

February 2023



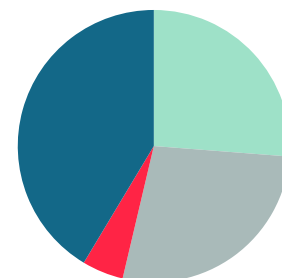
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	February 2023	+/-%
Closed Listings	73	64	-12.33%
Pending Listings	65	67	3.08%
New Listings	60	60	0.00%
Average List Price	165,558	173,683	4.91%
Average Sale Price	164,173	169,514	3.25%
Average Percent of Selling Price to List Price	99.14%	105.93%	6.85%
Average Days on Market to Sale	21.92	31.06	41.72%
End of Month Inventory	162	101	-37.65%
Months Supply of Inventory	1.88	1.29	-31.20%



■ Closed (26.23%)
■ Pending (27.46%)
■ Other OffMarket (4.92%)
■ Active (41.39%)

Absorption: Last 12 months, an Average of **78** Sales/Month
Active Inventory as of February 28, 2023 = **101**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2023 decreased **37.65%** to 101 existing homes available for sale. Over the last 12 months this area has had an average of 78 closed sales per month. This represents an unsold inventory index of **1.29** 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 **3.25%** in February 2023 to \$169,514 versus the previous year at \$164,173.

Average Days on Market Lengthens

The average number of **31.06** days that homes spent on the market before selling increased by 9.14 days or **41.72%** in February 2023 compared to last year's same month at **21.92** DOM.

Sales Success for February 2023 is Positive

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

There were 60 New Listings in February 2023, down **0.00%** from last year at 60. Furthermore, there were 64 Closed Listings this month versus last year at 73, a **-12.33%** decrease.

Closed versus Listed trends yielded a **106.7%** ratio, down from previous year's, February 2022, at **121.7%**, a **12.33%** 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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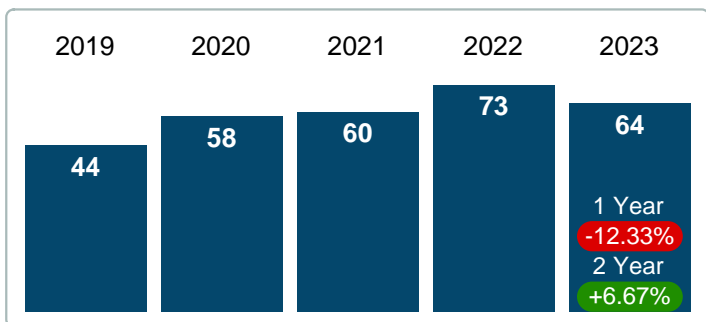
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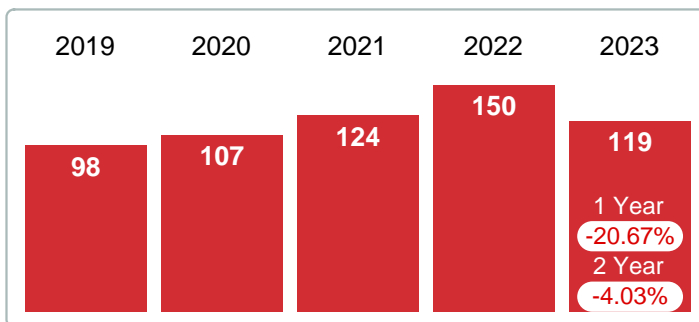
CLOSED LISTINGS

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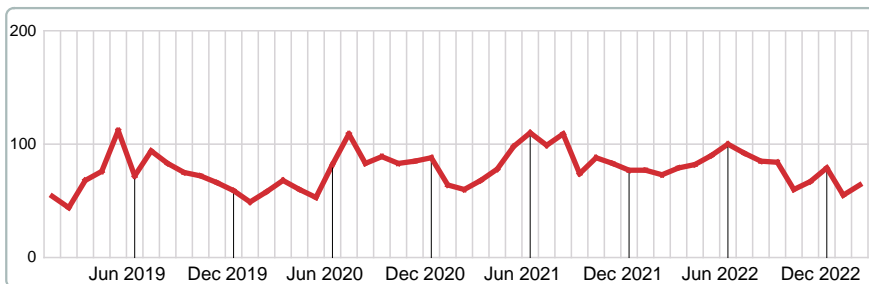
FEBRUARY



YEAR TO DATE (YTD)

