

## March 2023



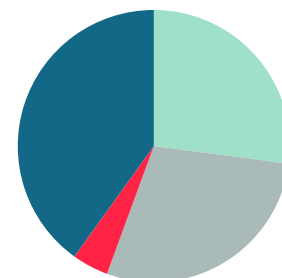
Area Delimited by County Of Washington - Residential Property Type



### 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%
Median List Price	185,000	170,000	-8.11%
Median Sale Price	182,000	170,000	-6.59%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	11.00	7.00	-36.36%
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.

##### 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 **6.59%** in March 2023 to \$170,000 versus the previous year at \$182,000.

##### Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 4.00 days or **36.36%** in March 2023 compared to last year's same month at **11.00** DOM.

##### Sales Success for March 2023 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# March 2023



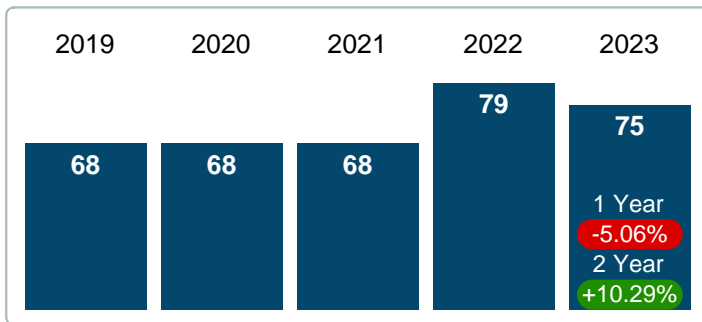
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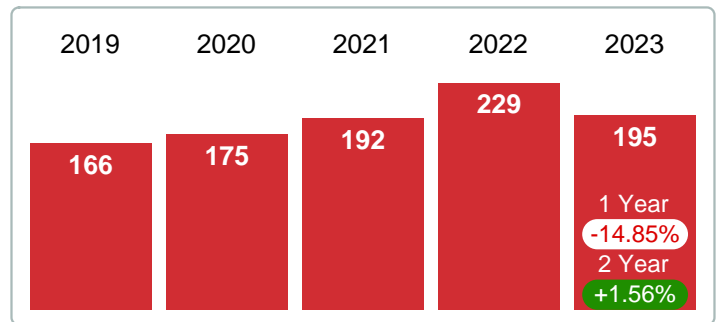
## CLOSED LISTINGS

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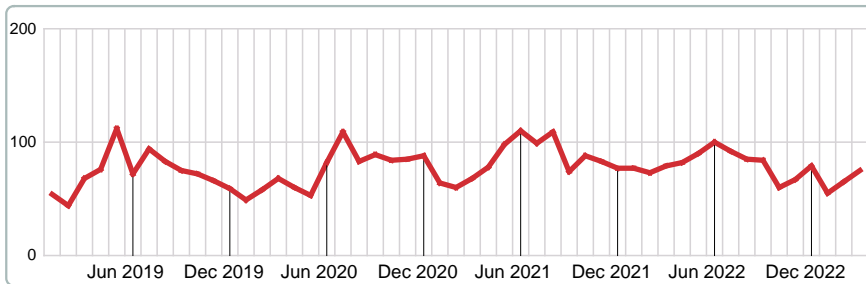
### MARCH



### YEAR TO DATE (YTD)

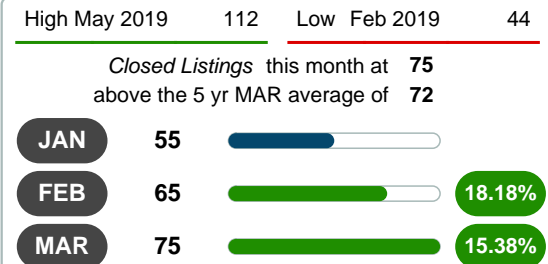


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 72



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	6.67%	7.0	5	0	0	0
\$50,001 - \$100,000	11	14.67%	21.0	5	6	0	0
\$100,001 - \$125,000	8	10.67%	3.0	1	6	1	0
\$125,001 - \$200,000	18	24.00%	5.0	3	10	2	3
\$200,001 - \$275,000	17	22.67%	26.0	0	10	5	2
\$275,001 - \$400,000	9	12.00%	5.0	0	2	6	1
\$400,001 and up	7	9.33%	13.0	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>7.0</b>	<b>1.06M</b>	<b>5.63M</b>	<b>5.05M</b>	<b>3.43M</b>
<b>Median Closed Price</b>	<b>\$170,000</b>			<b>\$75,250</b>	<b>\$153,500</b>	<b>\$275,316</b>	<b>\$277,180</b>

