

January 2023



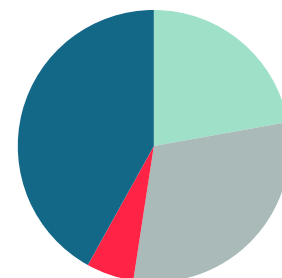
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	155,000	139,900	-9.74%
Median Sale Price	156,000	135,000	-13.46%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	10.00	7.00	-30.00%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **13.46%** in January 2023 to \$135,000 versus the previous year at \$156,000.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 3.00 days or **30.00%** in January 2023 compared to last year's same month at **10.00** DOM.

Sales Success for January 2023 is Positive

Overall, with Median Prices falling 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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

January 2023



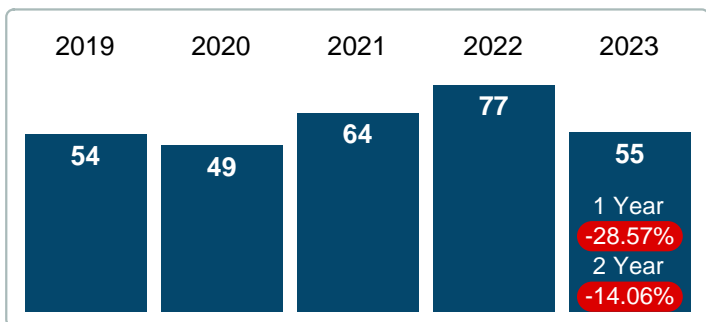
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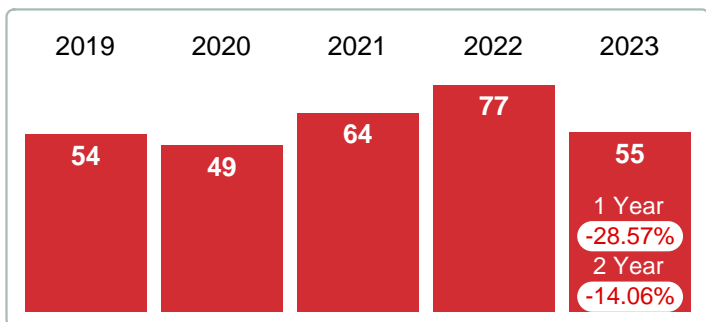
CLOSED LISTINGS

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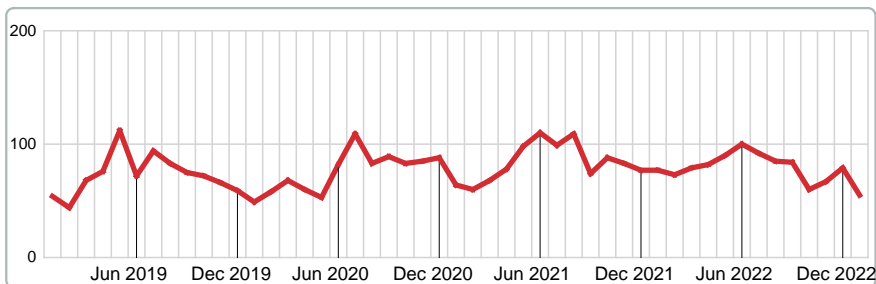
JANUARY



YEAR TO DATE (YTD)

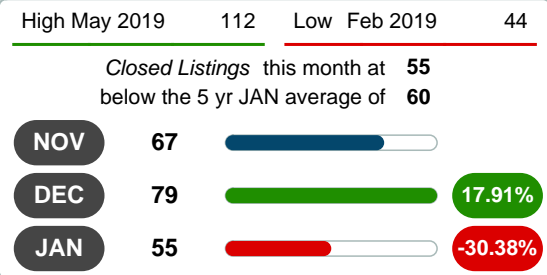


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 60



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	10.91%	59.5	2	4	0	0
\$60,001 - \$70,000	5	9.09%	1.0	4	1	0	0
\$70,001 - \$110,000	7	12.73%	6.0	5	2	0	0
\$110,001 - \$170,000	14	25.45%	8.5	0	13	1	0
\$170,001 - \$210,000	10	18.18%	5.5	0	9	1	0
\$210,001 - \$330,000	7	12.73%	10.0	0	4	3	0
\$330,001 and up	6	10.91%	13.5	0	0	5	1
Total Closed Units	55			11	33	10	1
Total Closed Volume	9,655,990	100%	7.0	755.25K	4.86M	3.63M	414.00K
Median Closed Price	\$135,000			\$62,500	\$137,000	\$314,000	\$414,000