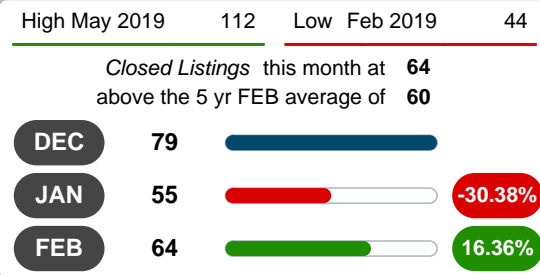


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB 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	7	10.94%	29.7	4	3	0	0
\$50,001 - \$75,000	5	7.81%	12.4	1	2	2	0
\$75,001 - \$100,000	7	10.94%	40.9	0	5	2	0
\$100,001 - \$150,000	15	23.44%	36.0	4	9	1	1
\$150,001 - \$225,000	13	20.31%	35.2	1	9	3	0
\$225,001 - \$325,000	9	14.06%	28.9	0	5	4	0
\$325,001 and up	8	12.50%	21.8	0	0	7	1
Total Closed Units	64			10	33	19	2
Total Closed Volume	10,848,890	100%	31.1	807.40K	4.67M	4.89M	484.90K
Average Closed Price	\$169,514			\$80,740	\$141,442	\$257,315	\$242,450

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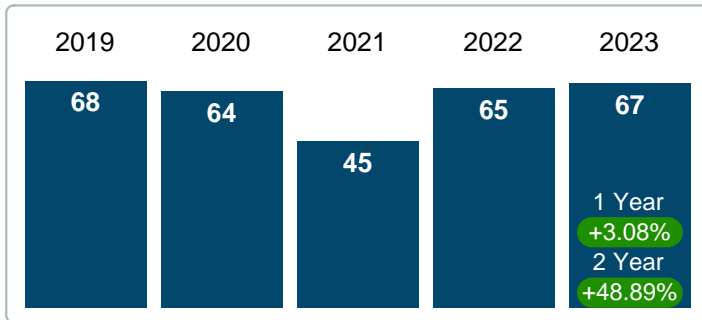
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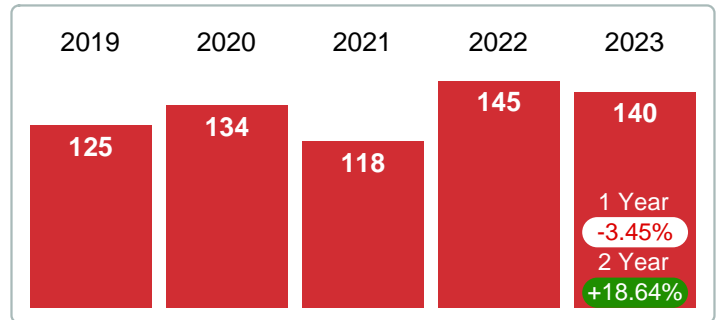
PENDING LISTINGS

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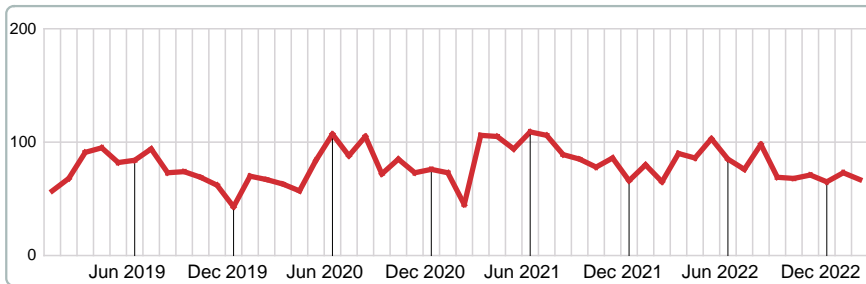
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

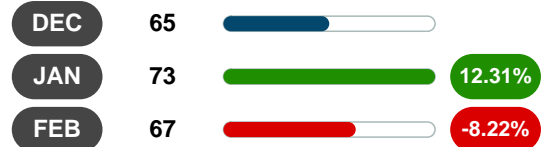


3 MONTHS

5 year FEB AVG = 62

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at **67**
above the 5 yr FEB average of **62**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.97%	7.8	4	0	0	0
\$50,001 - \$100,000	9	13.43%	60.8	3	5	1	0
\$100,001 - \$125,000	7	10.45%	31.4	2	4	0	1
\$125,001 - \$200,000	16	23.88%	47.4	2	12	0	2
\$200,001 - \$250,000	13	19.40%	54.8	0	11	1	1
\$250,001 - \$375,000	11	16.42%	43.8	0	3	8	0
\$375,001 and up	7	10.45%	37.6	0	2	2	3
Total Pending Units	67			11	37	12	7
Total Pending Volume	13,492,619	100%	45.0	881.25K	6.88M	3.35M	2.39M
Average Listing Price	\$171,678			\$80,114	\$185,908	\$278,766	\$341,086

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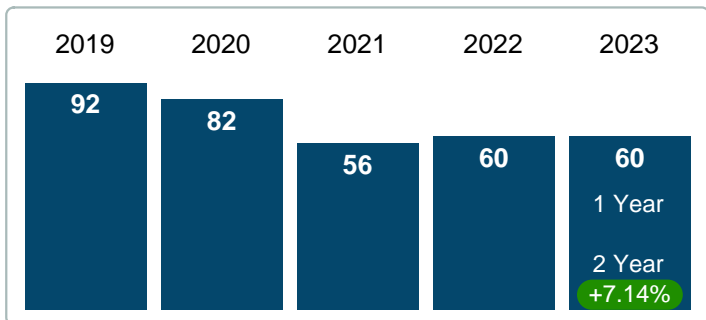
Area Delimited by County Of Washington - Residential Property Type



