

April 2023



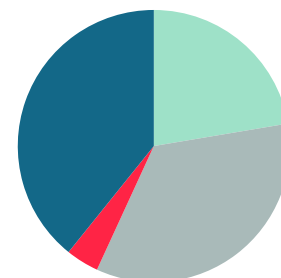
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2022	April 2023	+/-%
Closed Listings	82	57	-30.49%
Pending Listings	86	88	2.33%
New Listings	106	91	-14.15%
Average List Price	214,172	169,919	-20.66%
Average Sale Price	213,528	175,585	-17.77%
Average Percent of Selling Price to List Price	100.55%	105.53%	4.95%
Average Days on Market to Sale	23.41	19.40	-17.13%
End of Month Inventory	101	100	-0.99%
Months Supply of Inventory	1.16	1.32	14.13%



■ Closed (22.35%)
■ Pending (34.51%)
■ Other OffMarket (3.92%)
■ Active (39.22%)

Absorption: Last 12 months, an Average of **76** Sales/Month
Active Inventory as of April 30, 2023 = **100**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2023 decreased **0.99%** to 100 existing homes available for sale. Over the last 12 months this area has had an average of 76 closed sales per month. This represents an unsold inventory index of **1.32** 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 **17.77%** in April 2023 to \$175,585 versus the previous year at \$213,528.

Average Days on Market Shortens

The average number of **19.40** days that homes spent on the market before selling decreased by 4.01 days or **17.13%** in April 2023 compared to last year's same month at **23.41** DOM.

Sales Success for April 2023 is Positive

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

There were 91 New Listings in April 2023, down **14.15%** from last year at 106. Furthermore, there were 57 Closed Listings this month versus last year at 82, a **-30.49%** decrease.

Closed versus Listed trends yielded a **62.6%** ratio, down from previous year's, April 2022, at **77.4%**, a **19.03%** 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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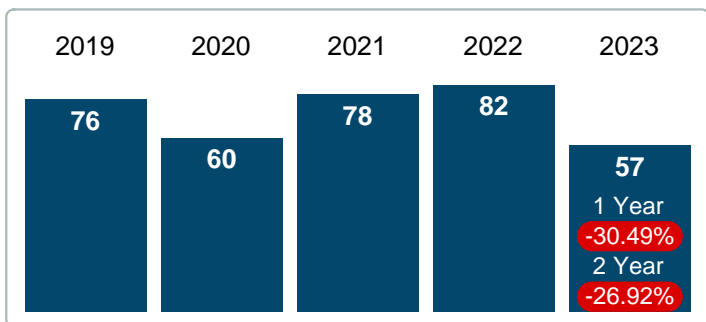
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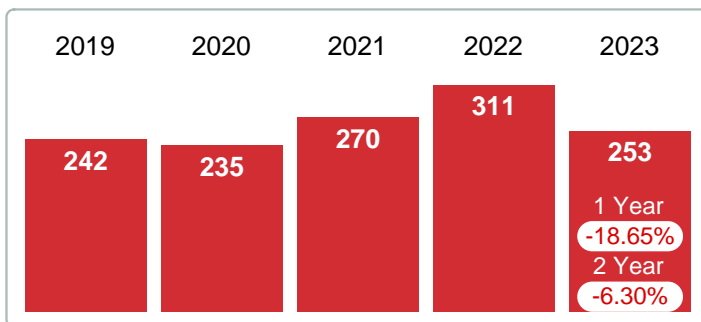
CLOSED LISTINGS

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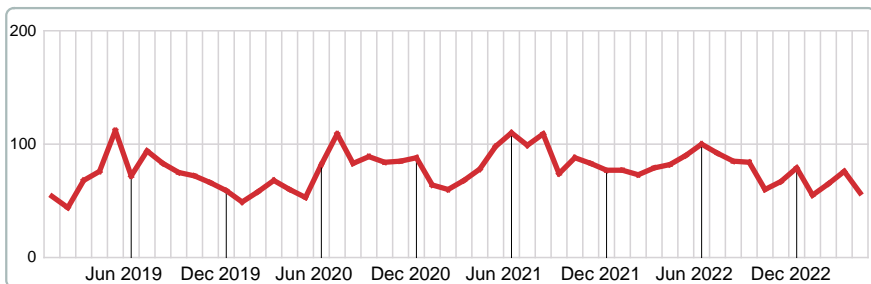
APRIL



