

February 2023



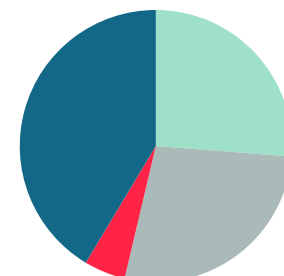
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2022	2023	+/-%
Closed Listings	73	64	-12.33%
Pending Listings	65	67	3.08%
New Listings	60	60	0.00%
Median List Price	155,000	149,900	-3.29%
Median Sale Price	146,000	144,750	-0.86%
Median Percent of Selling Price to List Price	100.00%	97.80%	-2.20%
Median Days on Market to Sale	8.00	18.50	131.25%
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.

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 **0.86%** in February 2023 to \$144,750 versus the previous year at \$146,000.

Median Days on Market Lengthens

The median number of **18.50** days that homes spent on the market before selling increased by 10.50 days or **131.25%** in February 2023 compared to last year's same month at **8.00** DOM.

Sales Success for February 2023 is Positive

Overall, with Median Prices falling 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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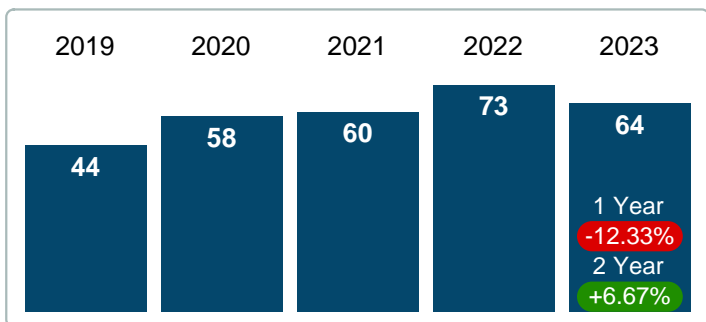
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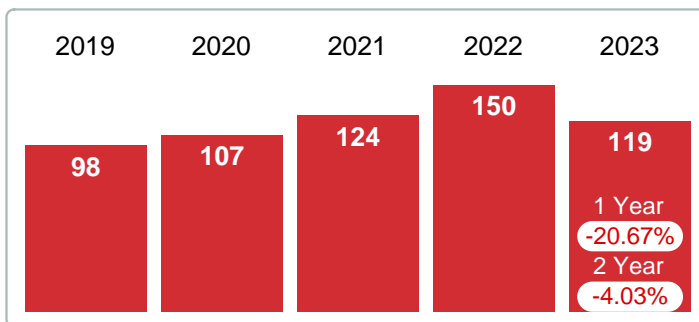
CLOSED LISTINGS

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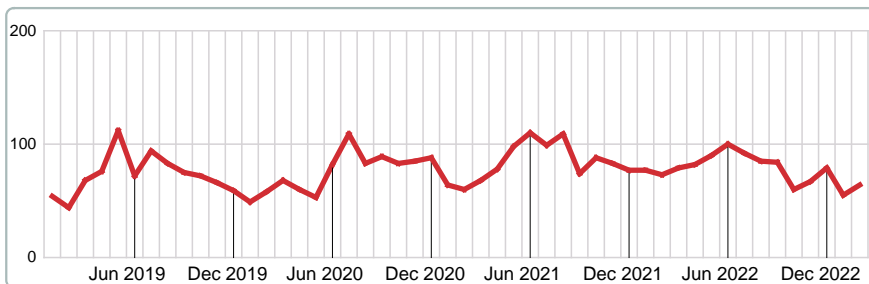
FEBRUARY



YEAR TO DATE (YTD)

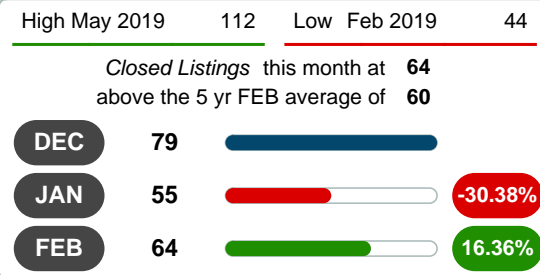


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 60



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	10.94%	4.0	4	3	0	0
\$50,001 - \$80,000	6	9.38%	16.5	1	3	2	0
\$80,001 - \$120,000	13	20.31%	31.0	4	7	2	0
\$120,001 - \$170,000	14	21.88%	13.5	1	10	2	1
\$170,001 - \$230,000	10	15.63%	29.0	0	8	2	0
\$230,001 - \$330,000	6	9.38%	16.5	0	2	4	0
\$330,001 and up	8	12.50%	9.5	0	0	7	1
Total Closed Units	64			10	33	19	2
Total Closed Volume	10,848,890	100%	18.5	807.40K	4.67M	4.89M	484.90K
Median Closed Price	\$144,750			\$84,450	\$143,500	\$245,000	\$242,450