January 2023



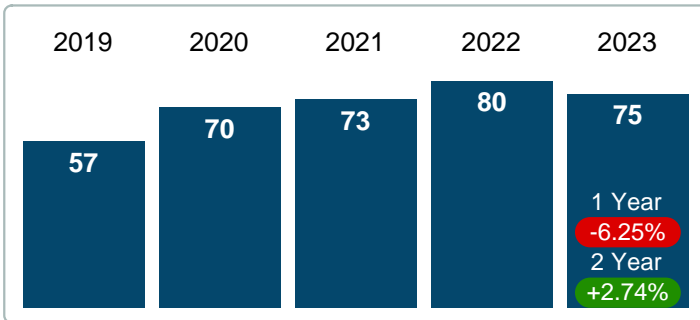
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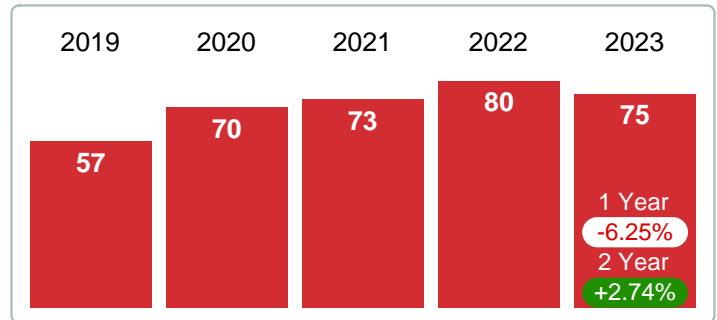
PENDING LISTINGS

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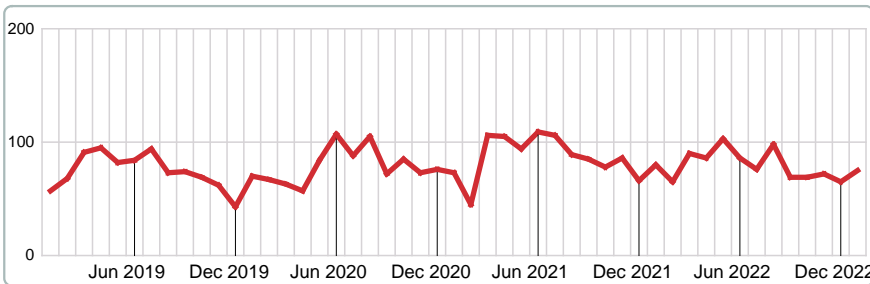
JANUARY



YEAR TO DATE (YTD)

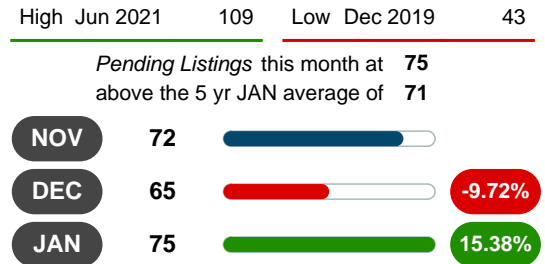


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 71



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	4.00%	4.0	1	2	0	0
\$50,001 - \$75,000	11	14.67%	16.0	5	5	1	0
\$75,001 - \$125,000	13	17.33%	8.0	4	7	2	0
\$125,001 - \$175,000	15	20.00%	12.0	3	8	3	1
\$175,001 - \$250,000	14	18.67%	38.5	0	10	4	0
\$250,001 - \$375,000	12	16.00%	29.5	0	3	6	3
\$375,001 and up	7	9.33%	3.0	0	0	6	1
Total Pending Units	75			13	35	22	5
Total Pending Volume	14,379,210	100%	16.0	1.19M	5.23M	6.34M	1.62M
Median Listing Price	\$155,000			\$85,000	\$149,000	\$279,950	\$309,000

