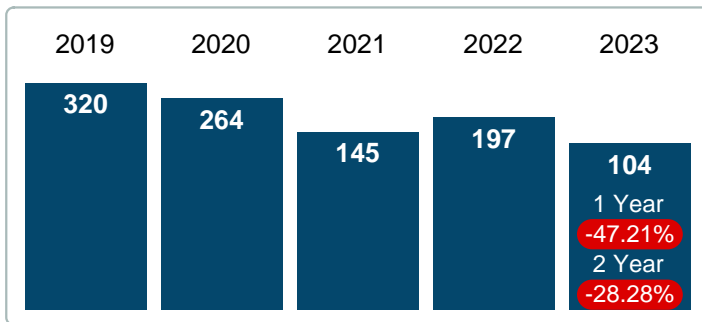
Area Delimited by County Of Washington - Residential Property Type



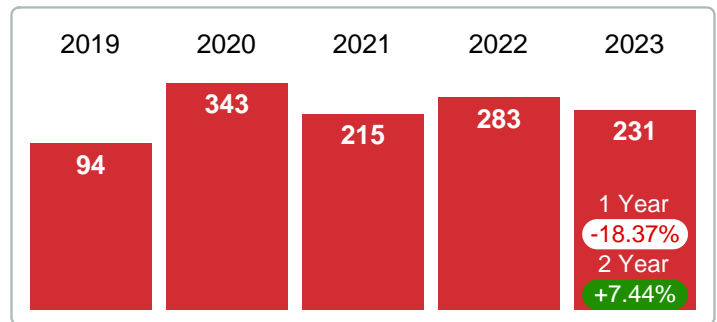
ACTIVE INVENTORY

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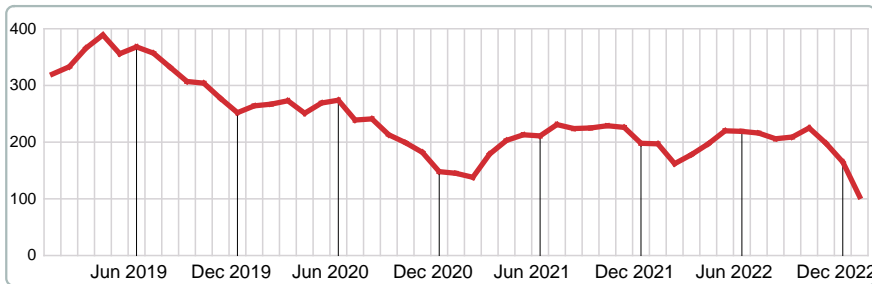
END OF JANUARY



ACTIVE DURING JANUARY

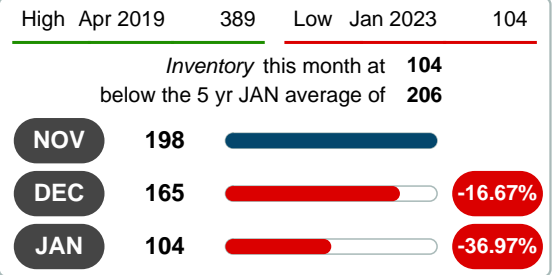


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 206



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	11	10.58%	69.1	5	4	2	0
\$50,001 - \$75,000	9	8.65%	121.3	1	6	2	0
\$75,001 - \$125,000	13	12.50%	67.4	3	8	0	2
\$125,001 - \$225,000	24	23.08%	71.7	4	17	1	2
\$225,001 - \$300,000	23	22.12%	53.1	1	6	15	1
\$300,001 - \$450,000	14	13.46%	70.5	0	3	10	1
\$450,001 and up	10	9.62%	112.2	1	4	2	3
Total Active Inventory by Units	104			15	48	32	9
Total Active Inventory by Volume	24,758,078	100%	74.8	1.95M	9.82M	9.23M	3.75M
Average Active Inventory Listing Price	\$238,058			\$130,277	\$204,489	\$288,555	\$417,189

