

# March 2023



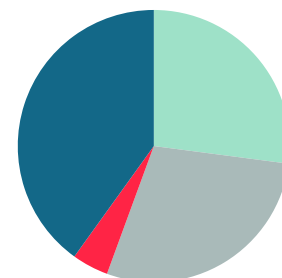
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	March 2023	+/-%
Closed Listings	79	75	-5.06%
Pending Listings	90	79	-12.22%
New Listings	104	104	0.00%
Average List Price	208,863	205,189	-1.76%
Average Sale Price	206,015	202,340	-1.78%
Average Percent of Selling Price to List Price	98.67%	99.10%	0.44%
Average Days on Market to Sale	26.06	29.80	14.34%
End of Month Inventory	178	111	-37.64%
Months Supply of Inventory	2.04	1.43	-30.23%



■ Closed (27.08%)  
■ Pending (28.52%)  
■ Other OffMarket (4.33%)  
■ Active (40.07%)

**Absorption:** Last 12 months, an Average of **78** Sales/Month  
**Active Inventory** as of March 31, 2023 = **111**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2023 decreased **37.64%** to 111 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 **1.43** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **1.78%** in March 2023 to \$202,340 versus the previous year at \$206,015.

#### Average Days on Market Lengthens

The average number of **29.80** days that homes spent on the market before selling increased by 3.74 days or **14.34%** in March 2023 compared to last year's same month at **26.06** DOM.

#### Sales Success for March 2023 is Positive

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

There were 104 New Listings in March 2023, down **0.00%** from last year at 104. Furthermore, there were 75 Closed Listings this month versus last year at 79, a **-5.06%** decrease.

Closed versus Listed trends yielded a **72.1%** ratio, down from previous year's, March 2022, at **76.0%**, a **5.06%** 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

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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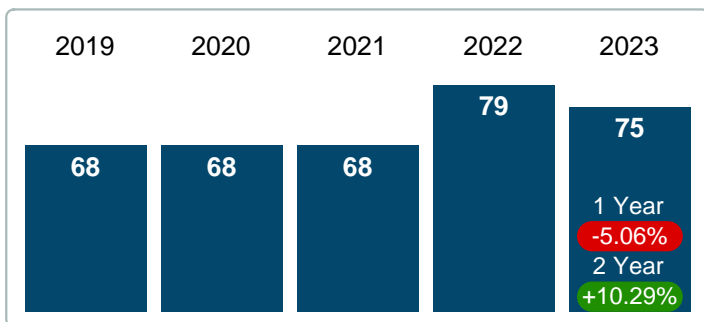
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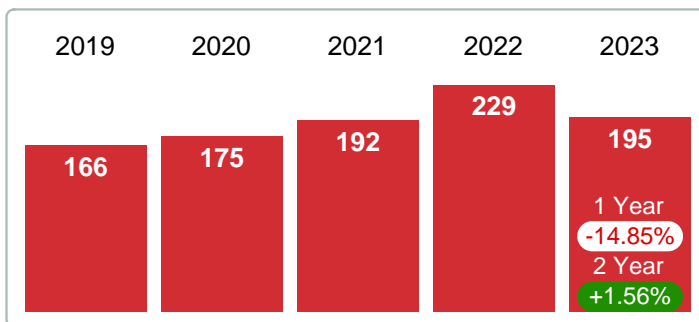
## CLOSED LISTINGS

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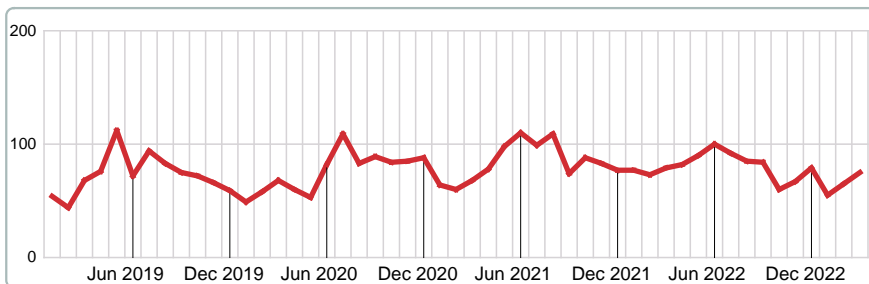
### MARCH