YEAR TO DATE (YTD)

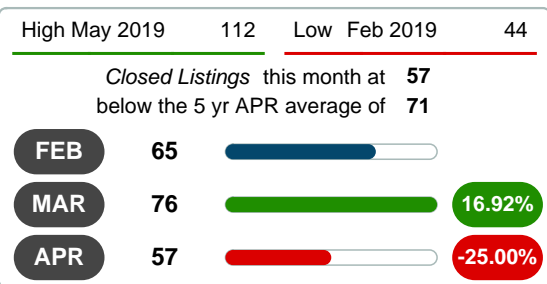


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 71



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	4	7.02%	22.8	2	2	0	0
\$50,001 - \$75,000	4	7.02%	34.8	2	2	0	0
\$75,001 - \$125,000	13	22.81%	14.2	6	6	1	0
\$125,001 - \$175,000	11	19.30%	8.6	2	8	1	0
\$175,001 - \$225,000	11	19.30%	18.0	1	7	3	0
\$225,001 - \$300,000	8	14.04%	26.5	0	4	4	0
\$300,001 and up	6	10.53%	31.0	0	3	3	0
Total Closed Units	57			13	32	12	0
Total Closed Volume	10,008,346	100%	19.4	1.22M	5.75M	3.04M	0.00B
Average Closed Price	\$175,585			\$93,831	\$179,566	\$253,537	\$0

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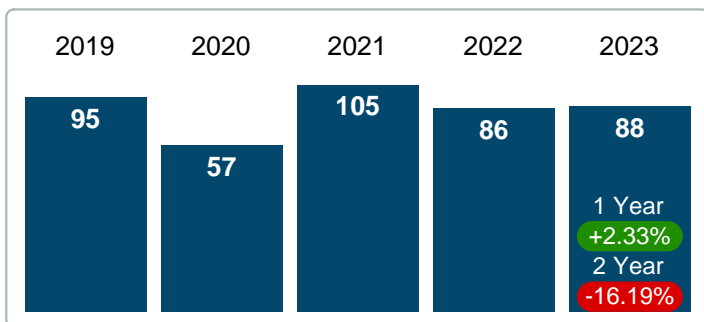
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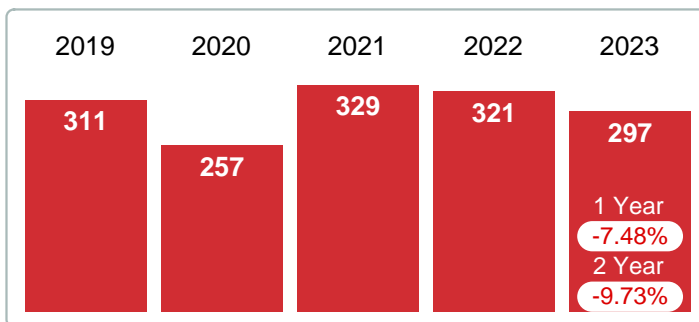
PENDING LISTINGS

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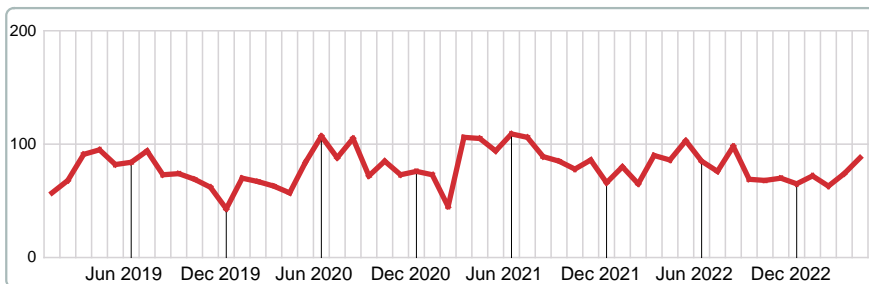
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