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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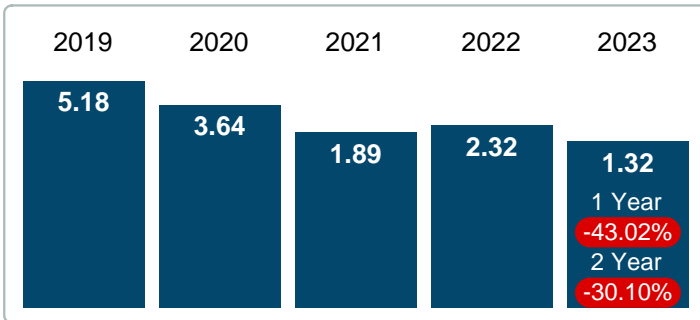
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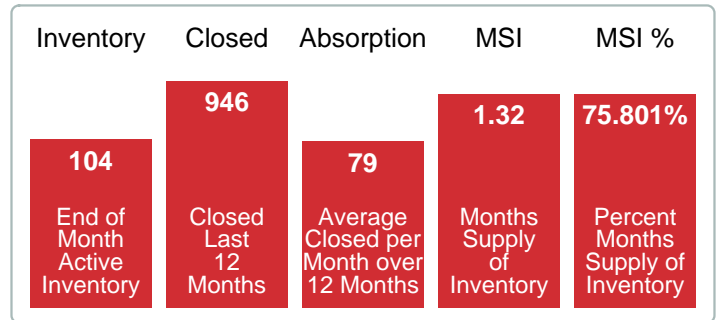
MONTHS SUPPLY of INVENTORY (MSI)

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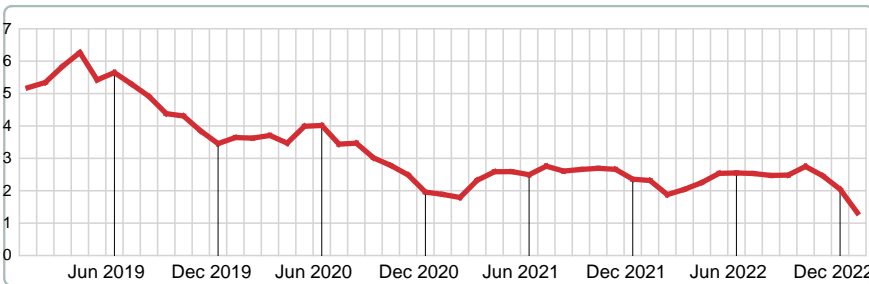
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

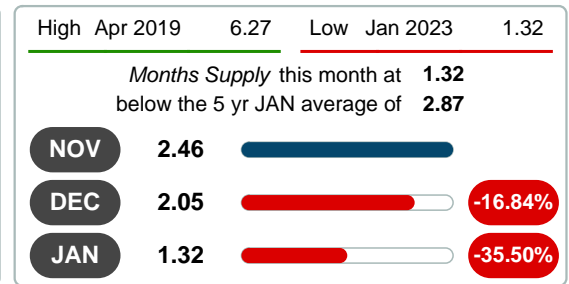


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 2.87



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	11	10.58%	2.75	3.33	1.85	6.00	0.00
\$50,001 - \$75,000	9	8.65%	1.40	0.32	1.85	24.00	0.00
\$75,001 - \$125,000	13	12.50%	0.97	0.71	0.97	0.00	24.00
\$125,001 - \$225,000	24	23.08%	0.84	1.92	0.85	0.17	4.00
\$225,001 - \$300,000	23	22.12%	1.54	6.00	1.14	1.67	2.00
\$300,001 - \$450,000	14	13.46%	1.60	0.00	1.64	1.62	1.50
\$450,001 and up	10	9.62%	3.64	12.00	4.80	1.50	6.00
Market Supply of Inventory (MSI)			1.32	1.33	1.15	1.35	4.00
Total Active Inventory by Units		100%	1.32	15	48	32	9

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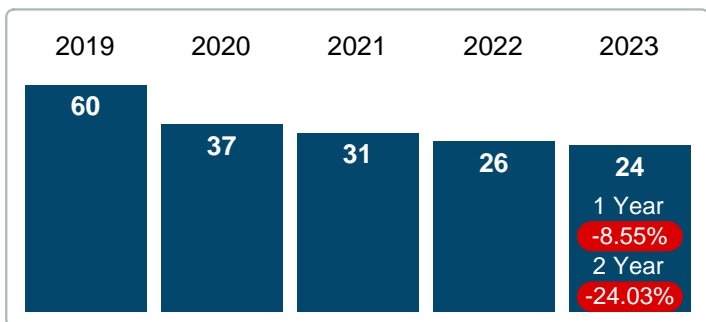
Area Delimited by County Of Washington - Residential Property Type