January 2023



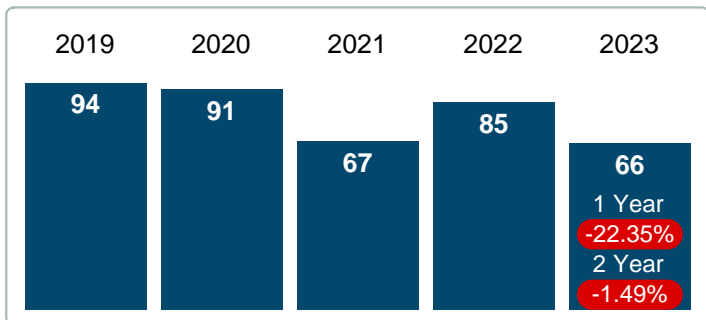
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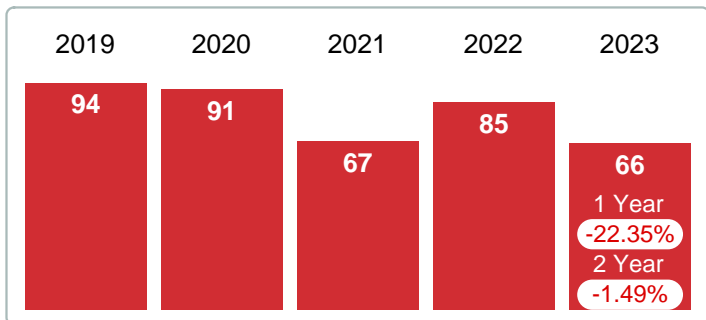
NEW LISTINGS

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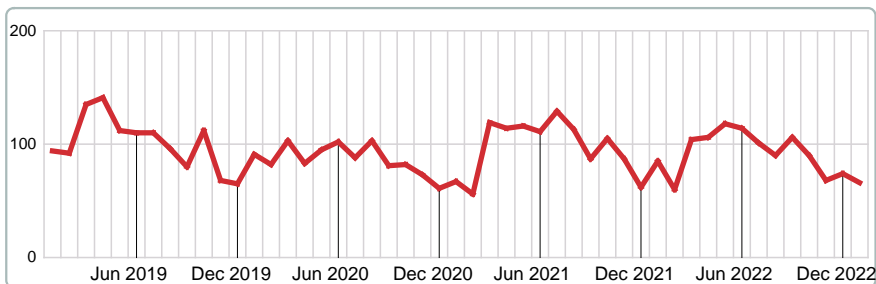
JANUARY



YEAR TO DATE (YTD)

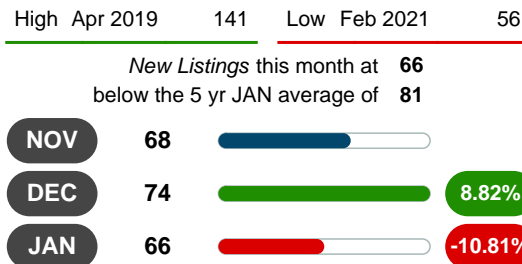


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$147,000		\$87,450	\$142,500	\$312,245	\$127,450

January 2023



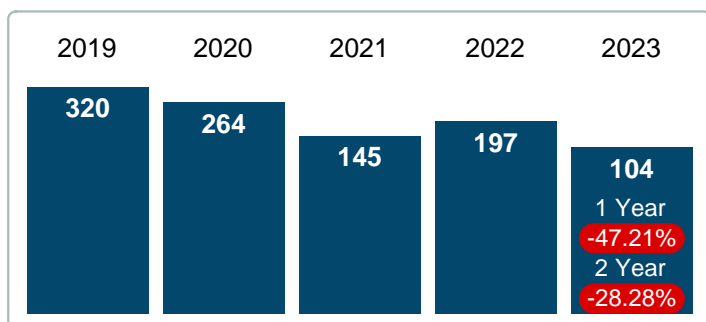
Area Delimited by County Of Washington - Residential Property Type



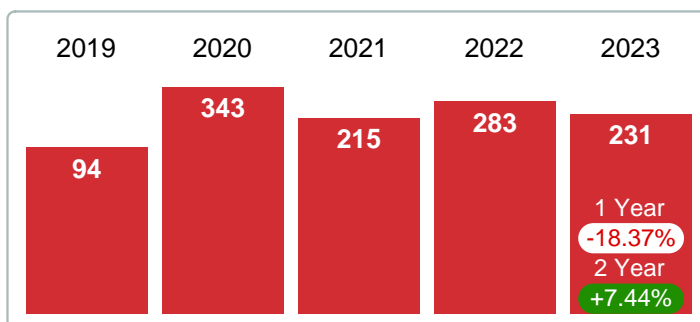
ACTIVE INVENTORY

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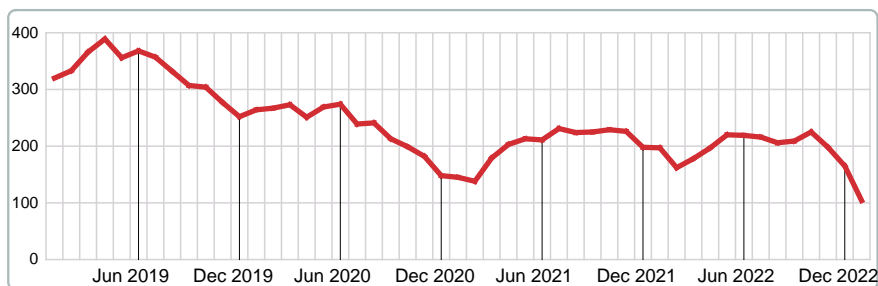
END OF JANUARY