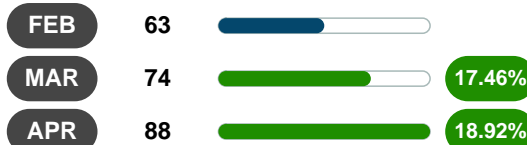


3 MONTHS

5 year APR AVG = 86

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at **88**
above the 5 yr APR 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
\$75,000 and less	8	9.09%	30.8	5	3	0	0
\$75,001 - \$100,000	9	10.23%	35.2	4	5	0	0
\$100,001 - \$150,000	13	14.77%	26.3	2	10	1	0
\$150,001 - \$225,000	23	26.14%	15.5	3	16	4	0
\$225,001 - \$275,000	8	9.09%	54.1	0	3	4	1
\$275,001 - \$425,000	19	21.59%	13.2	0	6	12	1
\$425,001 and up	8	9.09%	18.8	0	1	5	2
Total Pending Units	88			14	44	26	4
Total Pending Volume	20,146,733	100%	22.5	1.49M	7.94M	8.84M	1.88M
Average Listing Price	\$232,460			\$106,314	\$180,381	\$339,968	\$470,600

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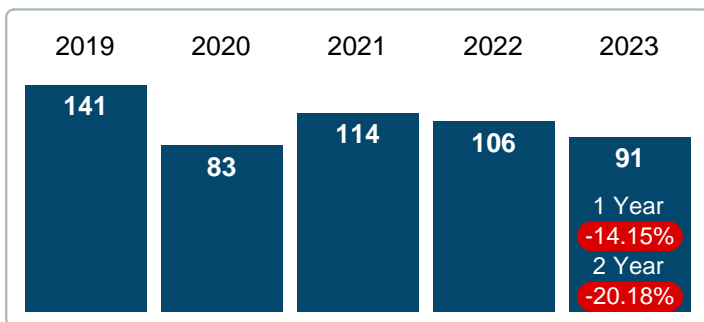
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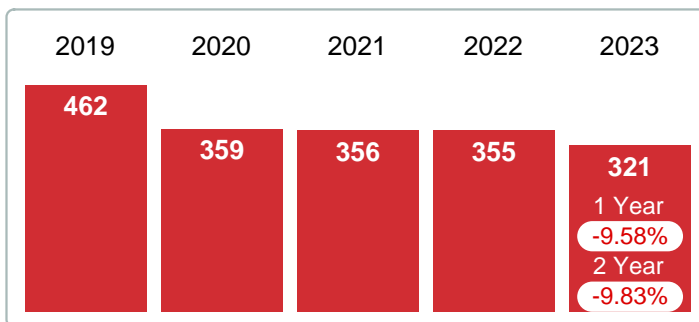
NEW LISTINGS

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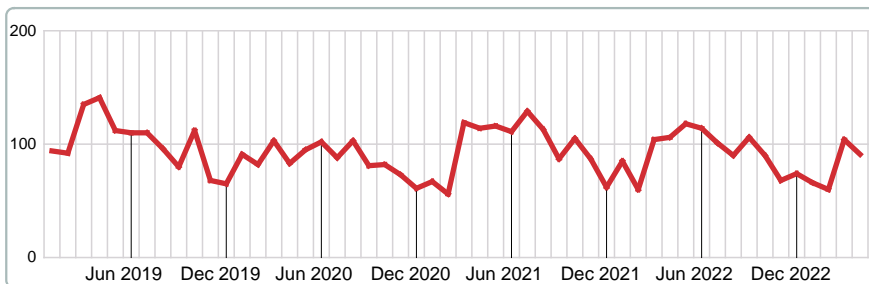
APRIL



YEAR TO DATE (YTD)