### YEAR TO DATE (YTD)

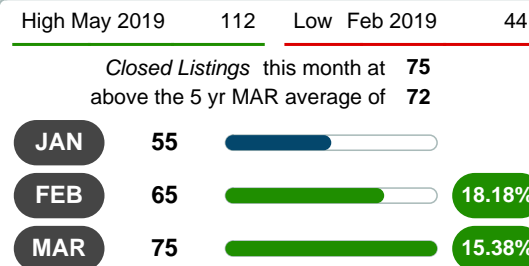


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 72



### 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	5	6.67%	6.2	5	0	0	0
\$50,001 - \$100,000	11	14.67%	26.5	5	6	0	0
\$100,001 - \$125,000	8	10.67%	16.0	1	6	1	0
\$125,001 - \$200,000	18	24.00%	26.2	3	10	2	3
\$200,001 - \$275,000	17	22.67%	32.9	0	10	5	2
\$275,001 - \$400,000	9	12.00%	28.7	0	2	6	1
\$400,001 and up	7	9.33%	71.0	0	0	3	4
<b>Total Closed Units</b>	<b>75</b>			<b>14</b>	<b>34</b>	<b>17</b>	<b>10</b>
<b>Total Closed Volume</b>	<b>15,175,482</b>	<b>100%</b>	<b>29.8</b>	<b>1.06M</b>	<b>5.63M</b>	<b>5.05M</b>	<b>3.43M</b>
<b>Average Closed Price</b>	<b>\$202,340</b>			<b>\$75,786</b>	<b>\$165,695</b>	<b>\$296,888</b>	<b>\$343,376</b>

# March 2023



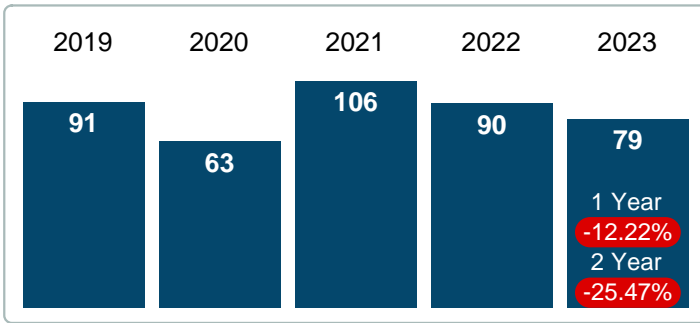
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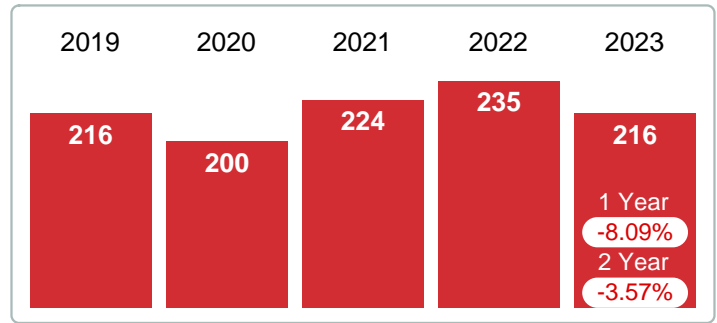
## PENDING LISTINGS

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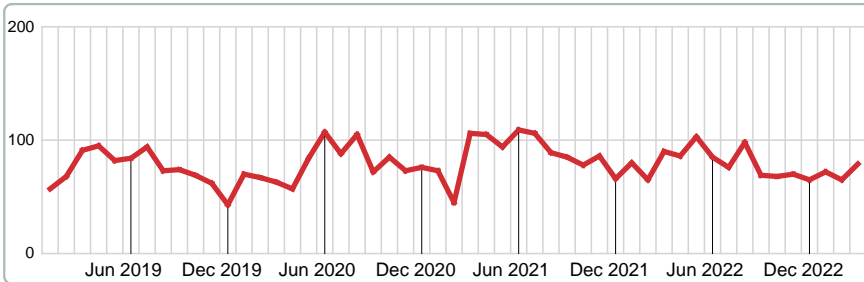
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 86

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at **79**  
below the 5 yr MAR average of **86**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	5.06%	5.0	3	0	1	0
\$30,001 - \$80,000	12	15.19%	47.1	2	10	0	0
\$80,001 - \$110,000	12	15.19%	15.0	6	4	2	0
\$110,001 - \$180,000	21	26.58%	11.8	1	16	3	1
\$180,001 - \$220,000	12	15.19%	33.1	2	7	3	0
\$220,001 - \$270,000	10	12.66%	57.8	0	5	5	0
\$270,001 and up	8	10.13%	40.3	0	1	6	1
<b>Total Pending Units</b>	<b>79</b>			<b>14</b>	<b>43</b>	<b>20</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>12,268,490</b>	<b>100%</b>	<b>3.5</b>	<b>1.26M</b>	<b>6.00M</b>	<b>4.28M</b>	<b>734.00K</b>
<b>Average Listing Price</b>	<b>\$107,240</b>			<b>\$90,307</b>	<b>\$139,421</b>	<b>\$213,754</b>	<b>\$367,000</b>