February 2023



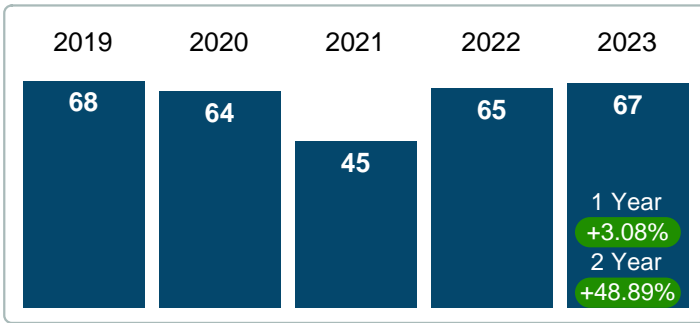
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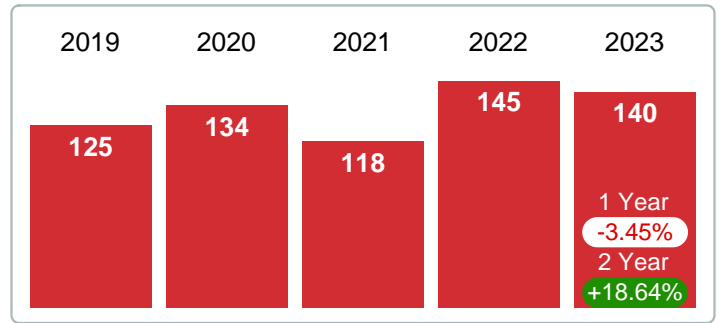
PENDING LISTINGS

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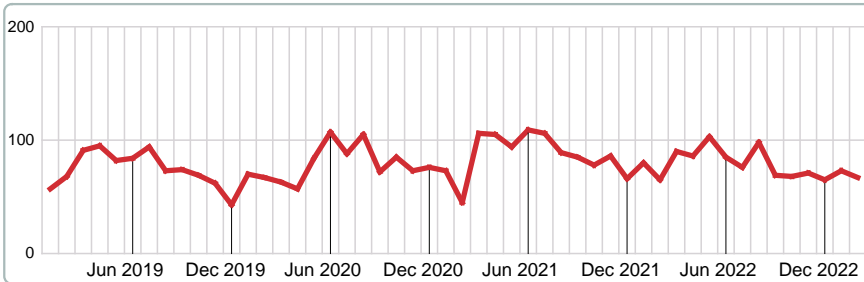
FEBRUARY



YEAR TO DATE (YTD)

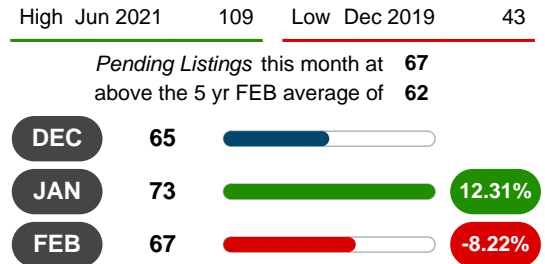


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 62



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	4	5.97%	8.0	4	0	0	0
\$50,001 - \$100,000	9	13.43%	36.0	3	5	1	0
\$100,001 - \$125,000	7	10.45%	10.0	2	4	0	1
\$125,001 - \$200,000	16	23.88%	20.0	2	12	0	2
\$200,001 - \$250,000	13	19.40%	54.0	0	11	1	1
\$250,001 - \$375,000	11	16.42%	28.0	0	3	8	0
\$375,001 and up	7	10.45%	7.0	0	2	2	3
Total Pending Units	67			11	37	12	7
Total Pending Volume	13,492,619	100%	23.0	881.25K	6.88M	3.35M	2.39M
Median Listing Price	\$195,000			\$75,000	\$189,900	\$278,695	\$239,900