# March 2023



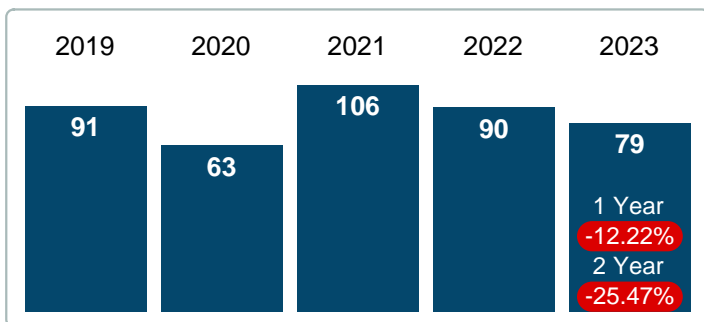
Area Delimited by County Of Washington - Residential Property Type



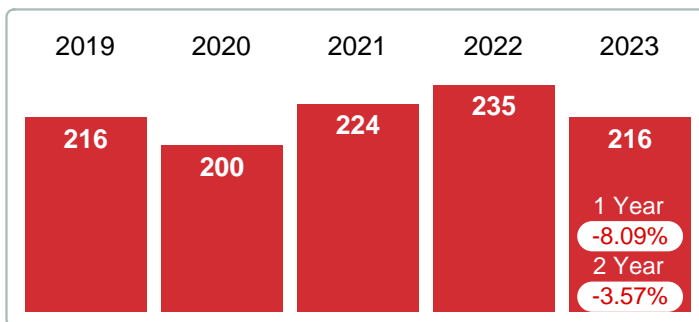
## PENDING LISTINGS

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

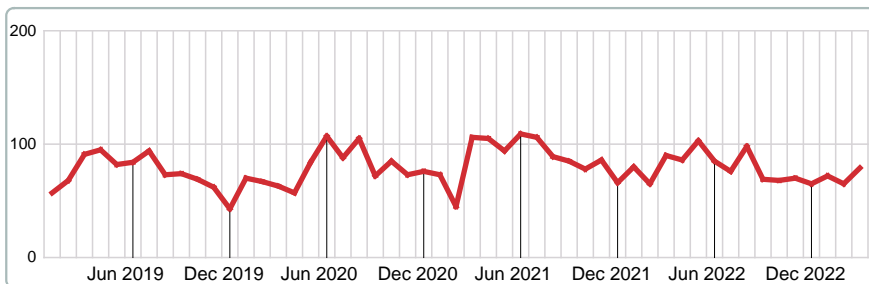
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

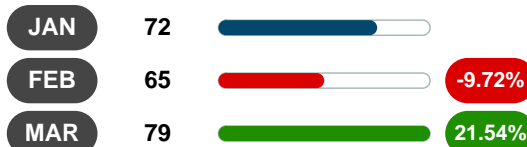


### 3 MONTHS

5 year MAR AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	5.06%	1.0	3	0	1	0
\$30,001 - \$80,000	12	15.19%	18.0	2	10	0	0
\$80,001 - \$110,000	12	15.19%	17.0	6	4	2	0
\$110,001 - \$180,000	21	26.58%	5.0	1	16	3	1
\$180,001 - \$220,000	12	15.19%	11.5	2	7	3	0
\$220,001 - \$270,000	10	12.66%	58.5	0	5	5	0
\$270,001 and up	8	10.13%	9.0	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>11.0</b>	<b>1.26M</b>	<b>6.00M</b>	<b>4.28M</b>	<b>734.00K</b>
<b>Median Listing Price</b>	<b>\$135,000</b>			<b>\$85,950</b>	<b>\$134,500</b>	<b>\$225,000</b>	<b>\$367,000</b>

# March 2023



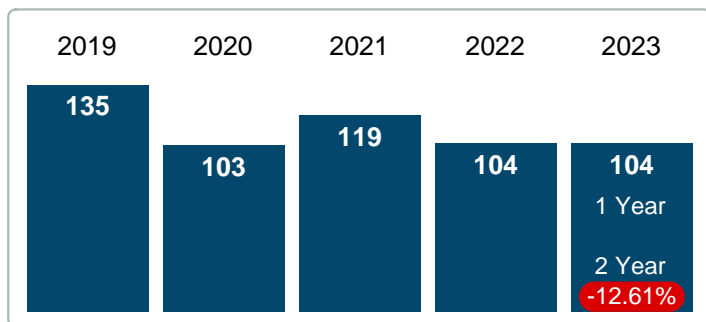
Area Delimited by County Of Washington - Residential Property Type