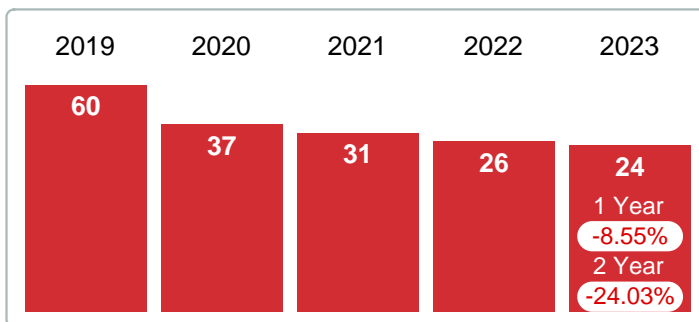
AVERAGE DAYS ON MARKET TO SALE

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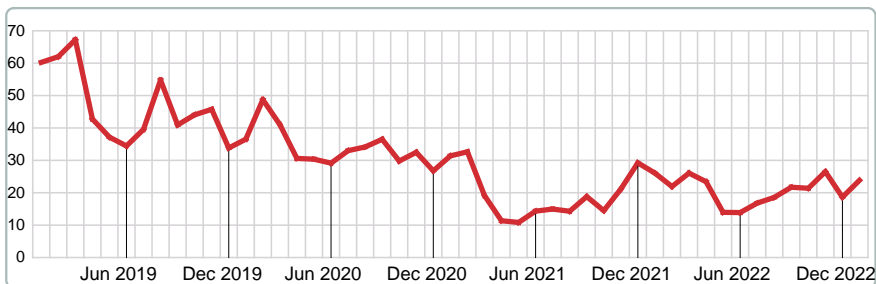
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 36

High Mar 2019 67 Low May 2021 11

Average Days on Market to Sale this month at 24 below the 5 yr JAN average of 36



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
\$50,000 and less	7.27%	87	68	93	0	0
\$50,001 - \$75,000	12.73%	3	3	4	0	0
\$75,001 - \$100,000	10.91%	7	6	10	0	0
\$100,001 - \$175,000	34.55%	15	39	13	18	0
\$175,001 - \$200,000	9.09%	26	0	24	38	0
\$200,001 - \$325,000	12.73%	43	0	51	32	0
\$325,001 and up	12.73%	27	0	1	35	15
Average Closed DOM		24				
Total Closed Units	100%	24	11	33	10	1
Total Closed Volume		9,655,990	755.25K	4.86M	3.63M	414.00K

January 2023



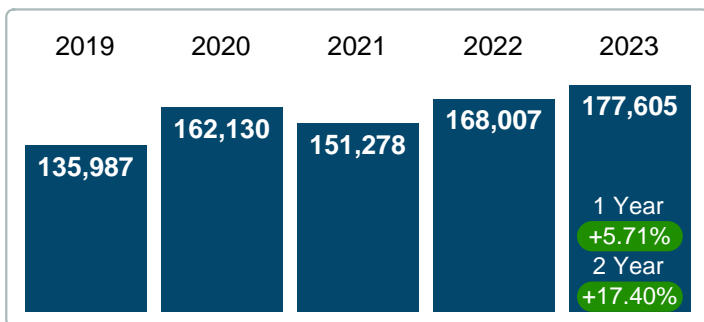
Area Delimited by County Of Washington - Residential Property Type



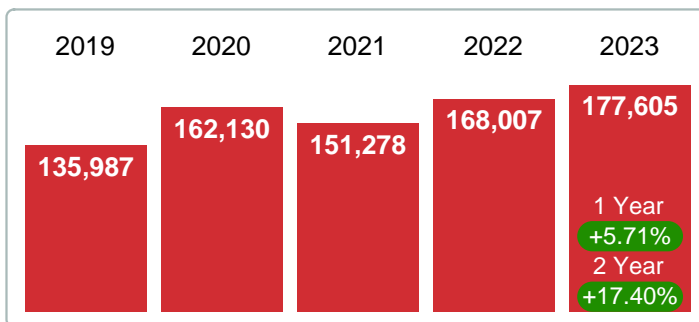
AVERAGE LIST PRICE AT CLOSING

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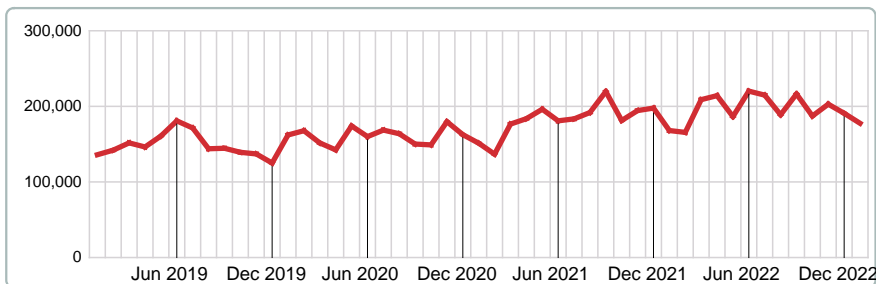
JANUARY