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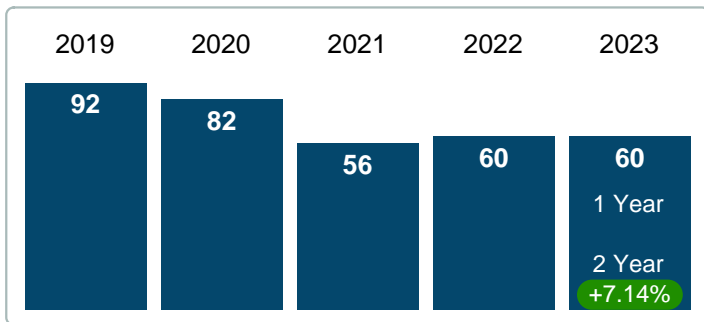
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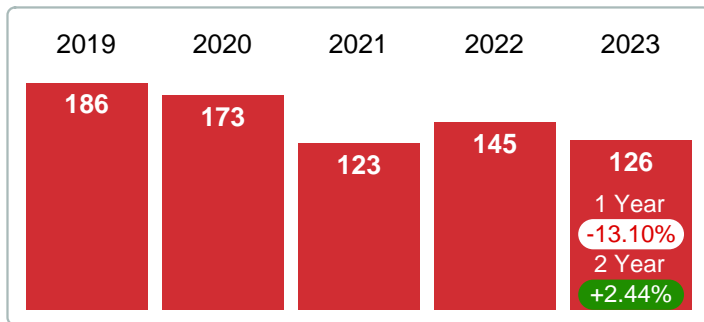
NEW LISTINGS

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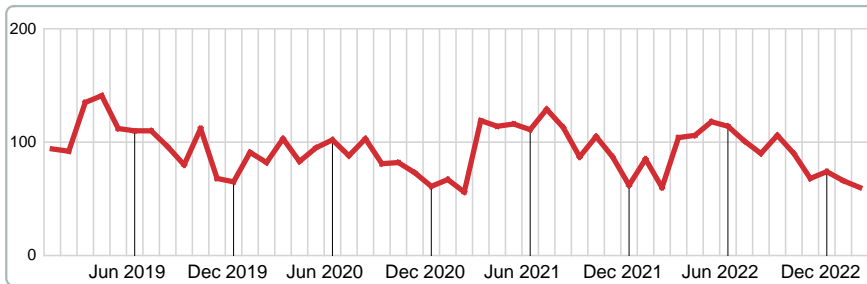
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

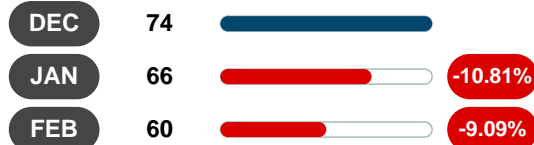


3 MONTHS

5 year FEB AVG = 70

High Apr 2019 141 Low Feb 2021 56

New Listings this month at 60
below the 5 yr FEB average of 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
Median New Listed Listing Price	\$150,000		\$78,500	\$134,950	\$331,950	\$543,450

February 2023



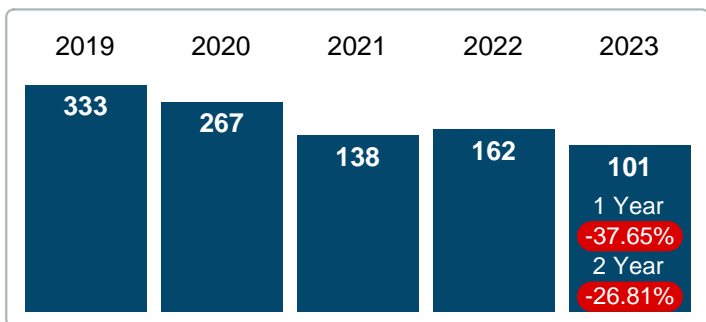
Area Delimited by County Of Washington - Residential Property Type