# March 2023



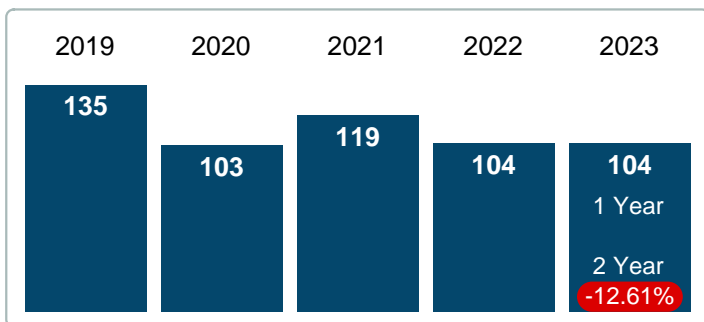
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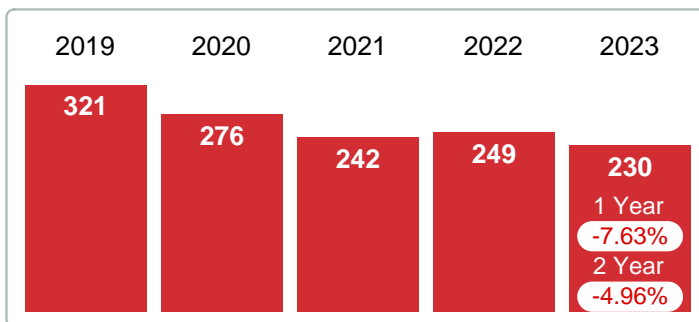
## NEW LISTINGS

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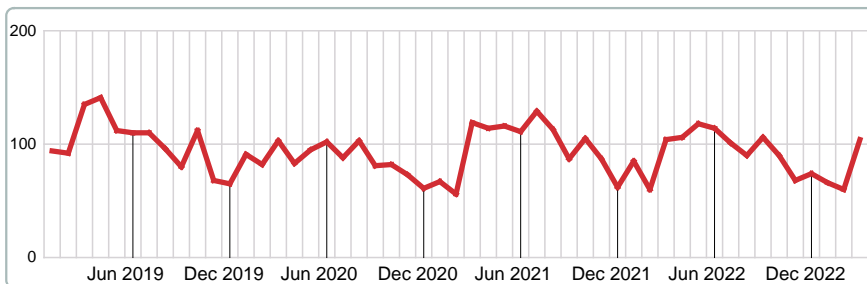
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 113

High Apr 2019 141 Low Feb 2021 56

New Listings this month at 104  
below the 5 yr MAR average of 113



### 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	10	9.62%	4	4	2	0
\$60,001 - \$90,000	10	9.62%	5	5	0	0
\$90,001 - \$140,000	18	17.31%	2	12	4	0
\$140,001 - \$250,000	27	25.96%	3	19	5	0
\$250,001 - \$310,000	15	14.42%	0	2	12	1
\$310,001 - \$420,000	13	12.50%	0	2	9	2
\$420,001 and up	11	10.58%	0	3	5	3
<b>Total New Listed Units</b>	<b>104</b>		<b>14</b>	<b>47</b>	<b>37</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>25,229,588</b>	<b>100%</b>	<b>1.22M</b>	<b>8.88M</b>	<b>12.11M</b>	<b>3.01M</b>
<b>Average New Listed Listing Price</b>	<b>\$108,063</b>		<b>\$87,479</b>	<b>\$188,954</b>	<b>\$327,288</b>	<b>\$502,400</b>

# March 2023



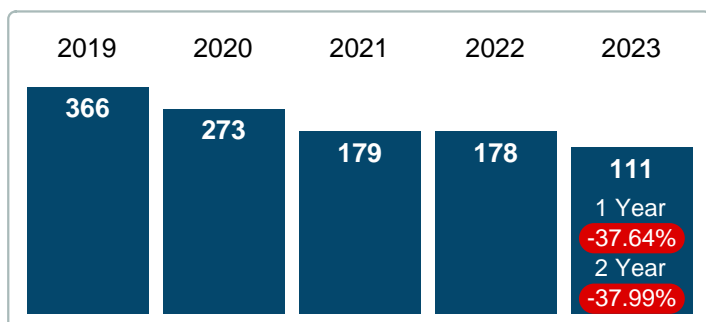
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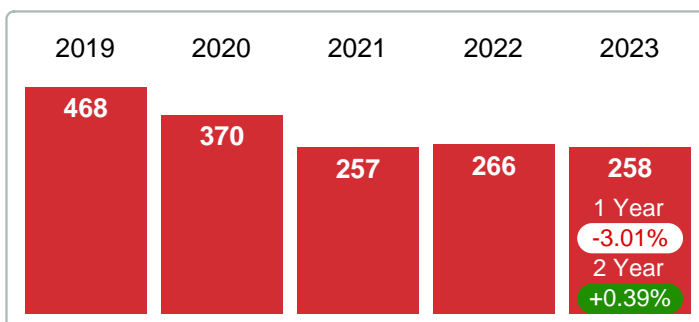
## ACTIVE INVENTORY

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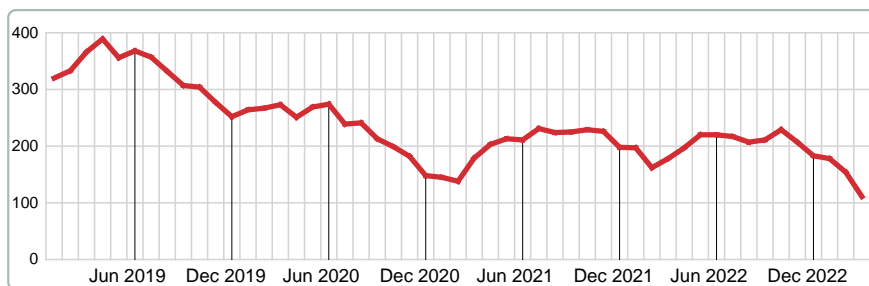
### END OF MARCH