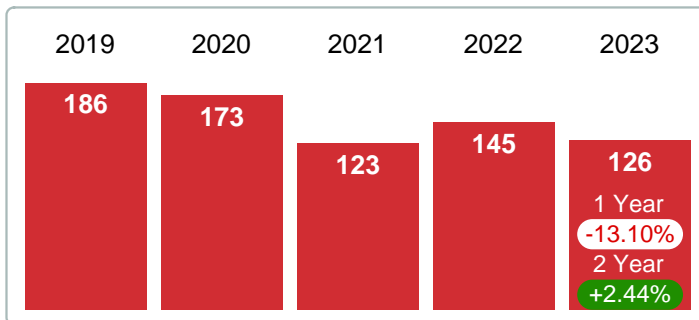
NEW LISTINGS

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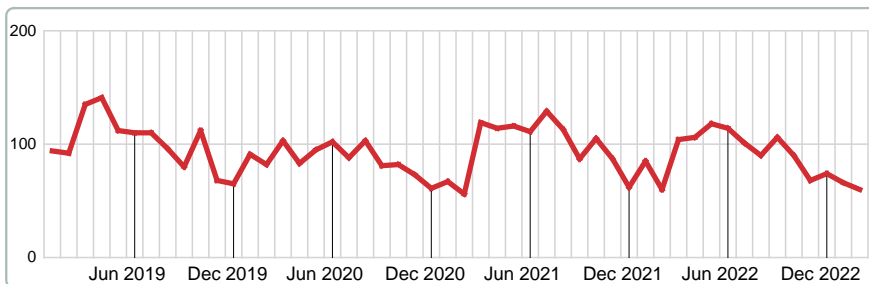
FEBRUARY



YEAR TO DATE (YTD)

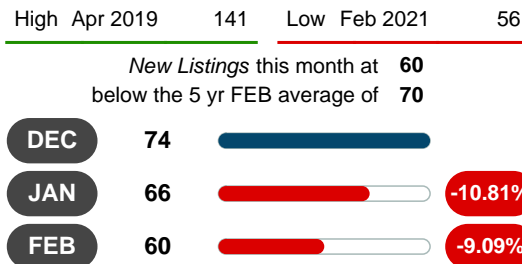


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 70



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	10.00%	4	2	0	0
\$50,001 - \$80,000	7	11.67%	1	6	0	0
\$80,001 - \$120,000	9	15.00%	3	5	1	0
\$120,001 - \$210,000	15	25.00%	2	13	0	0
\$210,001 - \$280,000	9	15.00%	0	6	3	0
\$280,001 - \$480,000	7	11.67%	0	3	4	0
\$480,001 and up	7	11.67%	0	1	2	4
Total New Listed Units	60		10	36	10	4
Total New Listed Volume	12,890,890	100%	853.90K	6.11M	3.68M	2.25M
Average New Listed Listing Price	\$136,333		\$85,390	\$169,647	\$367,879	\$562,725

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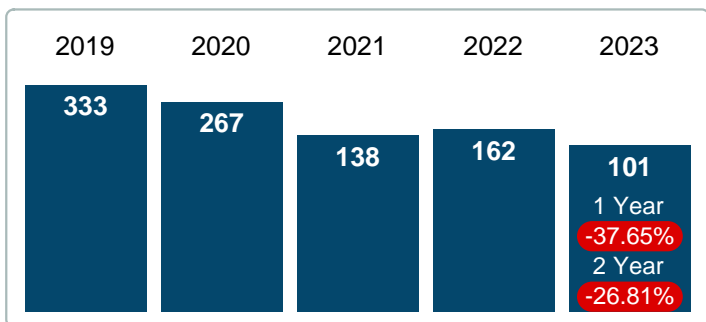
Area Delimited by County Of Washington - Residential Property Type