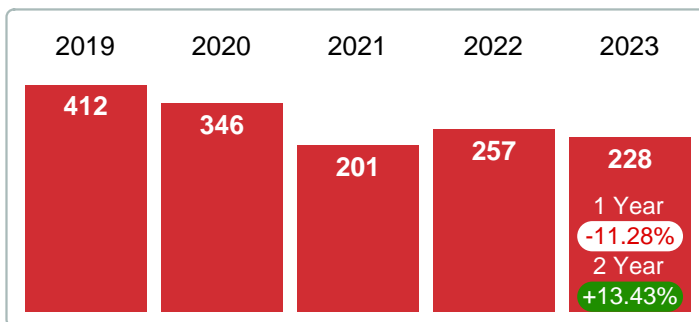
ACTIVE INVENTORY

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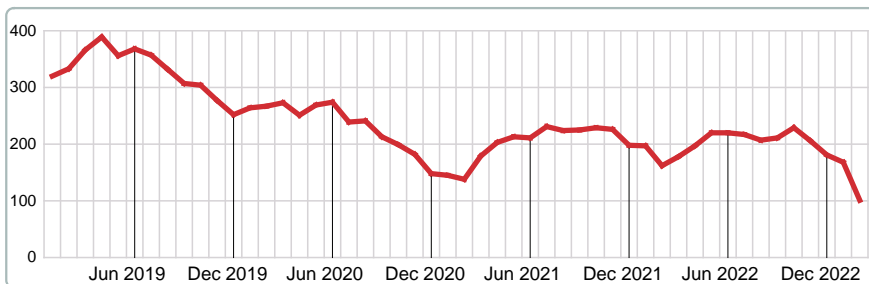
END OF FEBRUARY



ACTIVE DURING FEBRUARY

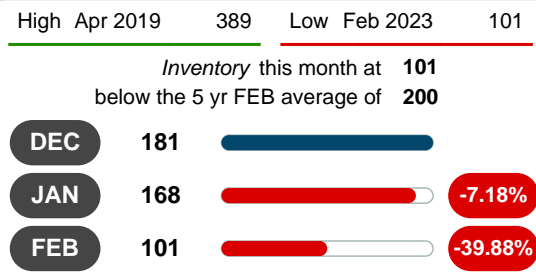


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 200



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	11.88%	71.0	5	6	1	0
\$50,001 - \$75,000	9	8.91%	31.0	1	7	1	0
\$75,001 - \$125,000	15	14.85%	28.0	4	8	2	1
\$125,001 - \$225,000	22	21.78%	33.0	4	14	4	0
\$225,001 - \$375,000	19	18.81%	76.0	0	3	14	2
\$375,001 - \$475,000	10	9.90%	48.0	1	4	4	1
\$475,001 and up	14	13.86%	56.5	0	4	4	6
Total Active Inventory by Units	101			15	46	30	10
Total Active Inventory by Volume	25,248,849	100%	43.0	1.88M	8.99M	9.15M	5.23M
Median Active Inventory Listing Price	\$204,500			\$84,000	\$134,750	\$264,750	\$509,450

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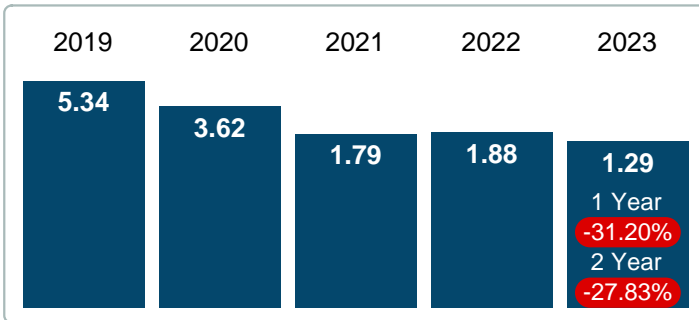
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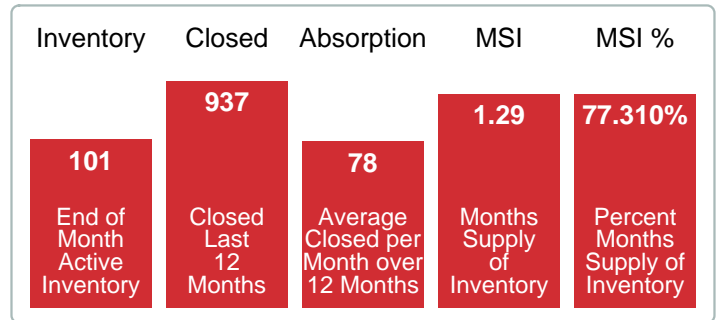
MONTHS SUPPLY of INVENTORY (MSI)

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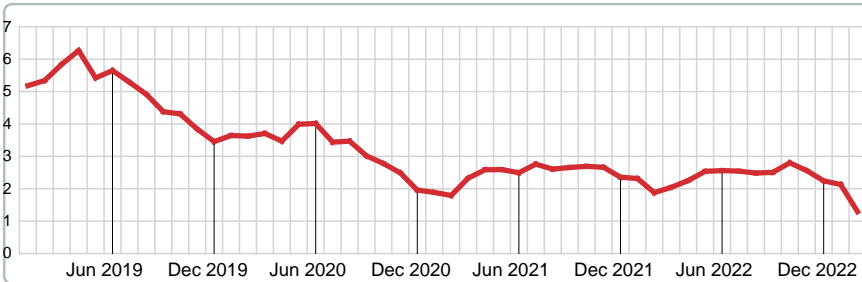
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2023