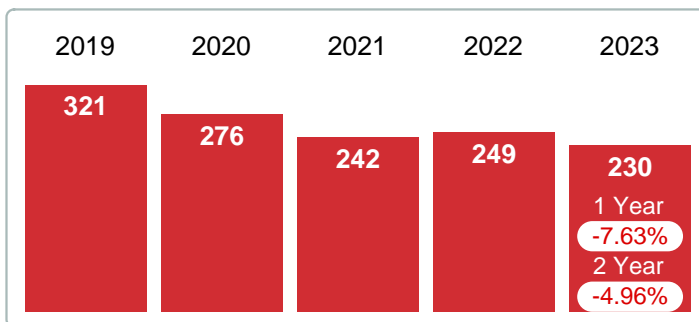
## NEW LISTINGS

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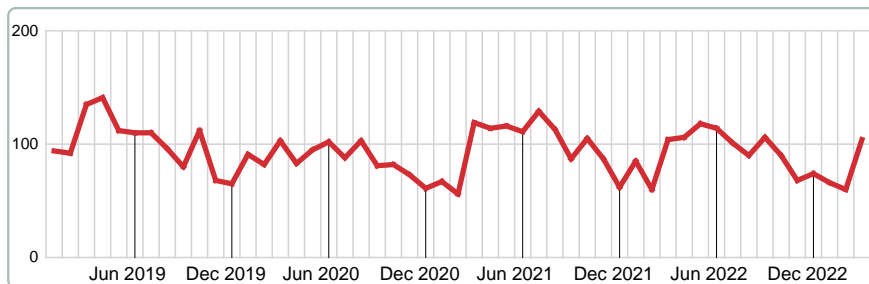
### MARCH



### YEAR TO DATE (YTD)

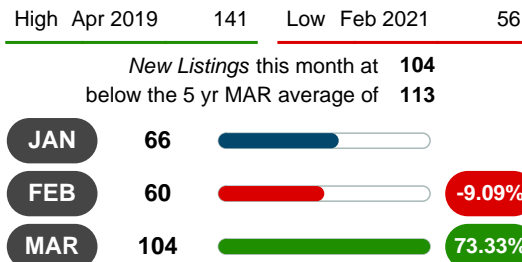


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 113



### 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	8	7.69%	3	4	1	0
\$50,001 - \$75,000	9	8.65%	5	3	1	0
\$75,001 - \$125,000	17	16.35%	3	11	3	0
\$125,001 - \$250,000	31	29.81%	3	22	6	0
\$250,001 - \$300,000	13	12.50%	0	2	10	1
\$300,001 - \$425,000	16	15.38%	0	2	12	2
\$425,001 and up	10	9.62%	0	3	4	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>Median New Listed Listing Price</b>	<b>\$195,250</b>		<b>\$75,000</b>	<b>\$149,900</b>	<b>\$297,490</b>	<b>\$462,700</b>

# March 2023



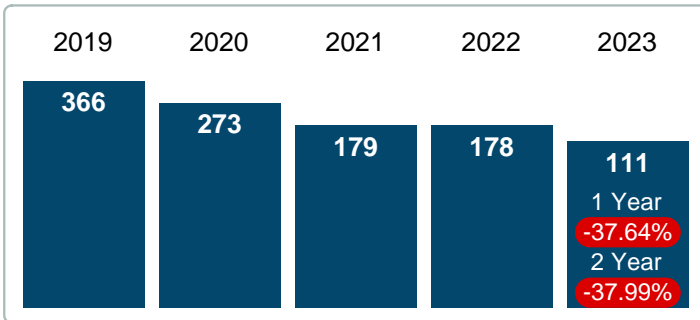
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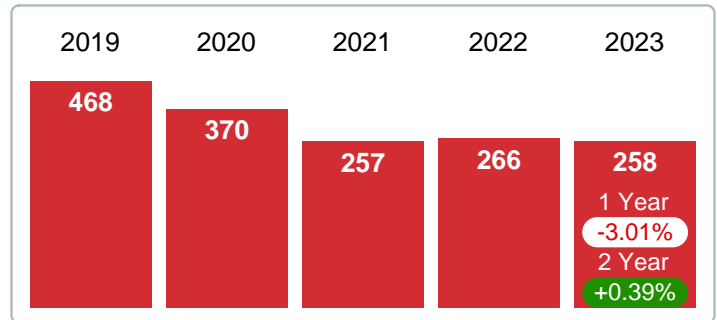
## ACTIVE INVENTORY