YEAR TO DATE (YTD)

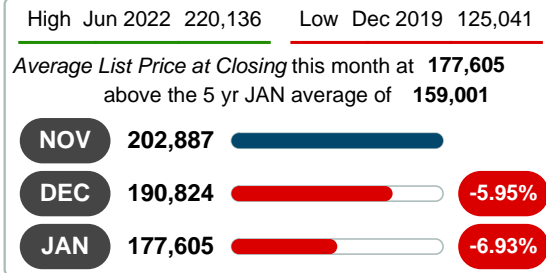


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 159,001



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
\$50,000 and less	7.27%	38,825	38,900	38,800	0	0
\$50,001 - \$75,000	12.73%	63,843	63,400	64,950	0	0
\$75,001 - \$100,000	9.09%	86,600	83,500	104,000	0	0
\$100,001 - \$175,000	36.36%	137,855	106,000	142,182	125,000	0
\$175,001 - \$200,000	7.27%	184,325	0	184,325	208,000	0
\$200,001 - \$325,000	14.55%	237,273	0	233,195	252,467	0
\$325,001 and up	12.73%	477,214	0	329,000	517,100	426,000
Average List Price		177,605	72,355	147,590	367,590	426,000
Total Closed Units	100%	177,605	11	33	10	1
Total Closed Volume		9,768,280	795.90K	4.87M	3.68M	426.00K

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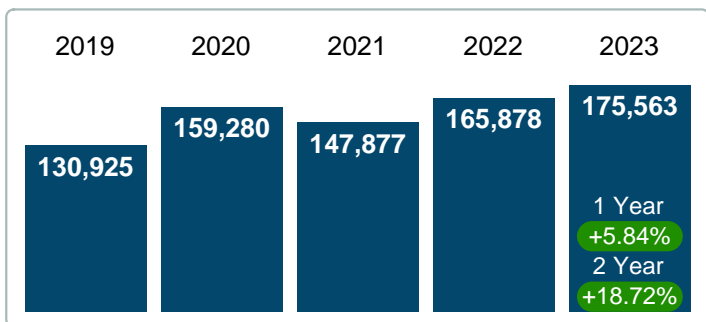
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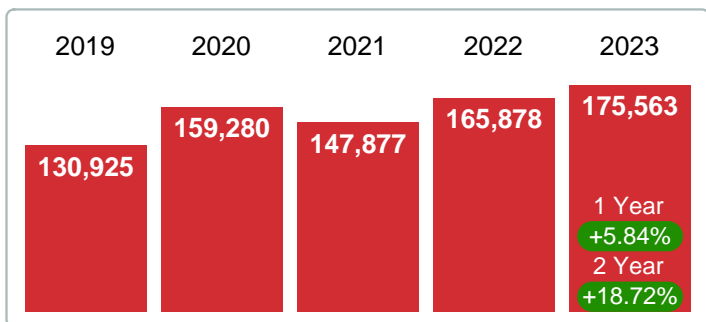
AVERAGE SOLD PRICE AT CLOSING

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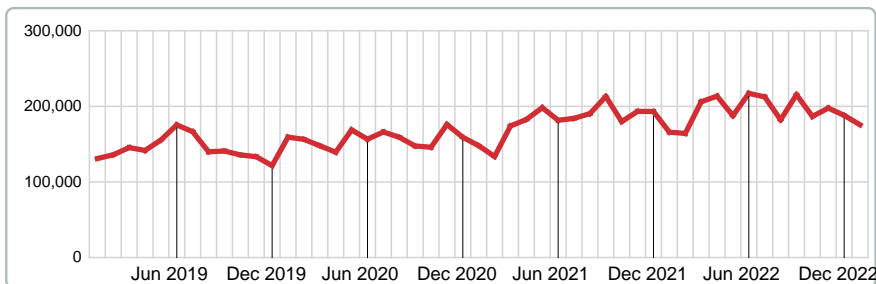
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