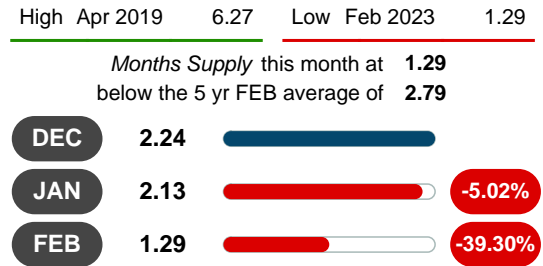


5 YEAR MARKET ACTIVITY TRENDS



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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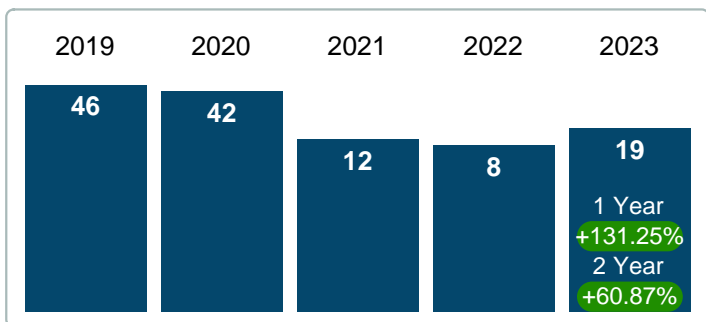
Area Delimited by County Of Washington - Residential Property Type



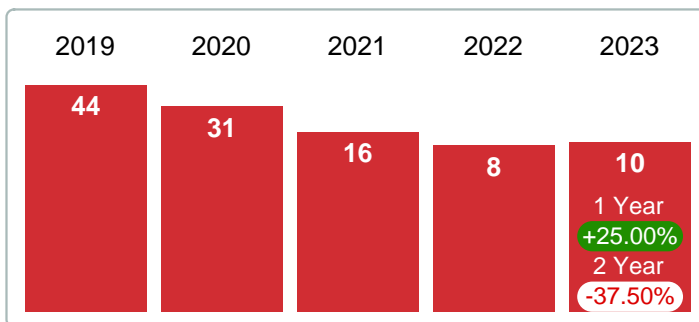
MEDIAN DAYS ON MARKET TO SALE

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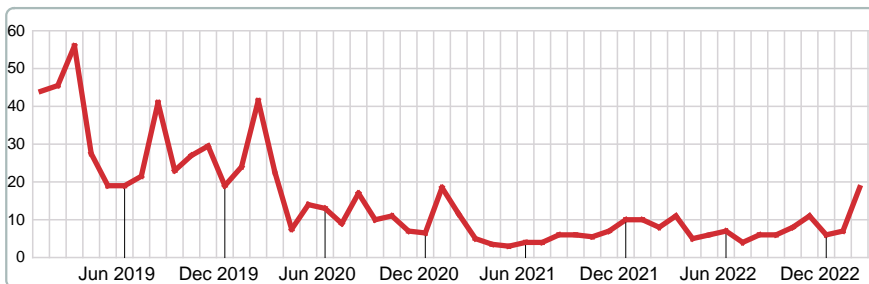
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

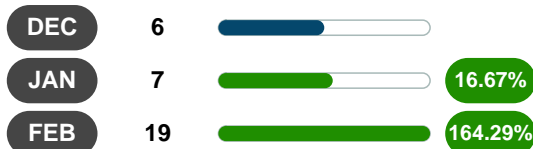


3 MONTHS

5 year FEB AVG = 25

High Mar 2019 56 Low May 2021 3

Median Days on Market to Sale this month at 19 below the 5 yr FEB average of 25



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
\$50,000 and less	10.94%	4	3	69	0	0
\$50,001 - \$80,000	9.38%	17	2	17	17	0
\$80,001 - \$120,000	20.31%	31	37	29	41	0
\$120,001 - \$170,000	21.88%	14	10	18	37	6
\$170,001 - \$230,000	15.63%	29	0	29	55	0
\$230,001 - \$330,000	9.38%	17	0	3	25	0
\$330,001 and up	12.50%	10	0	0	9	73
Median Closed DOM		19	15	22	18	40
Total Closed Units	100%	64	10	33	19	2
Total Closed Volume		10,848,890	807.40K	4.67M	4.89M	484.90K