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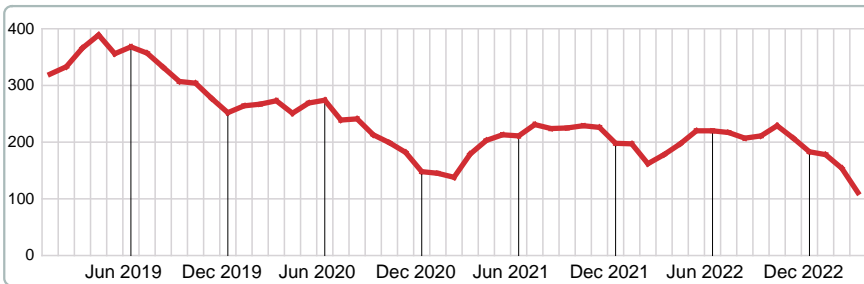
### END OF MARCH



### ACTIVE DURING MARCH

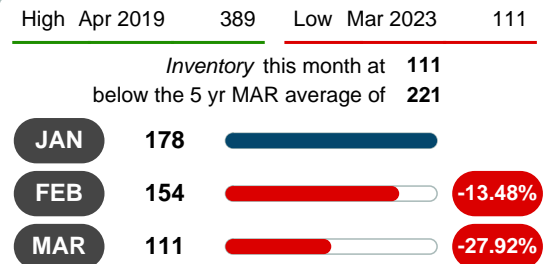


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 221



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	9.01%	102.0	3	6	1	0
\$50,001 - \$75,000	12	10.81%	26.0	5	5	2	0
\$75,001 - \$175,000	18	16.22%	22.5	4	13	1	0
\$175,001 - \$300,000	28	25.23%	23.5	2	13	12	1
\$300,001 - \$400,000	18	16.22%	17.0	0	3	13	2
\$400,001 - \$525,000	12	10.81%	58.5	1	4	5	2
\$525,001 and up	13	11.71%	25.0	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>26.0</b>	<b>1.87M</b>	<b>11.25M</b>	<b>14.42M</b>	<b>5.29M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$256,000</b>			<b>\$75,000</b>	<b>\$182,500</b>	<b>\$330,000</b>	<b>\$489,000</b>

# March 2023



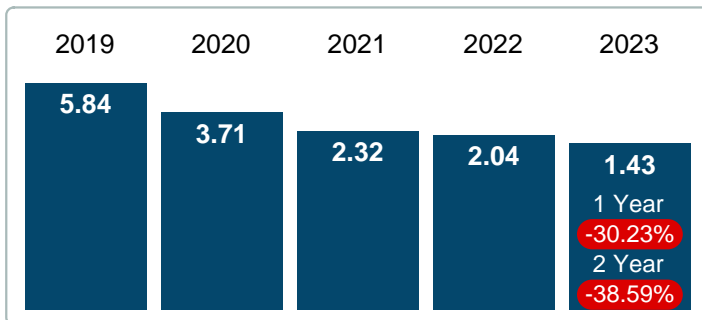
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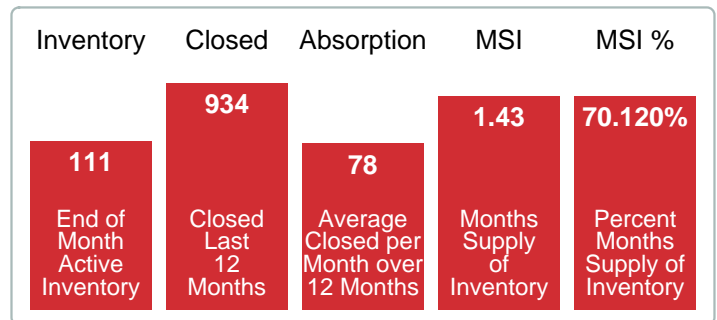
## MONTHS SUPPLY of INVENTORY (MSI)

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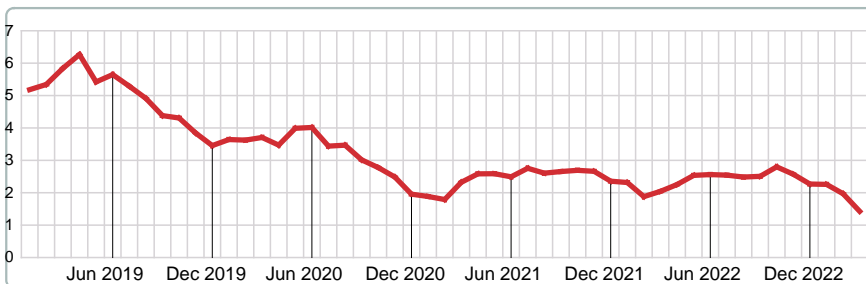
### MSI FOR MARCH