### ACTIVE DURING MARCH

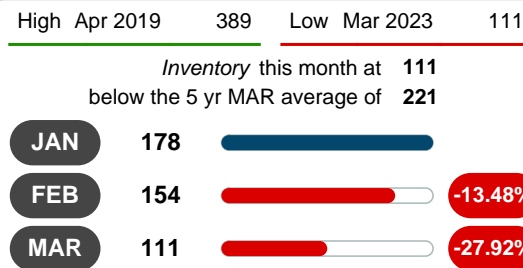


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 221



### 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	10	9.01%	80.8	3	6	1	0
\$50,001 - \$75,000	12	10.81%	81.4	5	5	2	0
\$75,001 - \$175,000	18	16.22%	52.7	4	13	1	0
\$175,001 - \$300,000	28	25.23%	33.8	2	13	12	1
\$300,001 - \$400,000	18	16.22%	36.6	0	3	13	2
\$400,001 - \$525,000	12	10.81%	75.9	1	4	5	2
\$525,001 and up	13	11.71%	46.6	0	4	5	4
<b>Total Active Inventory by Units</b>	<b>111</b>			<b>15</b>	<b>48</b>	<b>39</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>32,831,778</b>	<b>100%</b>	<b>52.8</b>	<b>1.87M</b>	<b>11.25M</b>	<b>14.42M</b>	<b>5.29M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$295,782</b>			<b>\$124,520</b>	<b>\$234,416</b>	<b>\$369,811</b>	<b>\$587,711</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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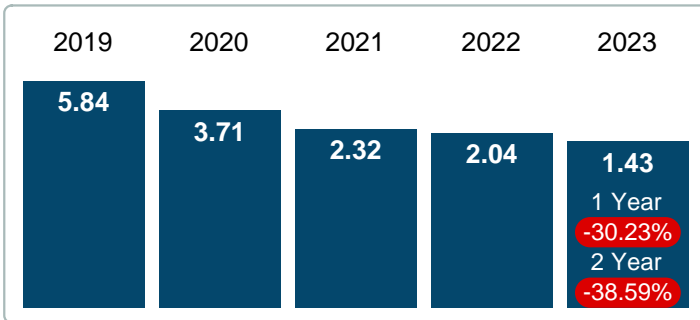
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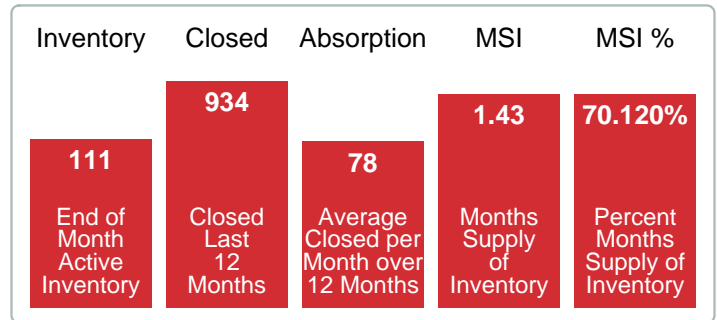
## MONTHS SUPPLY of INVENTORY (MSI)

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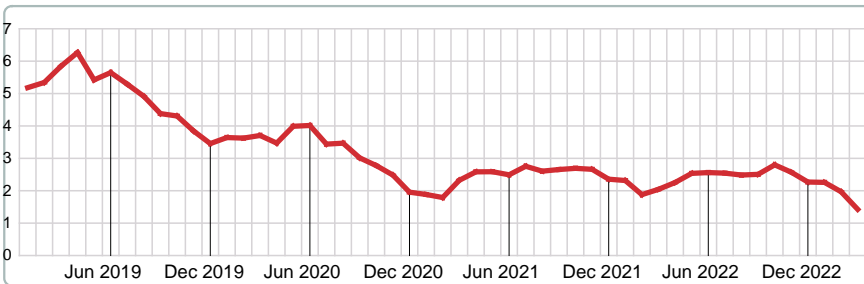
### MSI FOR MARCH



### INDICATORS FOR MARCH 2023

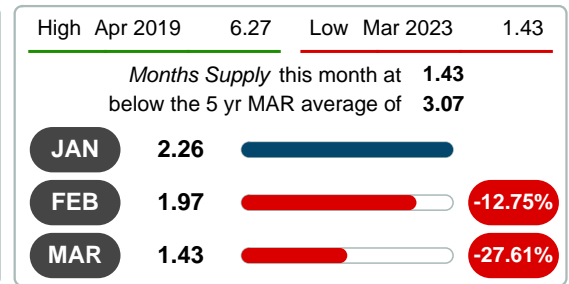


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 3.07



### 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	10	9.01%	2.50	1.80	3.00	3.00	0.00
\$50,001 - \$75,000	12	10.81%	2.03	1.82	1.71	8.00	0.00
\$75,001 - \$175,000	18	16.22%	0.60	0.66	0.64	0.32	0.00
\$175,001 - \$300,000	28	25.23%	1.05	3.43	0.98	1.03	0.86
\$300,001 - \$400,000	18	16.22%	2.70	0.00	2.00	2.79	4.80
\$400,001 - \$525,000	12	10.81%	4.24	0.00	6.86	2.61	6.00
\$525,001 and up	13	11.71%	6.78	0.00	12.00	6.00	6.00
Market Supply of Inventory (MSI)			1.43	1.33	1.17	1.71	3.18
Total Active Inventory by Units		100%	111	15	48	39	9