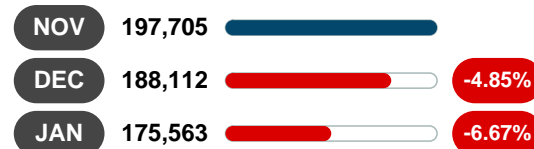


3 MONTHS

5 year JAN AVG = 155,904

High Jun 2022 217,142 Low Dec 2019 121,670

Average Sold Price at Closing this month at **175,563** above the 5 yr JAN average of **155,904**



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
\$50,000 and less	7.27%	29,625	32,500	28,667	0	0
\$50,001 - \$75,000	12.73%	61,664	60,350	64,950	0	0
\$75,001 - \$100,000	10.91%	83,750	78,750	93,750	0	0
\$100,001 - \$175,000	34.55%	140,213	106,000	143,356	121,000	0
\$175,001 - \$200,000	9.09%	188,280	0	187,850	190,000	0
\$200,001 - \$325,000	12.73%	244,627	0	234,598	258,000	0
\$325,001 and up	12.73%	469,357	0	329,000	508,500	414,000
Average Sold Price		175,563	68,659	147,250	362,750	414,000
Total Closed Units	100%	175,563	11	33	10	1
Total Closed Volume		9,655,990	755.25K	4.86M	3.63M	414.00K

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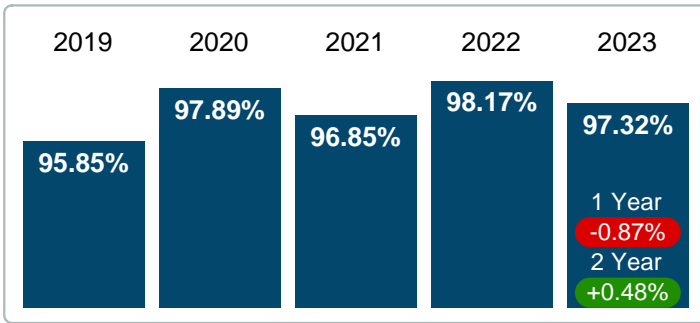
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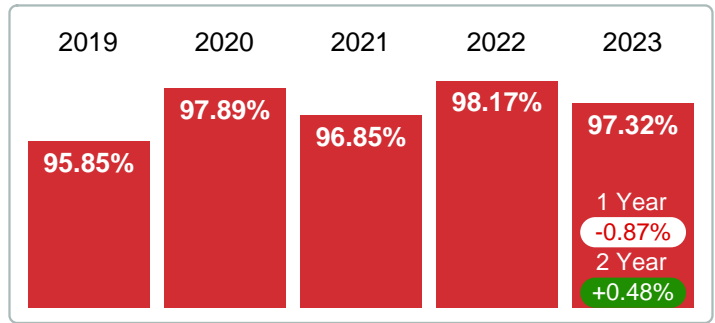
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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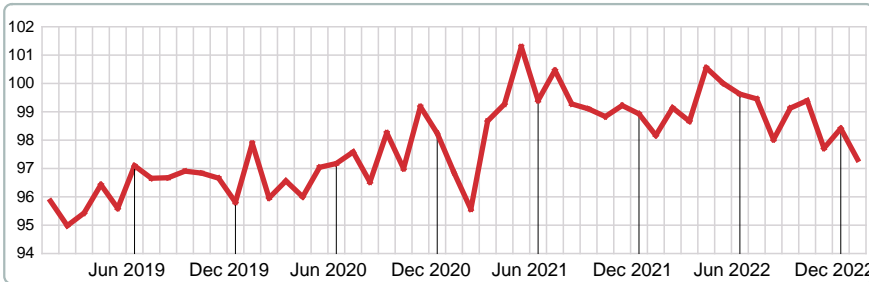
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

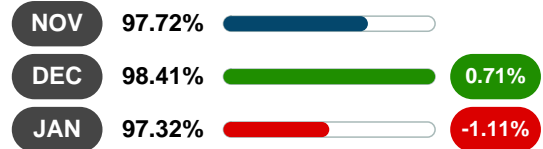


3 MONTHS

5 year JAN AVG = 97.22%

High May 2021 101.30% Low Feb 2019 94.98%

Average Sold/List Ratio this month at **97.32%**
equal to 5 yr JAN average of **97.22%**