ACTIVE DURING JANUARY

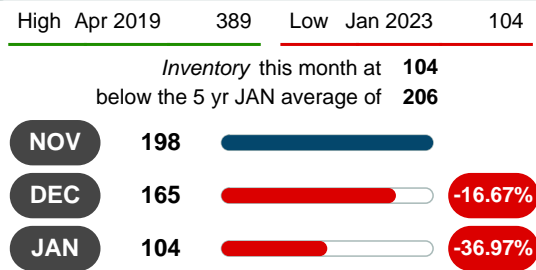


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 206



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	10.58%	43.0	5	4	2	0
\$50,001 - \$75,000	9	8.65%	44.0	1	6	2	0
\$75,001 - \$125,000	13	12.50%	83.0	3	8	0	2
\$125,001 - \$225,000	24	23.08%	53.5	4	17	1	2
\$225,001 - \$300,000	23	22.12%	47.0	1	6	15	1
\$300,001 - \$450,000	14	13.46%	62.5	0	3	10	1
\$450,001 and up	10	9.62%	121.0	1	4	2	3
Total Active Inventory by Units	104			15	48	32	9
Total Active Inventory by Volume	24,758,078	100%	53.0	1.95M	9.82M	9.23M	3.75M
Median Active Inventory Listing Price	\$212,500			\$89,900	\$156,500	\$284,000	\$239,900

January 2023



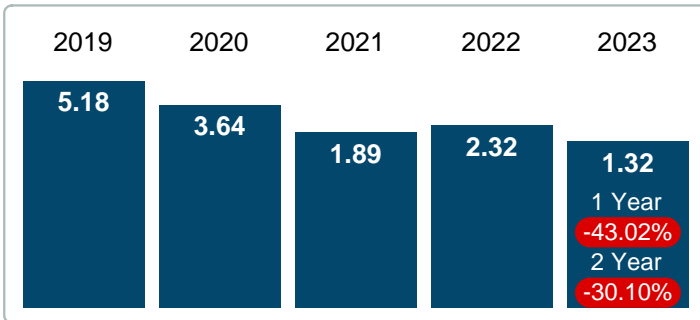
Area Delimited by County Of Washington - Residential Property Type



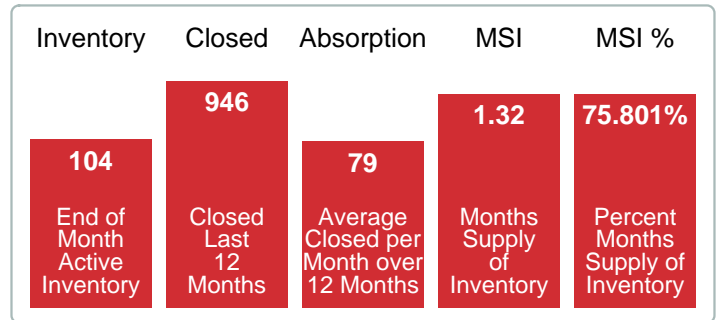
MONTHS SUPPLY of INVENTORY (MSI)

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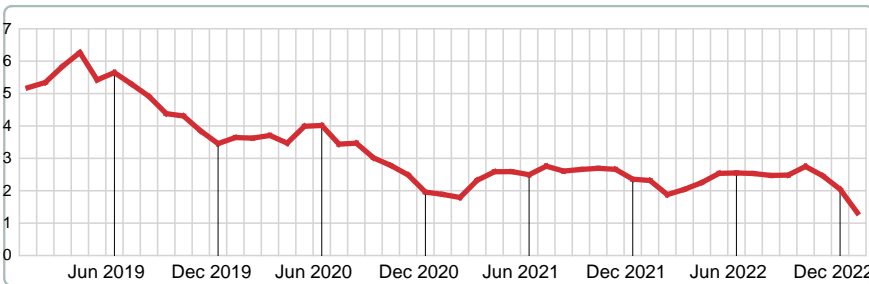
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