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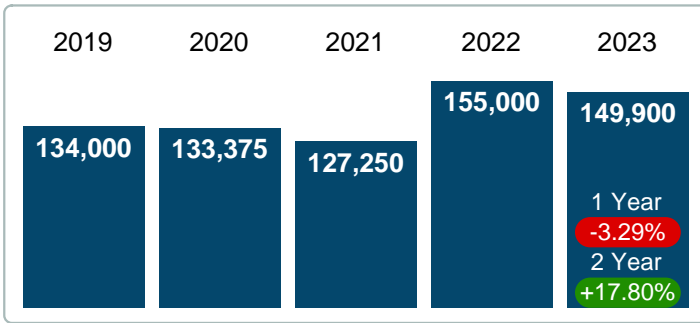
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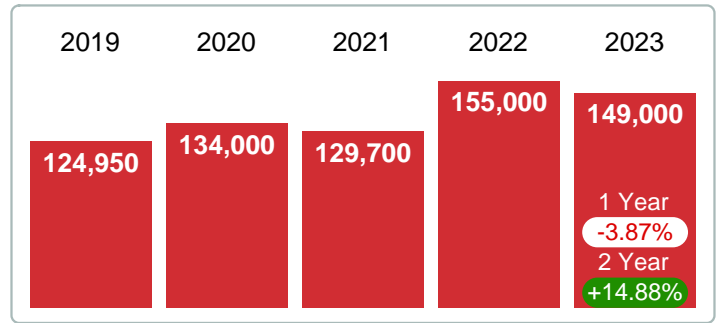
MEDIAN LIST PRICE AT CLOSING

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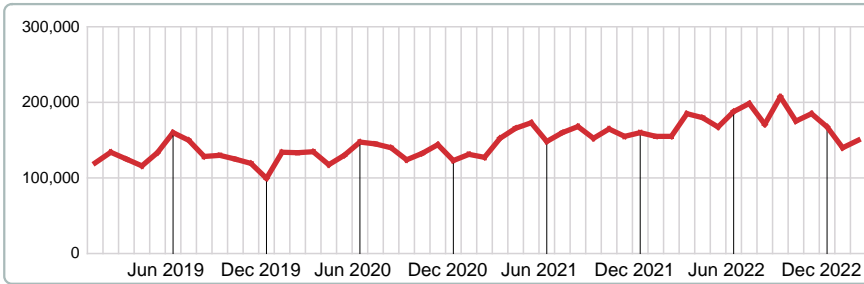
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 139,905

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

Median List Price at Closing this month at **149,900**
above the 5 yr FEB average of **139,905**



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
\$50,000 and less	9.38%	27,250	35,000	19,500	0	0
\$50,001 - \$80,000	10.94%	65,000	58,700	67,000	72,450	0
\$80,001 - \$120,000	17.19%	105,000	109,950	95,000	107,000	0
\$120,001 - \$170,000	23.44%	149,900	149,900	149,900	149,500	129,900
\$170,001 - \$230,000	15.63%	212,500	0	212,500	205,000	0
\$230,001 - \$330,000	10.94%	259,900	0	260,000	254,950	0
\$330,001 and up	12.50%	380,000	0	0	385,000	375,000
Median List Price		149,900	87,400	149,000	250,000	252,450
Total Closed Units	100%	149,900	10	33	19	2
Total Closed Volume		11,115,728	867.25K	4.74M	5.00M	504.90K

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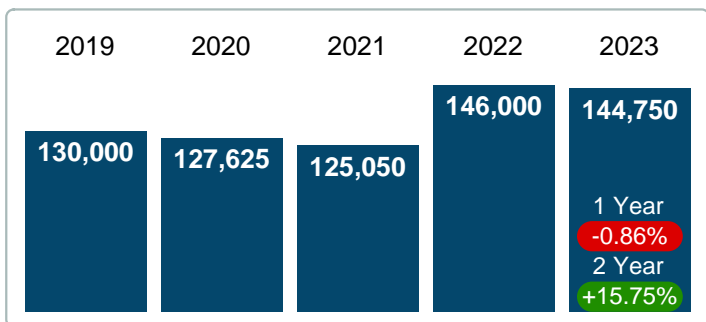
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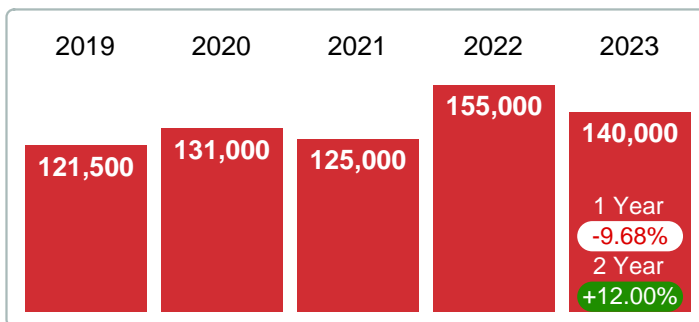
MEDIAN SOLD PRICE AT CLOSING