# March 2023



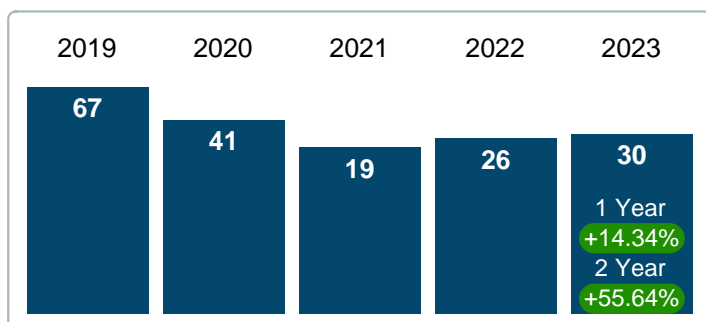
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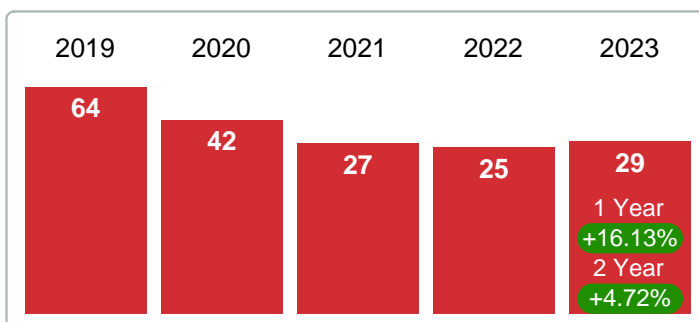
## AVERAGE DAYS ON MARKET TO SALE

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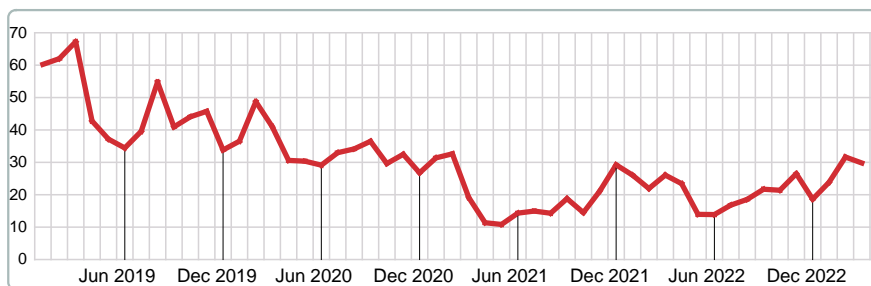
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

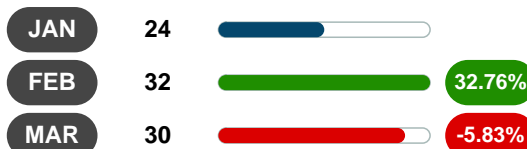


### 3 MONTHS

5 year MAR AVG = 37

High Mar 2019 67 Low May 2021 11

Average Days on Market to Sale this month at 30 below the 5 yr MAR average of 37



### 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	6.67%	6	6	0	0	0
\$50,001 - \$100,000	14.67%	26	44	12	0	0
\$100,001 - \$125,000	10.67%	16	3	11	62	0
\$125,001 - \$200,000	24.00%	26	51	11	2	67
\$200,001 - \$275,000	22.67%	33	0	30	27	62
\$275,001 - \$400,000	12.00%	29	0	3	33	56
\$400,001 and up	9.33%	71	0	0	84	61
<b>Average Closed DOM</b>		<b>30</b>	<b>29</b>	<b>16</b>	<b>38</b>	<b>62</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>30</b>	<b>14</b>	<b>34</b>	<b>17</b>	<b>10</b>
<b>Total Closed Volume</b>		<b>15,175,482</b>	<b>1.06M</b>	<b>5.63M</b>	<b>5.05M</b>	<b>3.43M</b>