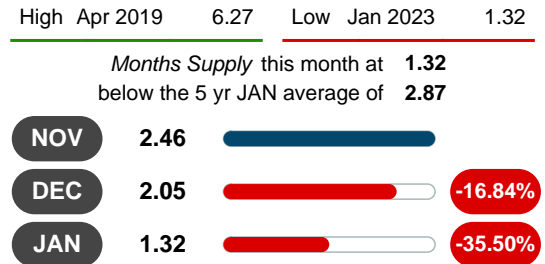


5 YEAR MARKET ACTIVITY TRENDS



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

January 2023



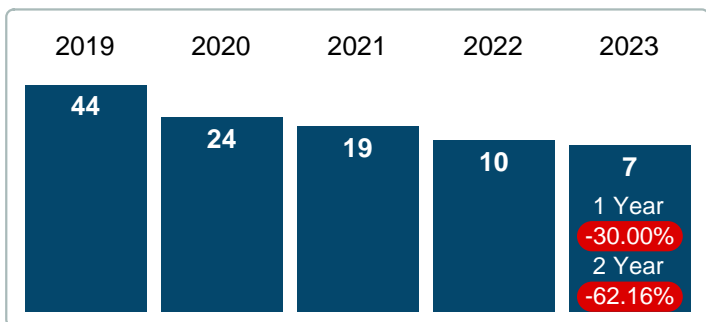
Area Delimited by County Of Washington - Residential Property Type



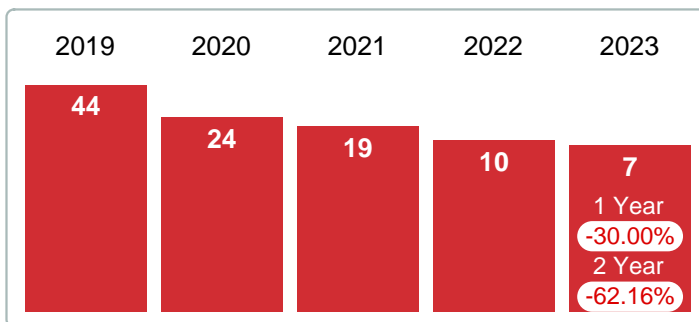
MEDIAN DAYS ON MARKET TO SALE

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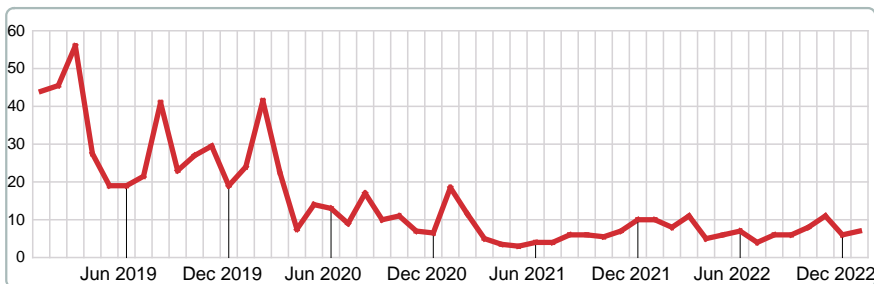
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 21

High Mar 2019 56 Low May 2021 3

Median Days on Market to Sale this month at 7 below the 5 yr JAN average of 21



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
\$60,000 and less	10.91%	60	38	60	0	0
\$60,001 - \$70,000	9.09%	1	1	4	0	0
\$70,001 - \$110,000	12.73%	6	6	10	0	0
\$110,001 - \$170,000	25.45%	9	0	7	18	0
\$170,001 - \$210,000	18.18%	6	0	4	38	0
\$210,001 - \$330,000	12.73%	10	0	6	33	0
\$330,001 and up	10.91%	14	0	0	12	15
Median Closed DOM		7	6	7	26	15
Total Closed Units	100%	55	11	33	10	1
Total Closed Volume		9,655,990	755.25K	4.86M	3.63M	414.00K

January 2023



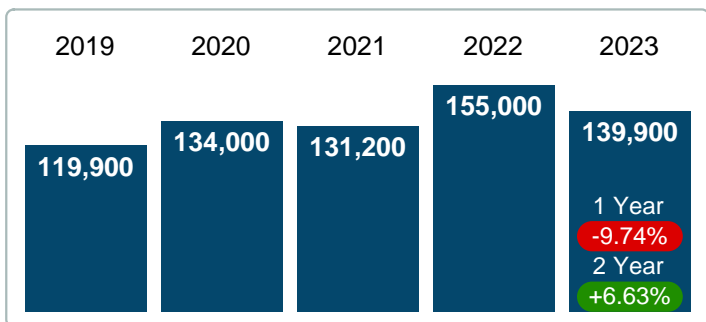
Area Delimited by County Of Washington - Residential Property Type