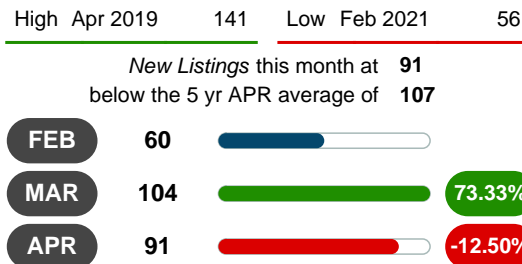


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 107



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	5.49%	3	2	0	0
\$75,001 - \$125,000	12	13.19%	6	6	0	0
\$125,001 - \$175,000	15	16.48%	2	10	3	0
\$175,001 - \$275,000	18	19.78%	1	15	2	0
\$275,001 - \$300,000	15	16.48%	0	5	10	0
\$300,001 - \$375,000	13	14.29%	0	2	10	1
\$375,001 and up	13	14.29%	0	4	8	1
Total New Listed Units	91		12	44	33	2
Total New Listed Volume	22,553,958	100%	1.24M	9.39M	11.15M	770.00K
Average New Listed Listing Price	\$229,078		\$103,692	\$213,320	\$337,987	\$385,000

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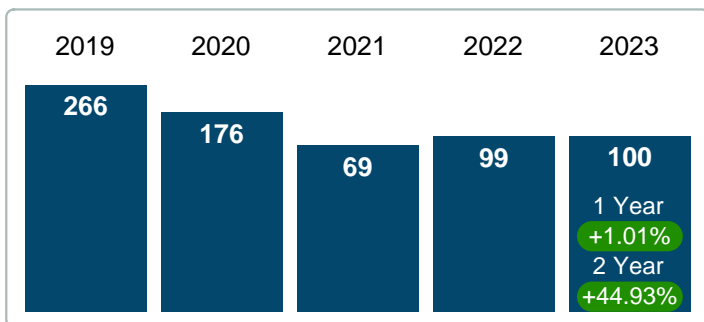
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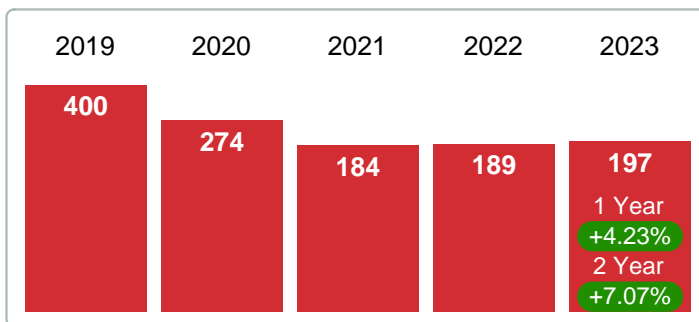
ACTIVE INVENTORY

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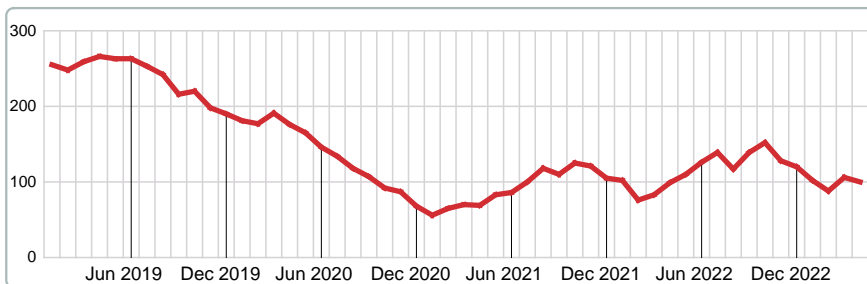
END OF APRIL



ACTIVE DURING APRIL

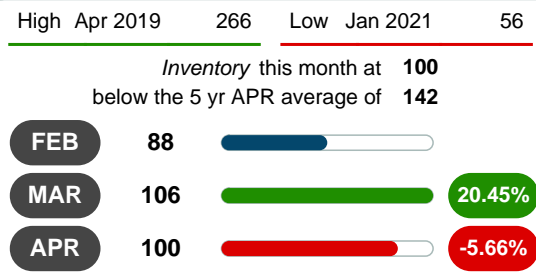


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 142



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	13	13.00%	82.9	5	7	1	0
\$50,001 - \$125,000	7	7.00%	38.3	3	2	2	0
\$125,001 - \$225,000	16	16.00%	36.8	3	12	1	0
\$225,001 - \$300,000	17	17.00%	32.0	1	4	11	1
\$300,001 - \$375,000	19	19.00%	31.3	0	3	15	1
\$375,001 - \$525,000	17	17.00%	80.8	1	6	7	3
\$525,001 and up	11	11.00%	76.5	0	3	6	2
Total Active Inventory by Units	100			13	37	43	7
Total Active Inventory by Volume	31,126,372	100%	52.9	1.69M	9.85M	15.51M	4.07M
Average Active Inventory Listing Price	\$311,264			\$129,900	\$266,321	\$360,695	\$581,986