# March 2023



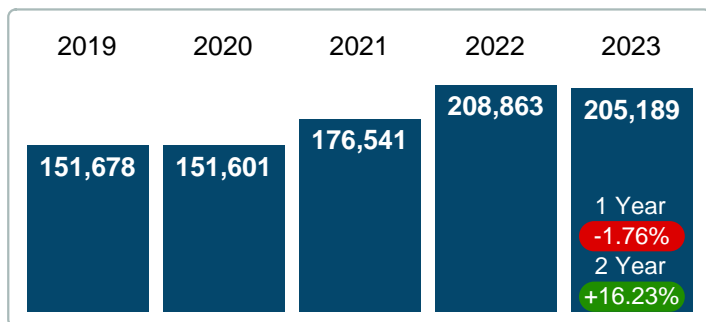
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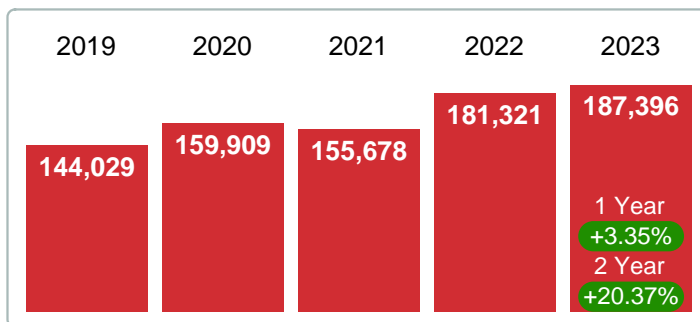
## AVERAGE LIST PRICE AT CLOSING

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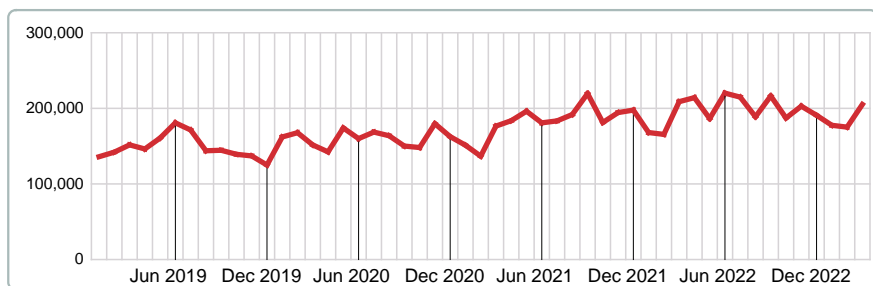
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 178,774

High Jun 2022 220,136 Low Dec 2019 125,041

Average List Price at Closing this month at **205,189**  
above the 5 yr MAR average of **178,774**

- JAN 177,605
- FEB 175,150 -1.38%
- MAR 205,189 17.15%

### 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 <span>5</span>	6.67%	35,980	35,980	0	0	0
\$50,001 - \$100,000 <span>12</span>	16.00%	77,946	79,910	76,817	0	0
\$100,001 - \$125,000 <span>7</span>	9.33%	115,129	113,000	118,833	74,900	0
\$125,001 - \$200,000 <span>20</span>	26.67%	157,955	133,300	154,720	160,000	158,300
\$200,001 - \$275,000 <span>15</span>	20.00%	240,096	0	224,729	254,878	256,130
\$275,001 - \$400,000 <span>9</span>	12.00%	329,989	0	335,500	325,733	309,000
\$400,001 and up <span>7</span>	9.33%	533,943	0	0	511,633	550,675
<b>Average List Price</b>		<b>205,189</b>	<b>78,025</b>	<b>165,864</b>	<b>303,446</b>	<b>349,886</b>
<b>Total Closed Units</b>		<b>75</b>	<b>14</b>	<b>34</b>	<b>17</b>	<b>10</b>
<b>Total Closed Volume</b>		<b>15,389,190</b>	<b>1.09M</b>	<b>5.64M</b>	<b>5.16M</b>	<b>3.50M</b>



# March 2023



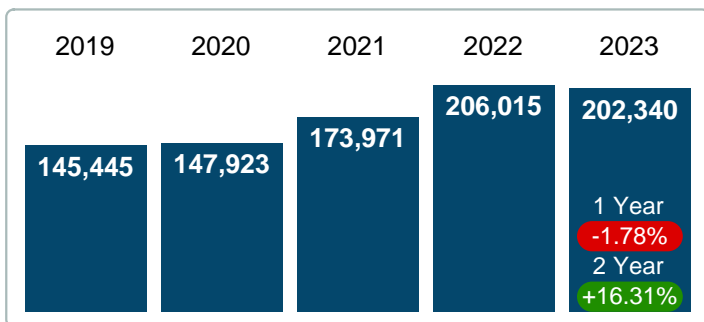
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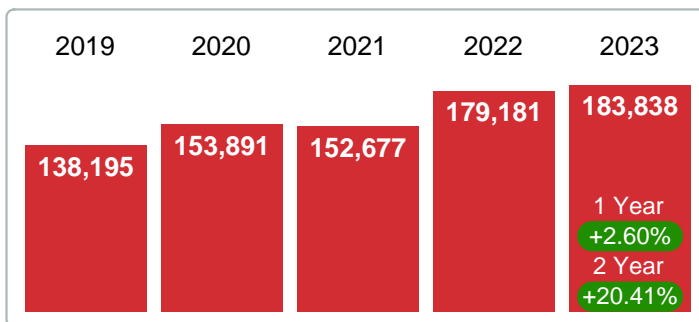
## AVERAGE SOLD PRICE AT CLOSING