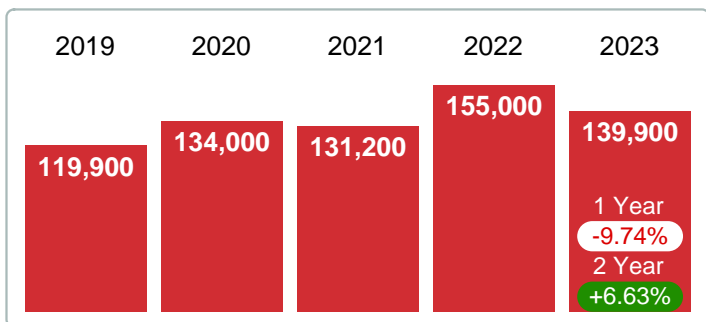
MEDIAN LIST PRICE AT CLOSING

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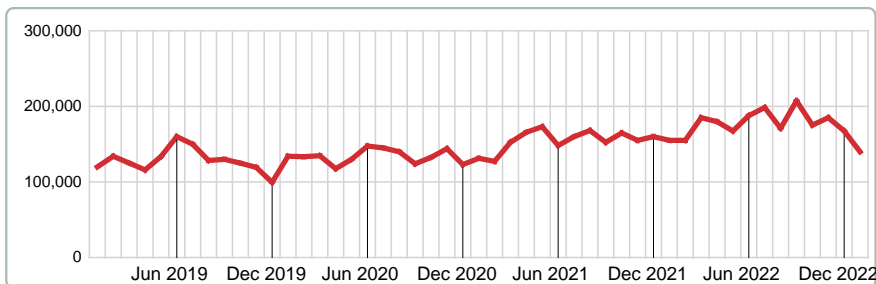
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

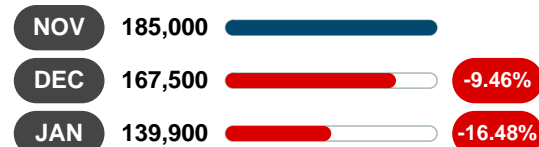


3 MONTHS

5 year JAN AVG = 136,000

High Sep 2022 207,250 Low Dec 2019 99,500

Median List Price at Closing this month at **139,900**
above the 5 yr JAN average of **136,000**



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
\$60,000 and less	10.91%	45,700	46,950	45,700	0	0
\$60,001 - \$70,000	7.27%	62,500	62,500	69,900	0	0
\$70,001 - \$110,000	18.18%	92,000	84,750	107,000	0	0
\$110,001 - \$170,000	25.45%	137,450	0	139,900	125,000	0
\$170,001 - \$210,000	14.55%	182,450	0	179,900	208,000	0
\$210,001 - \$330,000	12.73%	258,500	0	256,195	258,500	0
\$330,001 and up	10.91%	393,000	0	0	360,000	426,000
Median List Price		139,900	74,500	141,000	302,450	426,000
Total Closed Units	100%	139,900	11	33	10	1
Total Closed Volume		9,768,280	795.90K	4.87M	3.68M	426.00K

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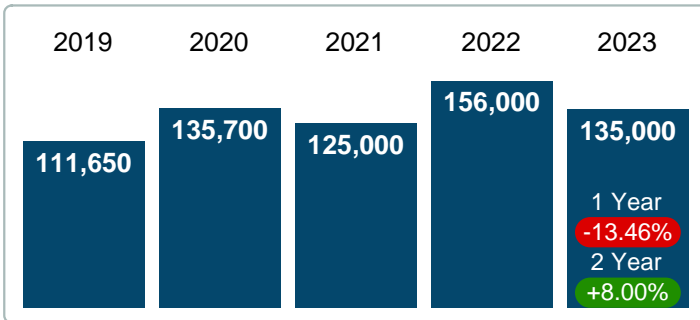
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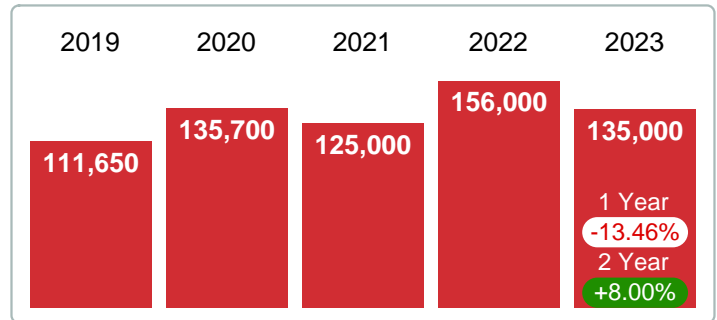
MEDIAN SOLD PRICE AT CLOSING