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
\$50,000 and less	<div style="width: 7.27%;"></div> 4	7.27%	76.03%	83.55%	73.52%	0.00%	0.00%
\$50,001 - \$75,000	<div style="width: 12.73%;"></div> 7	12.73%	96.85%	95.60%	100.00%	0.00%	0.00%
\$75,001 - \$100,000	<div style="width: 10.91%;"></div> 6	10.91%	93.18%	94.51%	90.53%	0.00%	0.00%
\$100,001 - \$175,000	<div style="width: 34.55%;"></div> 19	34.55%	100.69%	100.00%	100.96%	96.80%	0.00%
\$175,001 - \$200,000	<div style="width: 9.09%;"></div> 5	9.09%	99.81%	0.00%	101.92%	91.35%	0.00%
\$200,001 - \$325,000	<div style="width: 12.73%;"></div> 7	12.73%	101.10%	0.00%	100.37%	102.08%	0.00%
\$325,001 and up	<div style="width: 12.73%;"></div> 7	12.73%	98.76%	0.00%	100.00%	98.82%	97.18%
Average Sold/List Ratio		97.30%		94.51%	97.79%	98.85%	97.18%
Total Closed Units		55	100%	11	33	10	1
Total Closed Volume		9,655,990		755.25K	4.86M	3.63M	414.00K

January 2023



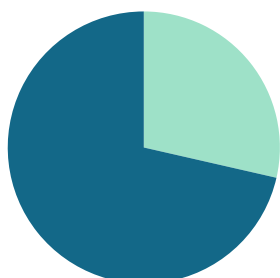
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

Report produced on Feb 13, 2023 for MLS Technology Inc.

INVENTORY

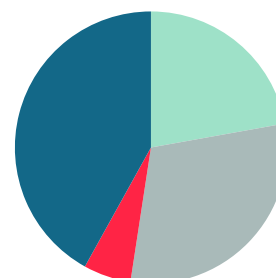


Inventory
 New Listings
66 = 28.57%
 Start Inventory
165
 Total Inventory Units
231
 Volume
\$49,675,068

Market Activity

Closed Sales
55 = 22.18%
 Pending Sales
75 = 30.24%
 Other Off Market
14 = 5.65%
 Active Inventory
104 = 41.94%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	77	55	-28.57%	77	55	-28.57%
Pending Sales	80	75	-6.25%	80	75	-6.25%
New Listings	85	66	-22.35%	85	66	-22.35%
Average List Price	168,007	177,605	5.71%	168,007	177,605	5.71%
Average Sale Price	165,878	175,563	5.84%	165,878	175,563	5.84%
Average Percent of Selling Price to List Price	98.17%	97.32%	-0.87%	98.17%	97.32%	-0.87%
Average Days on Market to Sale	26.06	23.84	-8.55%	26.06	23.84	-8.55%
Monthly Inventory	197	104	-47.21%	197	104	-47.21%
Months Supply of Inventory	2.32	1.32	-43.02%	2.32	1.32	-43.02%

Absorption: Last 12 months, an Average of **79** Sales/Month

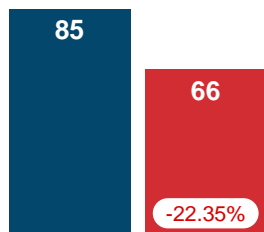
Inventory on January 31, 2023 = **104**

2022 **2023**

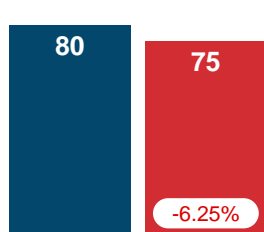
JANUARY MARKET

AVERAGE PRICES

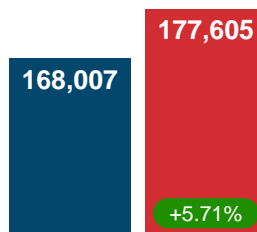
New Listings



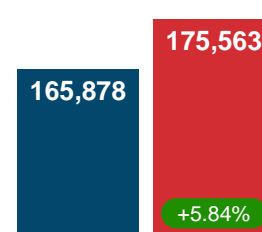
Pending Listings



List Price



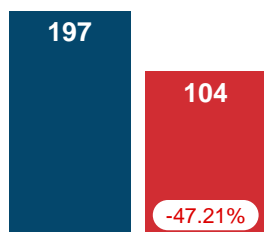
Sale Price



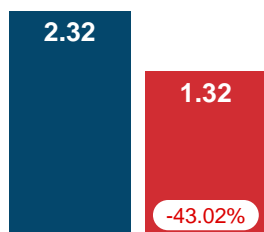
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

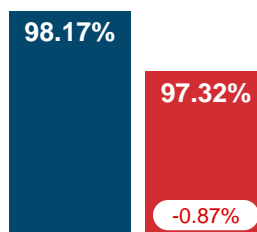
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