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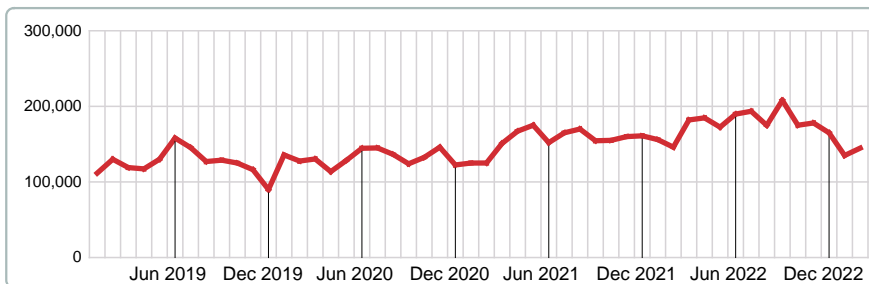
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

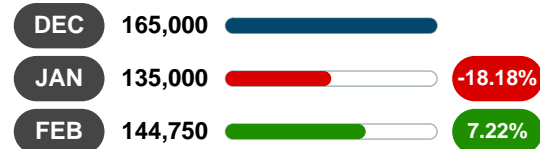


3 MONTHS

5 year FEB AVG = 134,685

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

Median Sold Price at Closing this month at 144,750 above the 5 yr FEB average of 134,685



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
\$50,000 and less	10.94%	38,500	33,000	40,400	0	0
\$50,001 - \$80,000	9.38%	59,000	59,000	57,000	67,000	0
\$80,001 - \$120,000	20.31%	105,000	115,000	95,000	92,000	0
\$120,001 - \$170,000	21.88%	147,950	165,000	147,950	150,000	129,900
\$170,001 - \$230,000	15.63%	202,500	0	211,450	192,500	0
\$230,001 - \$330,000	9.38%	261,500	0	271,500	250,000	0
\$330,001 and up	12.50%	375,000	0	0	385,000	355,000
Median Sold Price		144,750	84,450	143,500	245,000	242,450
Total Closed Units	100%	144,750	10	33	19	2
Total Closed Volume		10,848,890	807.40K	4.67M	4.89M	484.90K

February 2023



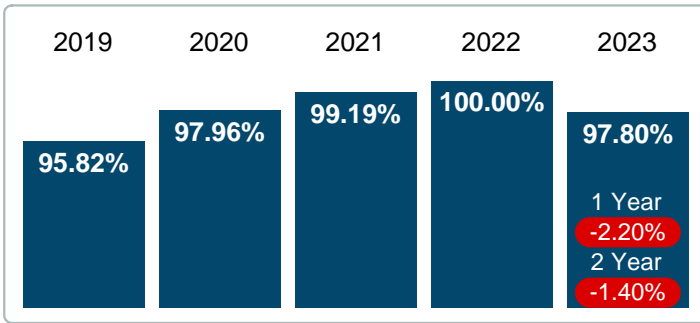
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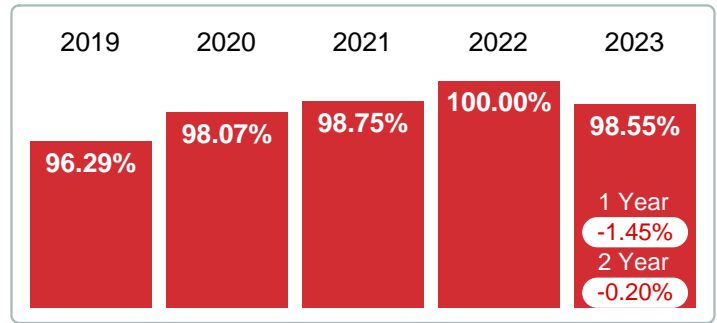
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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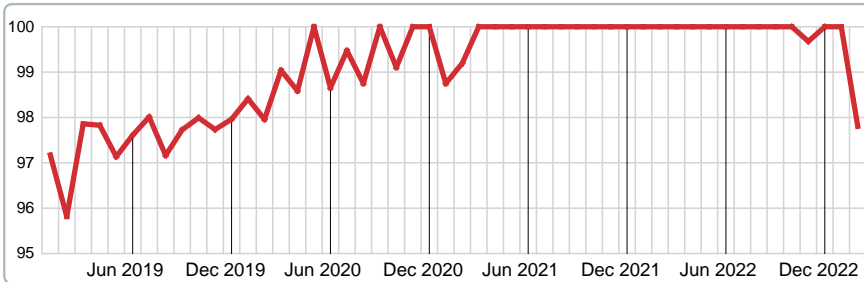
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