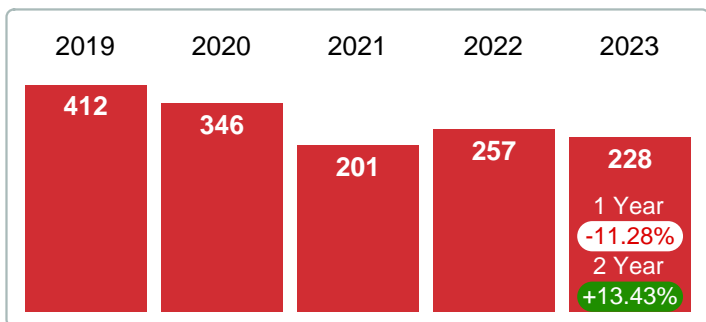
ACTIVE INVENTORY

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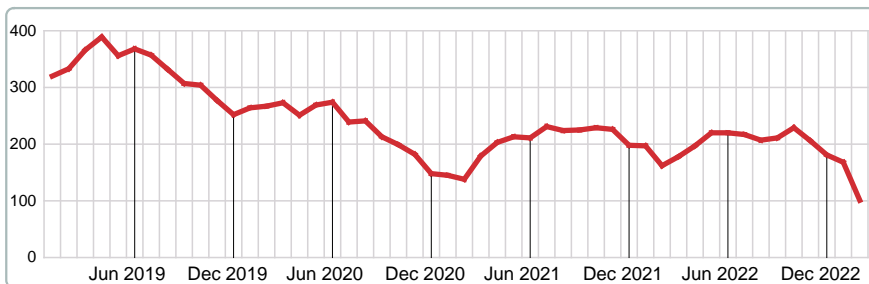
END OF FEBRUARY



ACTIVE DURING FEBRUARY

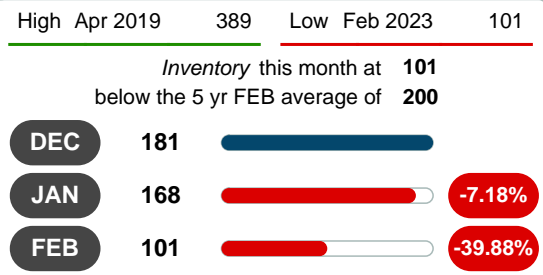


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 200



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	12	11.88%	79.4	5	6	1	0
\$50,001 - \$75,000	9	8.91%	106.6	1	7	1	0
\$75,001 - \$125,000	15	14.85%	60.4	4	8	2	1
\$125,001 - \$225,000	22	21.78%	44.9	4	14	4	0
\$225,001 - \$375,000	19	18.81%	84.7	0	3	14	2
\$375,001 - \$475,000	10	9.90%	64.9	1	4	4	1
\$475,001 and up	14	13.86%	80.9	0	4	4	6
Total Active Inventory by Units	101			15	46	30	10
Total Active Inventory by Volume	25,248,849	100%	71.3	1.88M	8.99M	9.15M	5.23M
Average Active Inventory Listing Price	\$249,989			\$125,660	\$195,454	\$304,878	\$522,670

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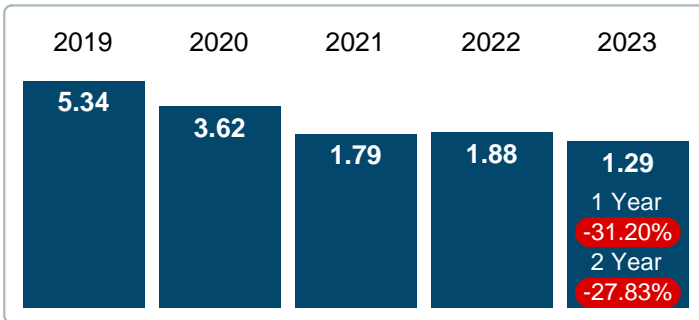
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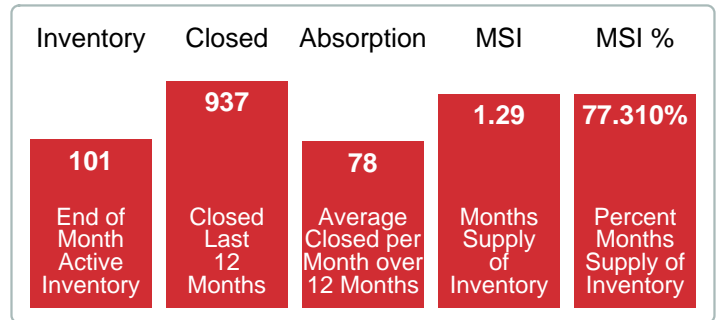
MONTHS SUPPLY of INVENTORY (MSI)

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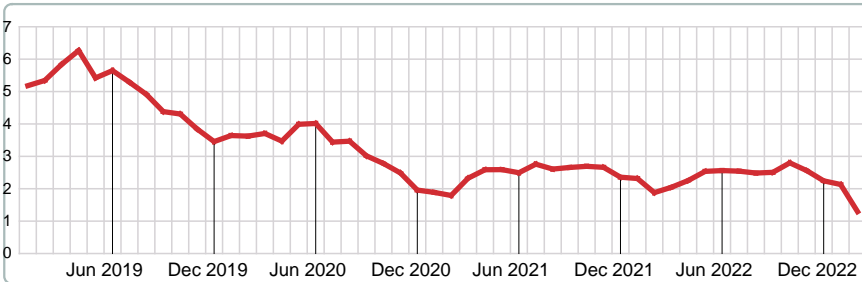
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2023