### INDICATORS FOR MARCH 2023

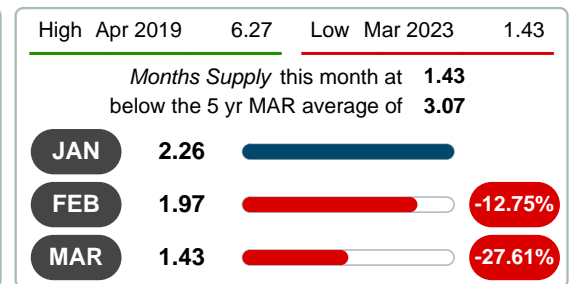


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



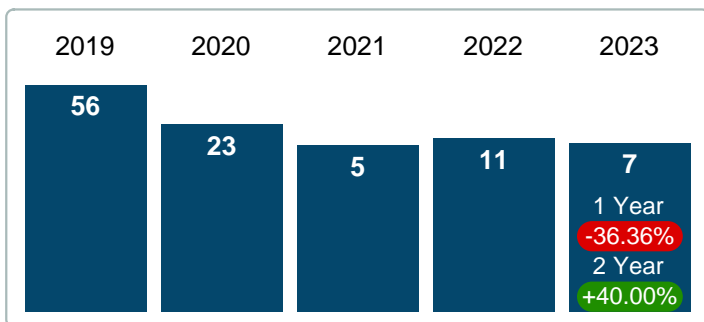
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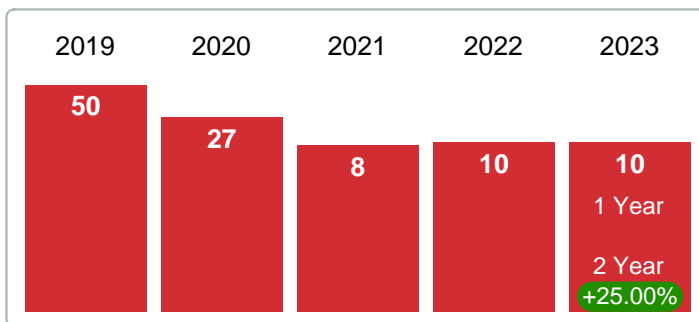
## MEDIAN DAYS ON MARKET TO SALE

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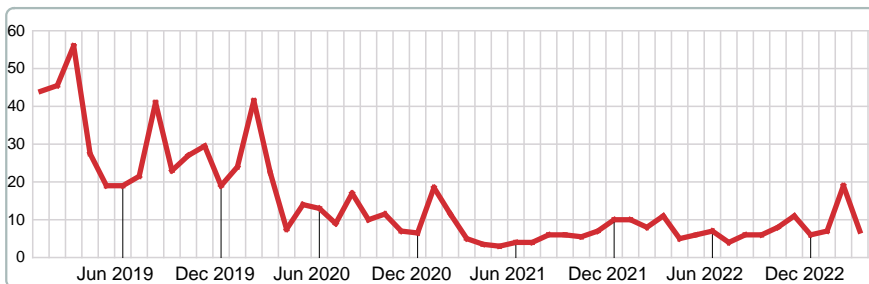
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 20

High Mar 2019: 56 | Low May 2021: 3

Median Days on Market to Sale this month at 7 below the 5 yr MAR average of 20

Month	Median Days	Change (%)
JAN	7	-
FEB	19	+171.43%
MAR	7	-63.16%

### 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	6.67%	7	7	0	0	0
\$50,001 - \$100,000	14.67%	21	23	7	0	0
\$100,001 - \$125,000	10.67%	3	3	3	62	0
\$125,001 - \$200,000	24.00%	5	12	4	2	35
\$200,001 - \$275,000	22.67%	26	0	7	26	62
\$275,001 - \$400,000	12.00%	5	0	3	26	56
\$400,001 and up	9.33%	13	0	0	3	32
<b>Median Closed DOM</b>		<b>7</b>	<b>10</b>	<b>4</b>	<b>22</b>	<b>44</b>
<b>Total Closed Units</b>	<b>100%</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>1.06M</b>	<b>5.63M</b>	<b>5.05M</b>	<b>3.43M</b>