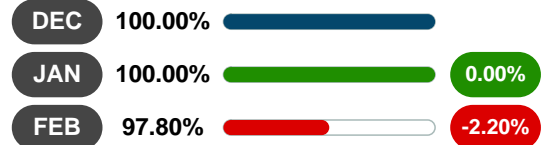


3 MONTHS

5 year FEB AVG = 98.16%

High Jan 2023 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **97.80%**
equal to 5 yr FEB average of **98.16%**



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
\$50,000 and less	7	10.94%	78.57%	86.90%	74.72%	0.00%	0.00%
\$50,001 - \$80,000	6	9.38%	90.84%	90.91%	85.07%	92.32%	0.00%
\$80,001 - \$120,000	13	20.31%	100.00%	97.90%	100.00%	86.96%	0.00%
\$120,001 - \$170,000	14	21.88%	98.99%	97.12%	97.84%	100.31%	100.00%
\$170,001 - \$230,000	10	15.63%	97.47%	0.00%	97.47%	94.44%	0.00%
\$230,001 - \$330,000	6	9.38%	98.45%	0.00%	100.82%	98.22%	0.00%
\$330,001 and up	8	12.50%	98.96%	0.00%	0.00%	100.00%	94.67%
Median Sold/List Ratio		97.80%		95.52%	97.69%	98.33%	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



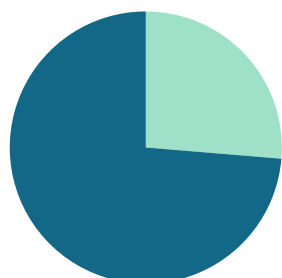
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

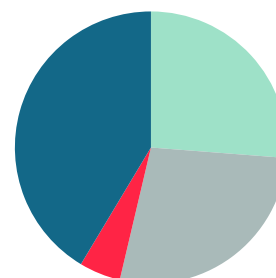


Inventory
 New Listings
60 = 26.32%
 Start Inventory
168
 Total Inventory Units
228
 Volume
\$50,630,607

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%
Median List Price	155,000	149,900	-3.29%	155,000	149,000	-3.87%
Median Sale Price	146,000	144,750	-0.86%	155,000	140,000	-9.68%
Median Percent of Selling Price to List Price	100.00%	97.80%	-2.20%	100.00%	98.55%	-1.45%
Median Days on Market to Sale	8.00	18.50	131.25%	8.00	10.00	25.00%
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

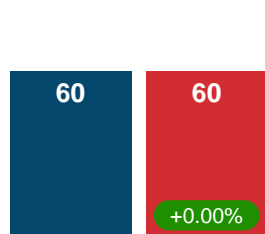
Inventory on February 28, 2023 = **101**

2022 **2023**

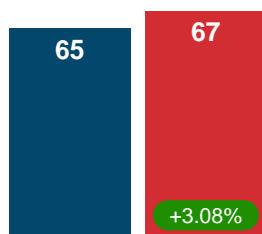
FEBRUARY MARKET

MEDIAN PRICES

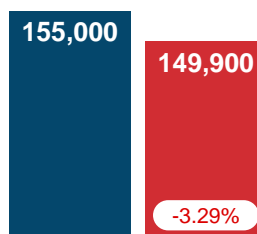
New Listings



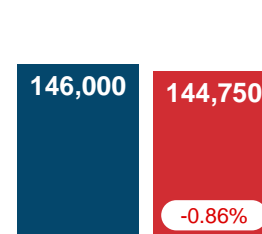
Pending Listings



List Price



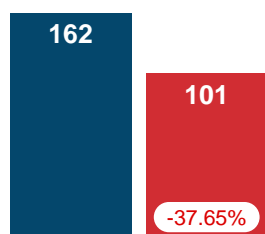
Sale Price



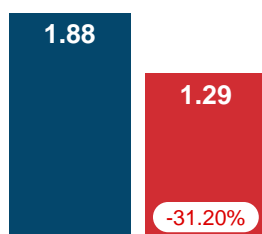
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

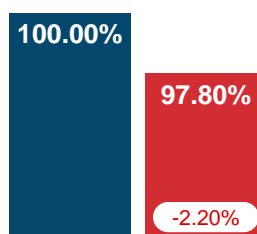
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