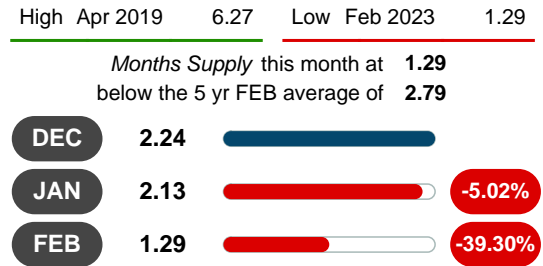


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2.79



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	12	11.88%	2.94	3.16	2.77	3.00	0.00
\$50,001 - \$75,000	9	8.91%	1.48	0.33	2.47	4.00	0.00
\$75,001 - \$125,000	15	14.85%	1.11	0.91	0.97	2.67	12.00
\$125,001 - \$225,000	22	21.78%	0.79	1.92	0.71	0.72	0.00
\$225,001 - \$375,000	19	18.81%	0.93	0.00	0.47	1.09	2.18
\$375,001 - \$475,000	10	9.90%	2.67	0.00	5.33	1.50	3.00
\$475,001 and up	14	13.86%	6.00	0.00	5.33	4.00	12.00
Market Supply of Inventory (MSI)			1.29	1.31	1.13	1.28	4.14
Total Active Inventory by Units		100%	1.29	15	46	30	10

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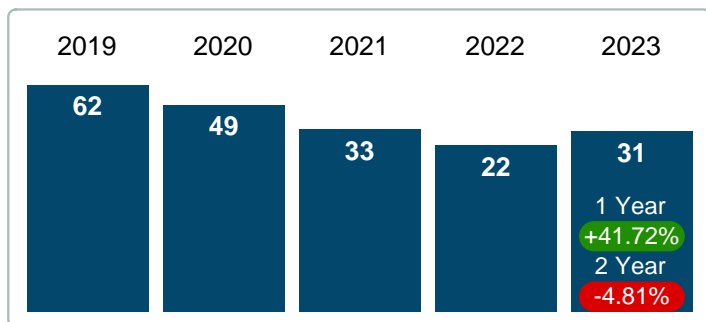
Area Delimited by County Of Washington - Residential Property Type



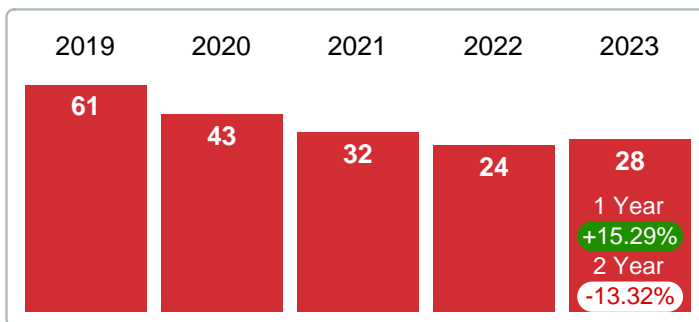
AVERAGE DAYS ON MARKET TO SALE

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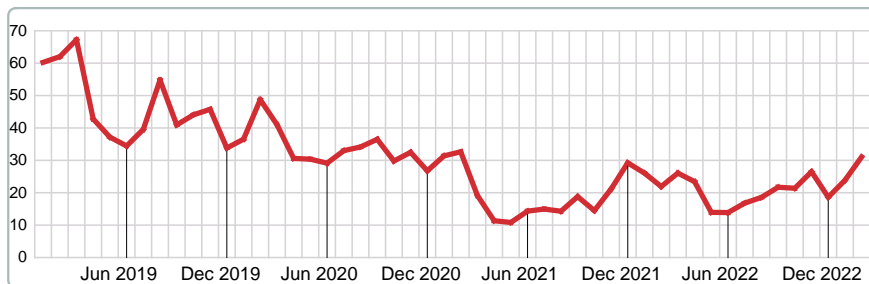
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

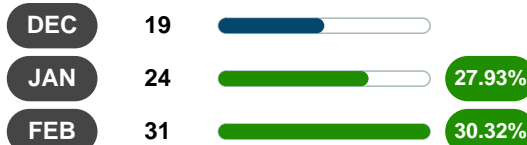


3 MONTHS

5 year FEB AVG = 39

High Mar 2019 67 Low May 2021 11

Average Days on Market to Sale this month at 31 below the 5 yr FEB average of 39



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	10.94%	30	7	60	0	0
\$50,001 - \$75,000	7.81%	12	2	13	17	0
\$75,001 - \$100,000	10.94%	41	0	41	41	0
\$100,001 - \$150,000	23.44%	36	67	28	17	6
\$150,001 - \$225,000	20.31%	35	10	31	55	0
\$225,001 - \$325,000	14.06%	29	0	34	23	0
\$325,001 and up	12.50%	22	0	0	14	73
Average Closed DOM		31	31	34	26	40
Total Closed Units	100%	64	10	33	19	2
Total Closed Volume		10,848,890	807.40K	4.67M	4.89M	484.90K