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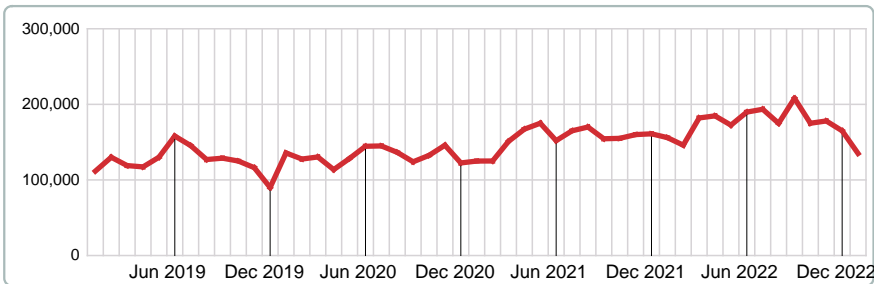
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

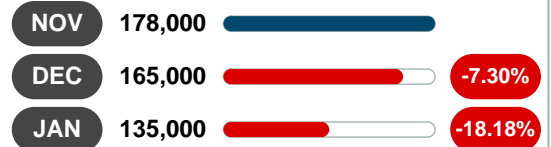


3 MONTHS

5 year JAN AVG = 132,670

High Sep 2022 207,975 Low Dec 2019 90,000

Median Sold Price at Closing this month at 135,000 above the 5 yr JAN average of 132,670



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
\$60,000 and less	10.91%	35,250	42,125	34,000	0	0
\$60,001 - \$70,000	9.09%	62,500	62,500	69,900	0	0
\$70,001 - \$110,000	12.73%	85,000	78,000	93,750	0	0
\$110,001 - \$170,000	25.45%	128,600	0	130,000	121,000	0
\$170,001 - \$210,000	18.18%	182,450	0	179,900	190,000	0
\$210,001 - \$330,000	12.73%	260,000	0	261,195	260,000	0
\$330,001 and up	10.91%	382,000	0	0	350,000	414,000
Median Sold Price		135,000				
Total Closed Units	100%	135,000	11	33	10	1
Total Closed Volume		9,655,990	755.25K	4.86M	3.63M	414.00K

January 2023



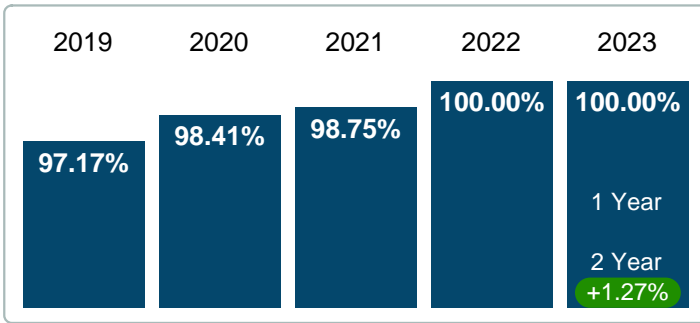
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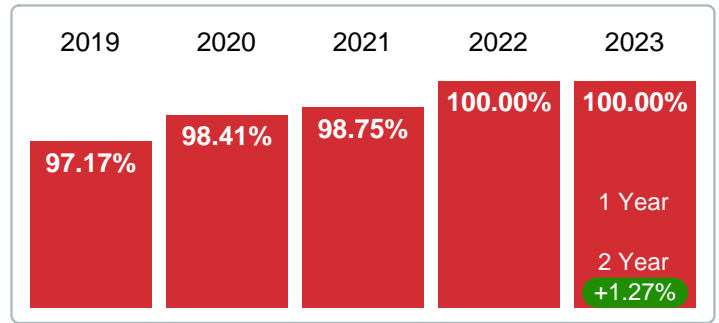
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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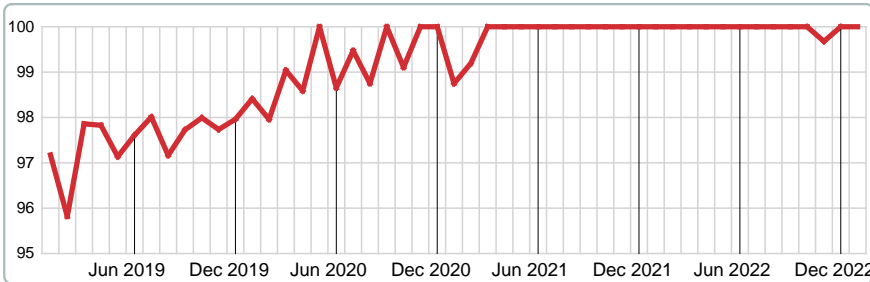
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