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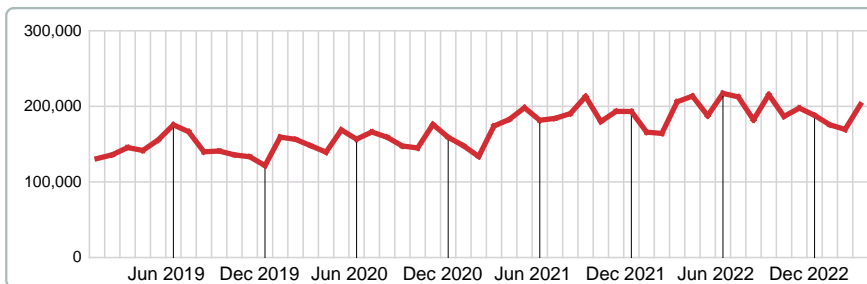
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

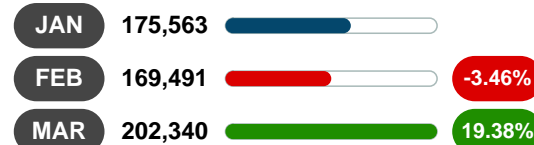


### 3 MONTHS

5 year MAR AVG = 175,139

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

Average Sold Price at Closing this month at **202,340** above the 5 yr MAR average of **175,139**



### 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	6.67%	33,000	33,000	0	0	0
\$50,001 - \$100,000	14.67%	76,545	77,100	76,083	0	0
\$100,001 - \$125,000	10.67%	114,688	113,000	115,583	111,000	0
\$125,001 - \$200,000	24.00%	152,750	132,500	156,280	170,000	149,733
\$200,001 - \$275,000	22.67%	236,045	0	226,463	245,155	261,180
\$275,001 - \$400,000	12.00%	312,168	0	328,100	311,886	282,000
\$400,001 and up	9.33%	525,600	0	0	499,667	545,050
<b>Average Sold Price</b>		<b>202,340</b>	<b>75,786</b>	<b>165,695</b>	<b>296,888</b>	<b>343,376</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>202,340</b>	<b>14</b>	<b>34</b>	<b>17</b>	<b>10</b>
<b>Total Closed Volume</b>		<b>15,175,482</b>	<b>1.06M</b>	<b>5.63M</b>	<b>5.05M</b>	<b>3.43M</b>

# March 2023



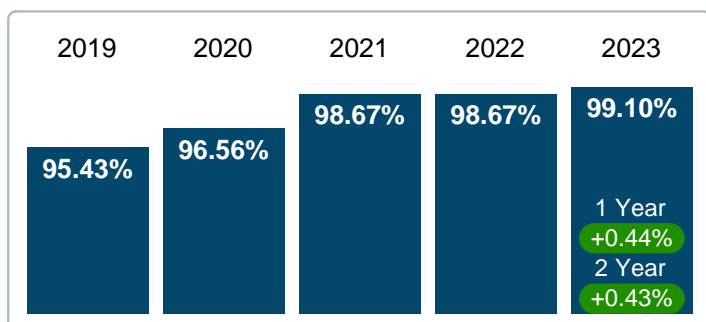
Area Delimited by County Of Washington - Residential Property Type



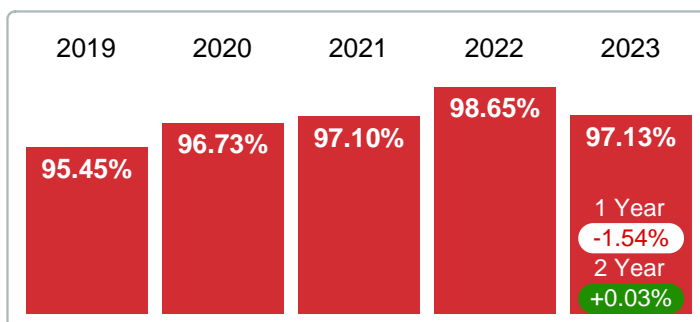
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Apr 11, 2023 for MLS Technology Inc.

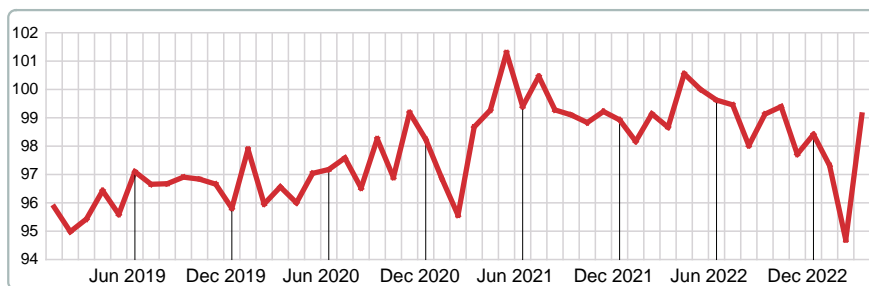
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