February 2023



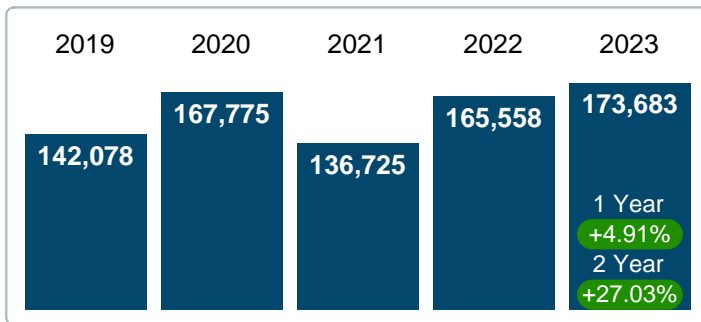
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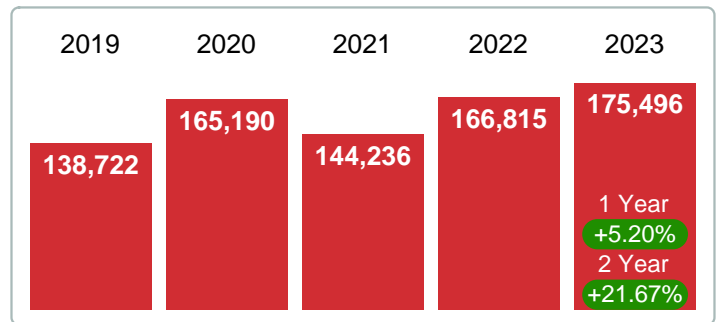
AVERAGE LIST PRICE AT CLOSING

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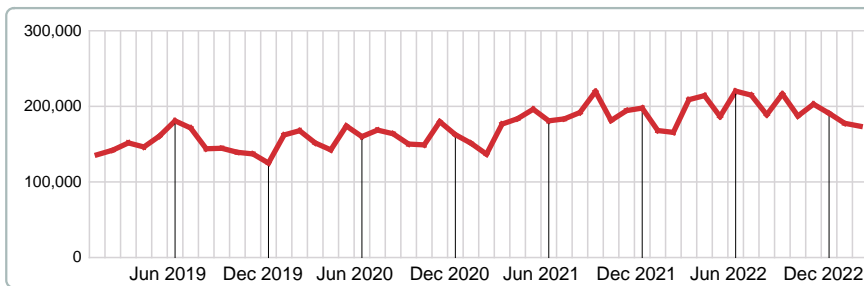
FEBRUARY



YEAR TO DATE (YTD)

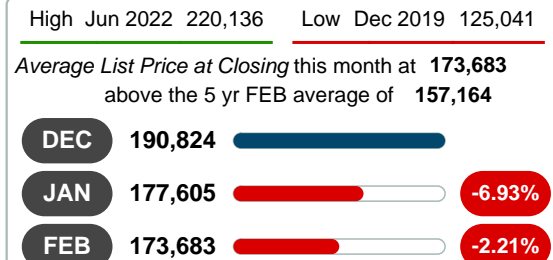


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 157,164



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	9.38%	26,567	34,350	42,467	0	0
\$50,001 - \$75,000	9.38%	63,550	64,900	68,000	72,450	0
\$75,001 - \$100,000	9.38%	89,967	0	74,180	107,000	0
\$100,001 - \$150,000	25.00%	128,047	123,763	129,867	140,000	129,900
\$150,001 - \$225,000	20.31%	187,669	169,900	188,978	189,667	0
\$225,001 - \$325,000	14.06%	254,032	0	247,278	262,475	0
\$325,001 and up	12.50%	407,561	0	0	412,213	375,000
Average List Price		173,683	86,725	143,645	263,331	252,450
Total Closed Units	100%	173,683	10	33	19	2
Total Closed Volume		11,115,728	867.25K	4.74M	5.00M	504.90K

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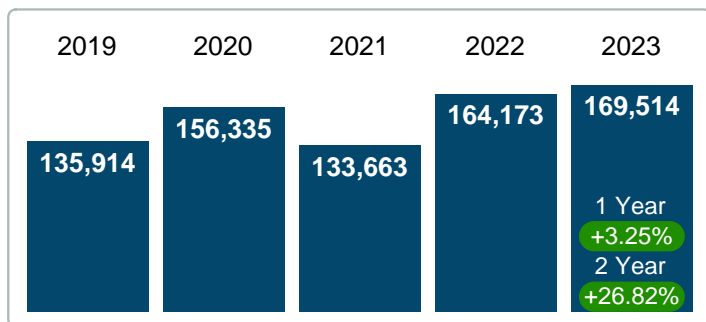
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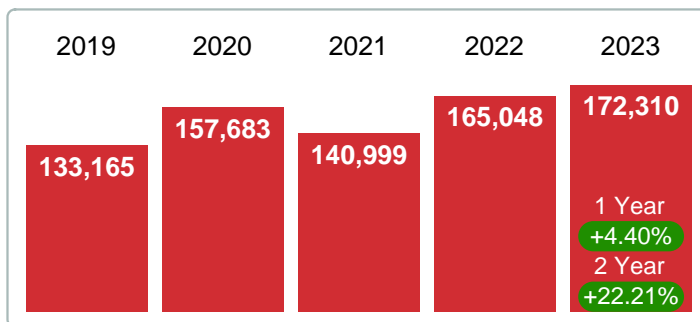
AVERAGE SOLD PRICE AT CLOSING