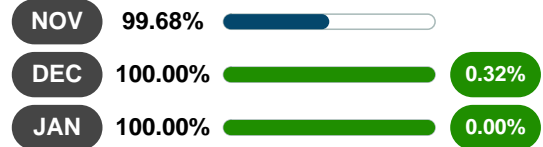


3 MONTHS

5 year JAN AVG = 98.87%

High Jan 2023 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JAN average of **98.87%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	10.91%	82.72%	88.82%	76.95%	0.00%	0.00%
\$60,001 - \$70,000	5	9.09%	100.00%	100.00%	100.00%	0.00%	0.00%
\$70,001 - \$110,000	7	12.73%	92.31%	92.31%	90.53%	0.00%	0.00%
\$110,001 - \$170,000	14	25.45%	100.00%	0.00%	100.00%	96.80%	0.00%
\$170,001 - \$210,000	10	18.18%	100.88%	0.00%	101.76%	91.35%	0.00%
\$210,001 - \$330,000	7	12.73%	100.00%	0.00%	100.00%	96.94%	0.00%
\$330,001 and up	6	10.91%	98.61%	0.00%	0.00%	100.00%	97.18%
Median Sold/List Ratio		100.00%		94.09%	100.00%	97.08%	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



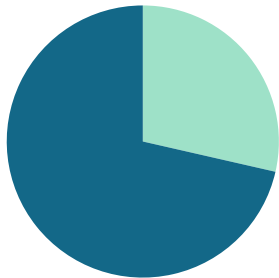
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

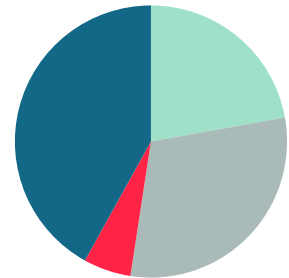


Inventory
 New Listings
66 = 28.57%
 Start Inventory
165
 Total Inventory Units
231
 Volume
\$49,675,068

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%
Median List Price	155,000	139,900	-9.74%	155,000	139,900	-9.74%
Median Sale Price	156,000	135,000	-13.46%	156,000	135,000	-13.46%
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	10.00	7.00	-30.00%	10.00	7.00	-30.00%
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

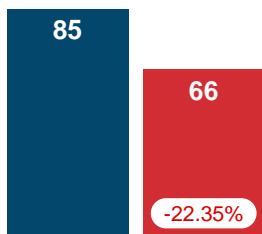
Inventory on January 31, 2023 = **104**

2022 **2023**

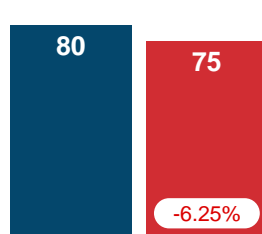
JANUARY MARKET

MEDIAN PRICES

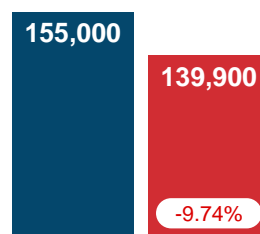
New Listings



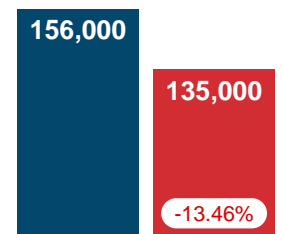
Pending Listings



List Price



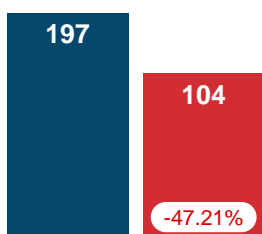
Sale Price



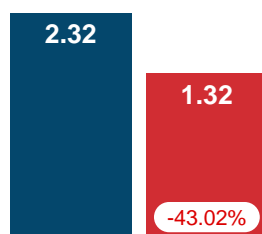
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