# March 2023



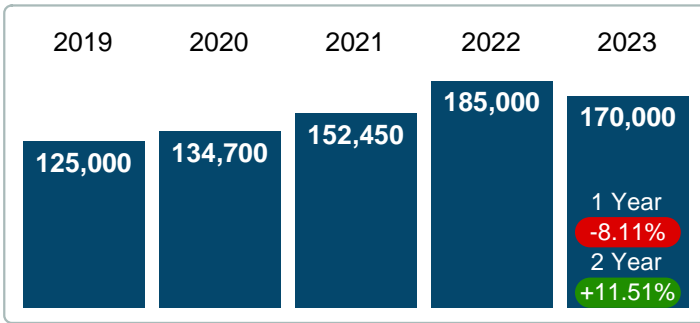
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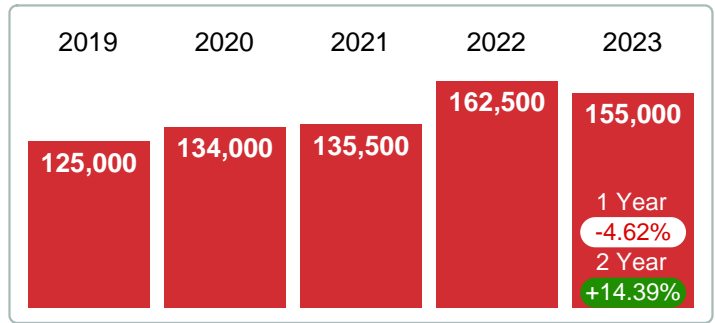
## MEDIAN LIST PRICE AT CLOSING

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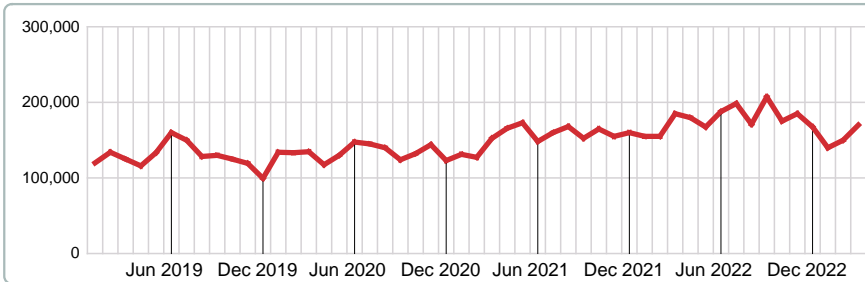
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

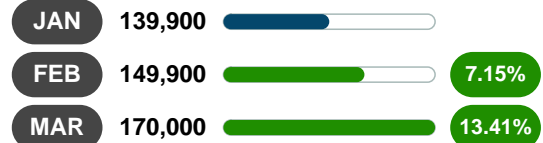


### 3 MONTHS

5 year MAR AVG = 153,430

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

Median List Price at Closing this month at 170,000 above the 5 yr MAR average of 153,430



### 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	6.67%	32,000	32,000	0	0	0
\$50,001 - \$100,000	16.00%	75,000	82,000	74,000	74,900	0
\$100,001 - \$125,000	9.33%	115,000	119,000	112,500	0	119,900
\$125,001 - \$200,000	26.67%	152,500	137,450	145,000	170,000	177,500
\$200,001 - \$275,000	20.00%	239,900	0	222,390	259,250	256,130
\$275,001 - \$400,000	12.00%	309,900	0	335,500	317,450	309,000
\$400,001 and up	9.33%	529,900	0	0	495,000	543,450
<b>Median List Price</b>		<b>170,000</b>	<b>78,500</b>	<b>150,000</b>	<b>295,000</b>	<b>290,680</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



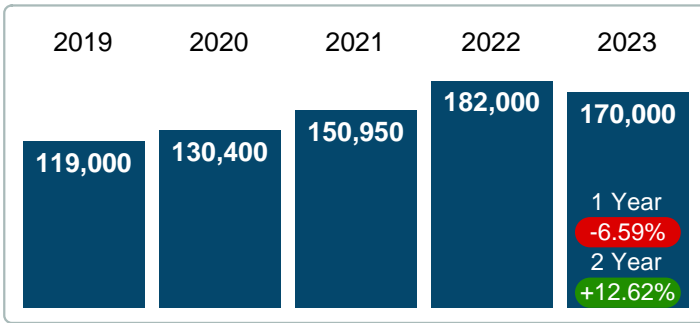
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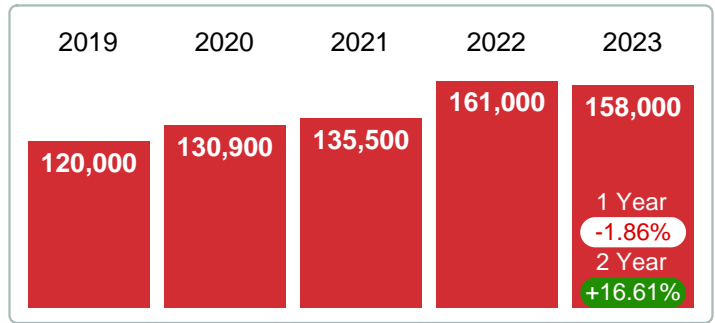
## MEDIAN SOLD PRICE AT CLOSING