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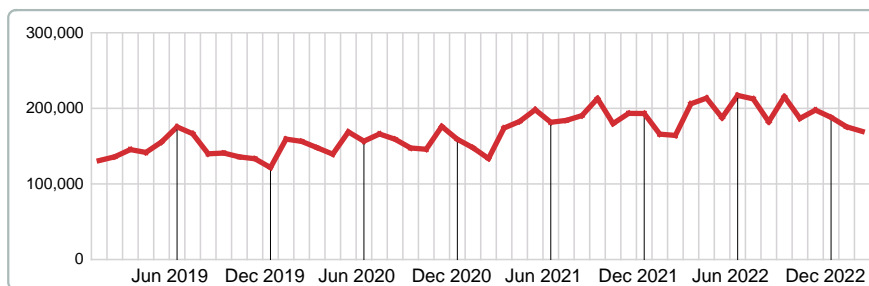
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

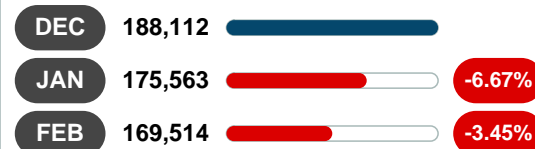


3 MONTHS

5 year FEB AVG = 151,920

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

Average Sold Price at Closing this month at **169,514** above the 5 yr FEB average of **151,920**



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	10.94%	31,914	30,875	33,300	0	0
\$50,001 - \$75,000	7.81%	61,000	59,000	56,000	67,000	0
\$75,001 - \$100,000	10.94%	88,571	0	87,200	92,000	0
\$100,001 - \$150,000	23.44%	125,347	114,975	127,822	140,000	129,900
\$150,001 - \$225,000	20.31%	180,638	165,000	182,033	181,667	0
\$225,001 - \$325,000	14.06%	251,778	0	246,200	258,750	0
\$325,001 and up	12.50%	400,749	0	0	407,284	355,000
Average Sold Price		169,514	80,740	141,442	257,315	242,450
Total Closed Units	100%	169,514	10	33	19	2
Total Closed Volume		10,848,890	807.40K	4.67M	4.89M	484.90K

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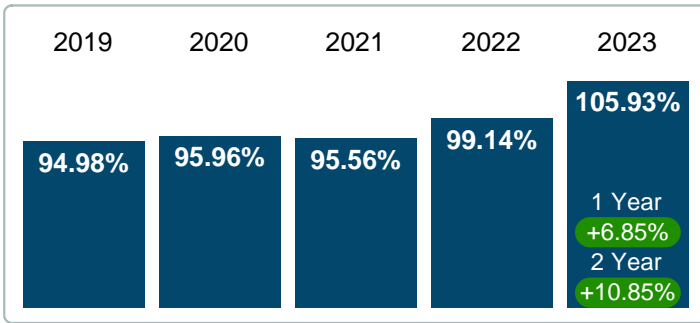
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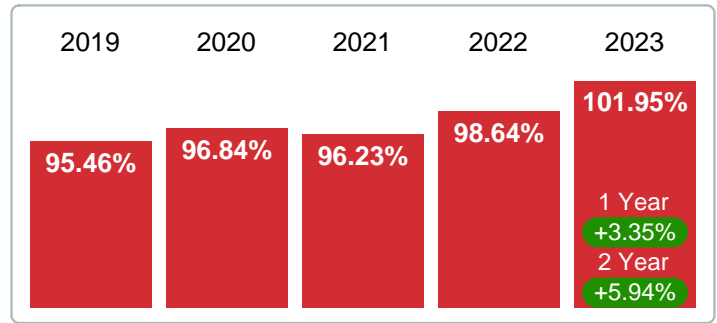
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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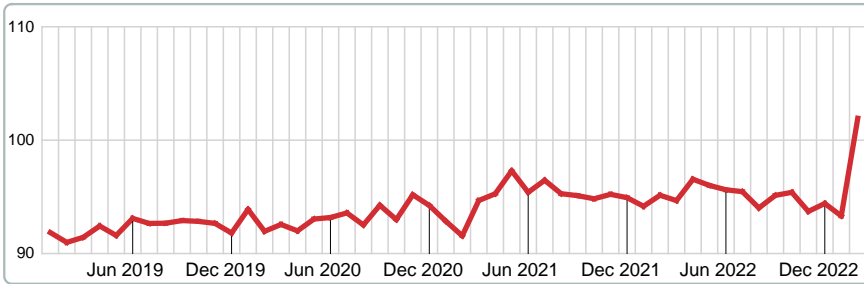
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