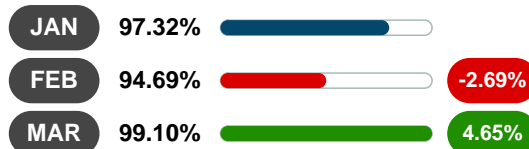


### 3 MONTHS

5 year MAR AVG = 97.69%

High May 2021 101.30% Low Feb 2023 94.69%

Average Sold/List Ratio this month at **99.10%**  
above the 5 yr MAR average of **97.69%**



### 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	5	6.67%	92.75%	92.75%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	11	14.67%	97.49%	96.35%	98.44%	0.00%	0.00%
\$100,001 - \$125,000	8	10.67%	104.37%	100.00%	97.79%	148.20%	0.00%
\$125,001 - \$200,000	18	24.00%	100.57%	99.57%	101.07%	106.67%	95.85%
\$200,001 - \$275,000	17	22.67%	99.82%	0.00%	100.94%	96.66%	102.11%
\$275,001 - \$400,000	9	12.00%	96.07%	0.00%	97.43%	96.42%	91.26%
\$400,001 and up	7	9.33%	98.54%	0.00%	0.00%	97.83%	99.07%
Average Sold/List Ratio			99.10%	96.01%	99.77%	100.99%	97.93%
Total Closed Units		100%	99.10%	14	34	17	10
Total Closed Volume				1.06M	5.63M	5.05M	3.43M

# March 2023



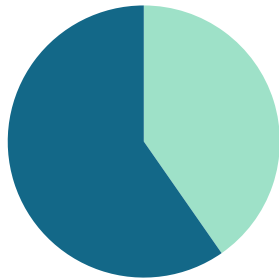
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

Report produced on Apr 11, 2023 for MLS Technology Inc.

### INVENTORY

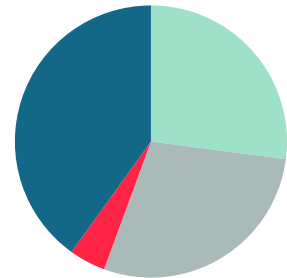


**Inventory**  
 New Listings  
**104 = 40.31%**  
 Start Inventory  
**154**  
 Total Inventory Units  
**258**  
 Volume  
**\$61,149,347**

### Market Activity

Closed Sales  
**75 = 27.08%**  
 Pending Sales  
**79 = 28.52%**  
 Other Off Market  
**12 = 4.33%**  
 Active Inventory  
**111 = 40.07%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	79	75	-5.06%	229	195	-14.85%
Pending Sales	90	79	-12.22%	235	216	-8.09%
New Listings	104	104	0.00%	249	230	-7.63%
Average List Price	208,863	205,189	-1.76%	181,321	187,396	3.35%
Average Sale Price	206,015	202,340	-1.78%	179,181	183,838	2.60%
Average Percent of Selling Price to List Price	98.67%	99.10%	0.44%	98.65%	97.13%	-1.54%
Average Days on Market to Sale	26.06	29.80	14.34%	24.74	28.73	16.13%
Monthly Inventory	178	111	-37.64%	178	111	-37.64%
Months Supply of Inventory	2.04	1.43	-30.23%	2.04	1.43	-30.23%

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

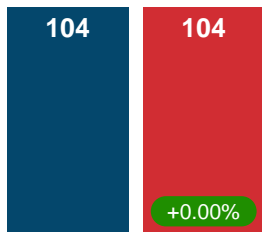
**Inventory** on March 31, 2023 = **111**

**2022** **2023**

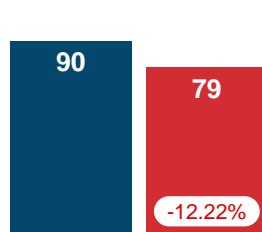
### MARCH MARKET

### AVERAGE PRICES

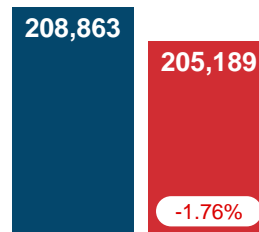
#### New Listings



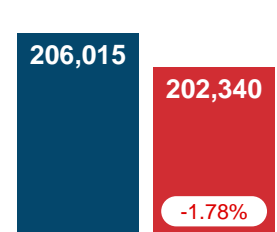
#### Pending Listings



#### List Price



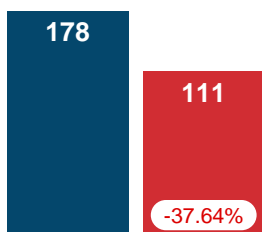
#### Sale Price



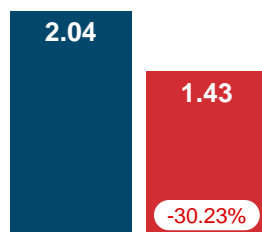
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

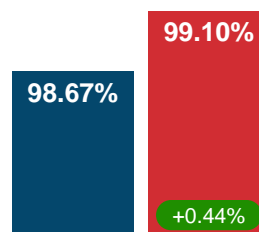
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