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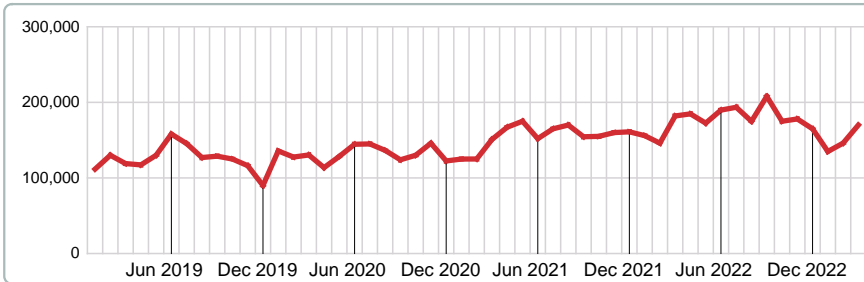
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

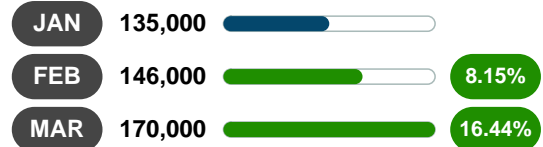


### 3 MONTHS

5 year MAR AVG = 150,470

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

Median Sold Price at Closing this month at **170,000**  
above the 5 yr MAR average of **150,470**



### 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	6.67%	27,000	27,000	0	0	0
\$50,001 - \$100,000	14.67%	73,000	78,500	72,000	0	0
\$100,001 - \$125,000	10.67%	112,000	113,000	115,000	111,000	0
\$125,001 - \$200,000	24.00%	142,500	130,000	153,500	170,000	140,000
\$200,001 - \$275,000	22.67%	235,000	0	219,500	249,500	261,180
\$275,001 - \$400,000	12.00%	290,000	0	328,100	292,500	282,000
\$400,001 and up	9.33%	540,400	0	0	440,000	545,700
<b>Median Sold Price</b>		<b>170,000</b>	<b>75,250</b>	<b>153,500</b>	<b>275,316</b>	<b>277,180</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>15,175,482</b>	<b>1.06M</b>	<b>5.63M</b>	<b>5.05M</b>	<b>3.43M</b>

# March 2023



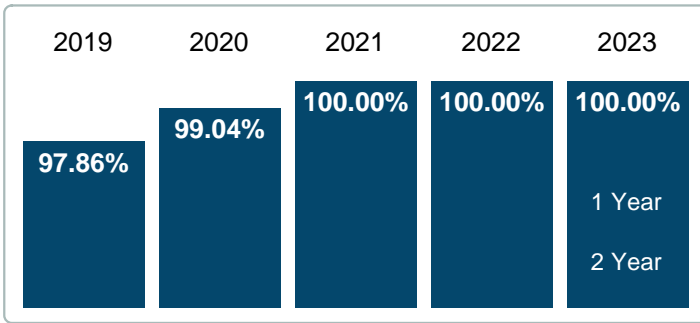
Area Delimited by County Of Washington - Residential Property Type



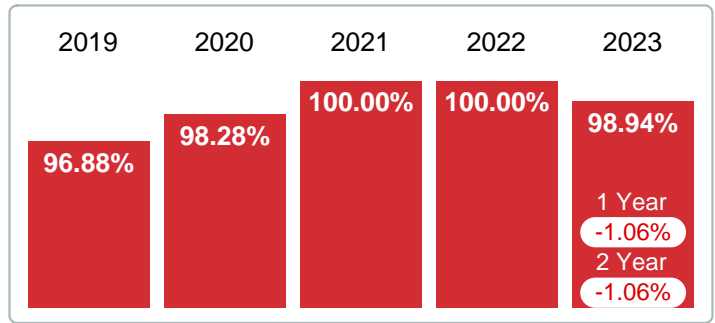
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