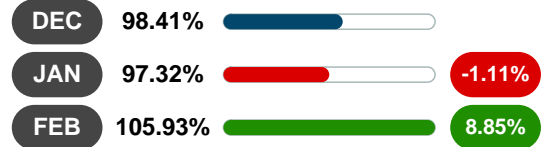


3 MONTHS

5 year FEB AVG = 98.32%

High Feb 2023 105.93% Low Feb 2019 94.98%

Average Sold/List Ratio this month at **105.93%**
above the 5 yr FEB average of **98.32%**



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	7	10.94%	81.99%	86.33%	76.20%	0.00%	0.00%
\$50,001 - \$75,000	5	7.81%	88.07%	90.91%	82.39%	92.32%	0.00%
\$75,001 - \$100,000	7	10.94%	195.48%	0.00%	238.89%	86.96%	0.00%
\$100,001 - \$150,000	15	23.44%	97.56%	93.97%	98.62%	100.00%	100.00%
\$150,001 - \$225,000	13	20.31%	96.52%	97.12%	96.46%	96.51%	0.00%
\$225,001 - \$325,000	9	14.06%	99.13%	0.00%	99.54%	98.61%	0.00%
\$325,001 and up	8	12.50%	98.31%	0.00%	0.00%	98.83%	94.67%
Average Sold/List Ratio		105.90%		90.92%	116.40%	96.54%	97.33%
Total Closed Units		64	100%	10	33	19	2
Total Closed Volume		10,848,890		807.40K	4.67M	4.89M	484.90K

February 2023



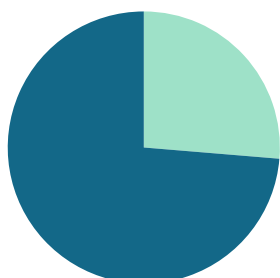
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

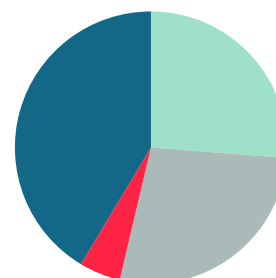


Inventory
 New Listings
60 = 26.32%
 Start Inventory
168
 Total Inventory Units
228
 Volume
\$50,630,607

Market Activity

Closed Sales
64 = 26.23%
 Pending Sales
67 = 27.46%
 Other Off Market
12 = 4.92%
 Active Inventory
101 = 41.39%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	73	64	-12.33%	150	119	-20.67%
Pending Sales	65	67	3.08%	145	140	-3.45%
New Listings	60	60	0.00%	145	126	-13.10%
Average List Price	165,558	173,683	4.91%	166,815	175,496	5.20%
Average Sale Price	164,173	169,514	3.25%	165,048	172,310	4.40%
Average Percent of Selling Price to List Price	99.14%	105.93%	6.85%	98.64%	101.95%	3.35%
Average Days on Market to Sale	21.92	31.06	41.72%	24.05	27.72	15.29%
Monthly Inventory	162	101	-37.65%	162	101	-37.65%
Months Supply of Inventory	1.88	1.29	-31.20%	1.88	1.29	-31.20%

Absorption: Last 12 months, an Average of **78** Sales/Month

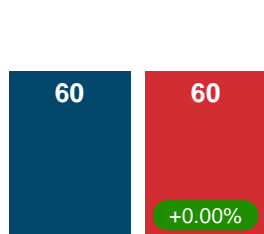
Inventory on February 28, 2023 = **101**

2022 **2023**

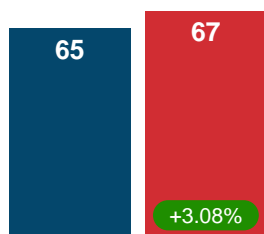
FEBRUARY MARKET

AVERAGE PRICES

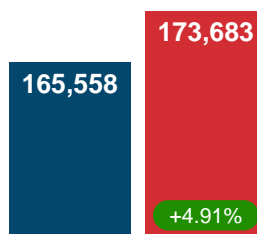
New Listings



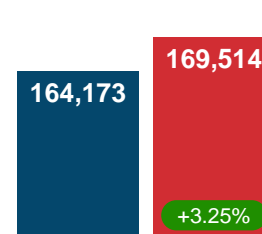
Pending Listings



List Price



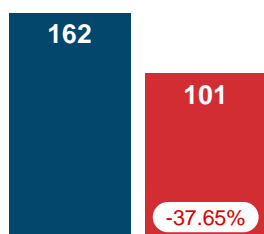
Sale Price



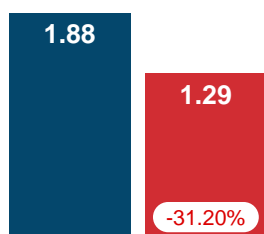
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

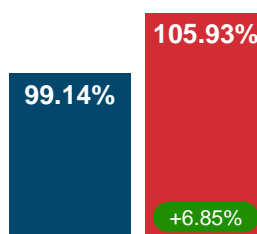
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