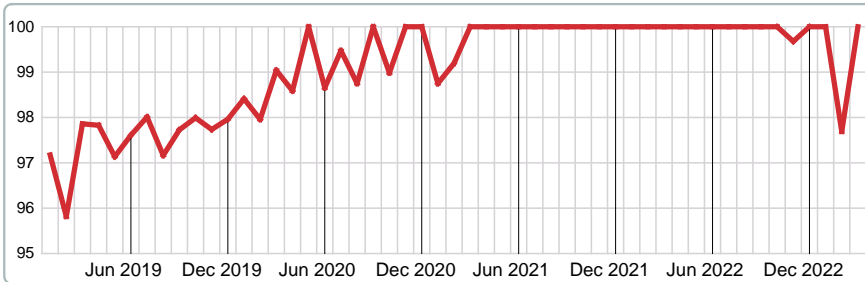
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

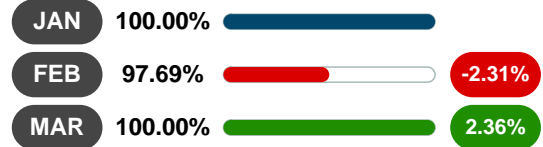


### 3 MONTHS

5 year MAR AVG = 99.38%

High Mar 2023 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAR average of **99.38%**



## 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	5	6.67%	100.00%	100.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	11	14.67%	97.26%	96.00%	97.30%	0.00%	0.00%
\$100,001 - \$125,000	8	10.67%	100.00%	100.00%	100.00%	148.20%	0.00%
\$125,001 - \$200,000	18	24.00%	100.00%	98.15%	100.19%	106.67%	92.31%
\$200,001 - \$275,000	17	22.67%	100.00%	0.00%	100.00%	96.33%	102.11%
\$275,001 - \$400,000	9	12.00%	96.95%	0.00%	97.43%	98.47%	91.26%
\$400,001 and up	7	9.33%	100.00%	0.00%	0.00%	100.02%	99.46%
Median Sold/List Ratio		100.00%		98.69%	100.00%	100.00%	99.46%
Total Closed Units		75	100%	14	34	17	10
Total Closed Volume		15,175,482		1.06M	5.63M	5.05M	3.43M

# March 2023



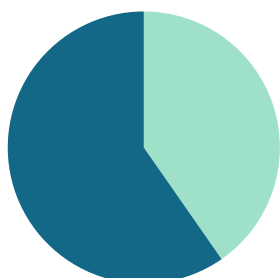
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

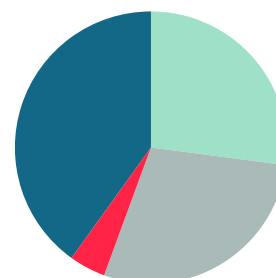


**Inventory**  
 New Listings  
**104 = 40.31%**  
 Start Inventory  
**154**  
 Total Inventory Units  
**258**  
 Volume  
**\$61,149,347**

### 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%
Median List Price	185,000	170,000	-8.11%	162,500	155,000	-4.62%
Median Sale Price	182,000	170,000	-6.59%	161,000	158,000	-1.86%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	98.94%	-1.06%
Median Days on Market to Sale	11.00	7.00	-36.36%	10.00	10.00	0.00%
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

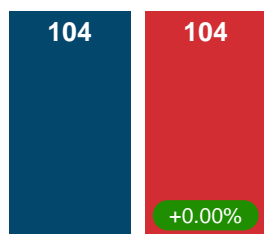
**Inventory** on March 31, 2023 = **111**

**2022** **2023**

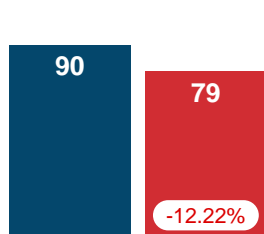
### MARCH MARKET

### MEDIAN PRICES

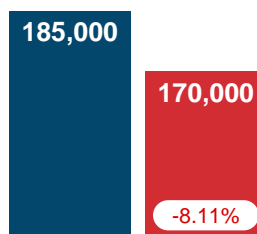
#### New Listings



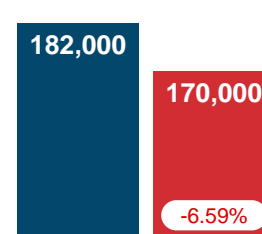
#### Pending Listings



#### List Price



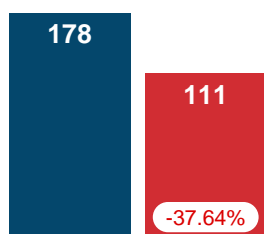
#### Sale Price



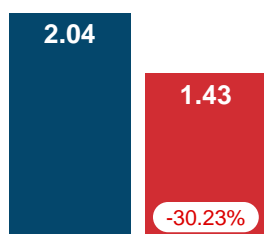
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