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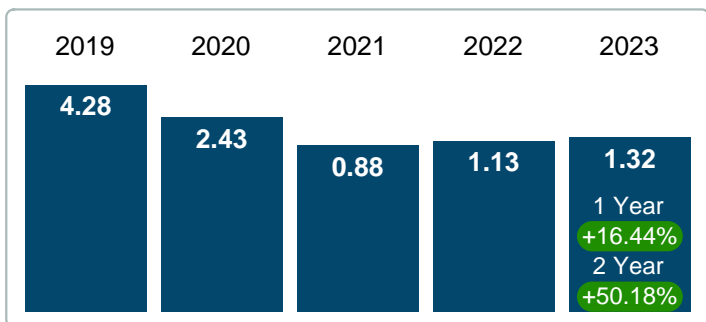
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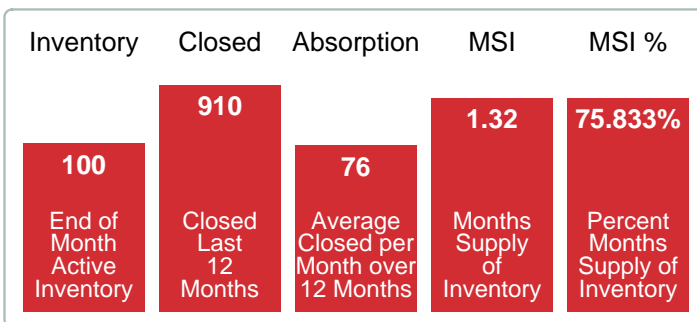
MONTHS SUPPLY of INVENTORY (MSI)

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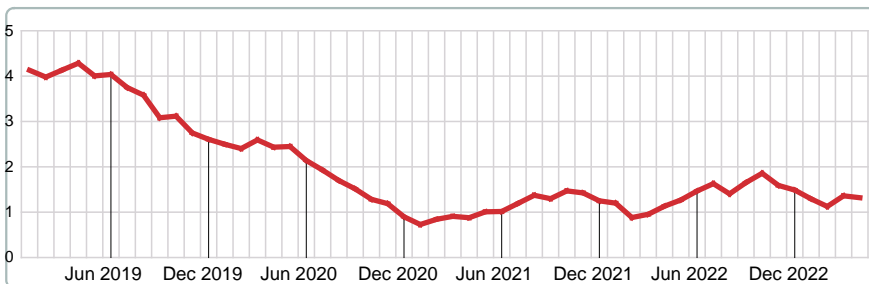
MSI FOR APRIL



INDICATORS FOR APRIL 2023

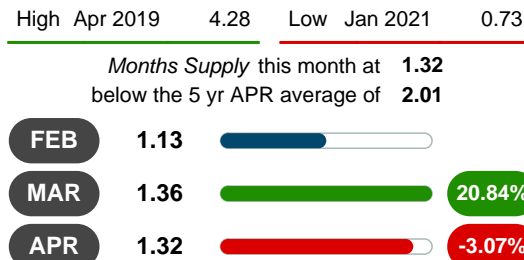


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 2.01



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	13	13.00%	3.18	2.86	3.50	3.00	0.00
\$50,001 - \$125,000	7	7.00%	0.36	0.40	0.18	1.85	0.00
\$125,001 - \$225,000	16	16.00%	0.58	1.33	0.61	0.19	0.00
\$225,001 - \$300,000	17	17.00%	1.23	6.00	0.80	1.36	1.71
\$300,001 - \$375,000	19	19.00%	3.80	0.00	3.60	4.00	3.00
\$375,001 - \$525,000	17	17.00%	4.34	0.00	5.54	2.90	7.20
\$525,001 and up	11	11.00%	6.29	0.00	9.00	8.00	3.43
Market Supply of Inventory (MSI)			1.32	1.11	0.93	1.98	2.71
Total Active Inventory by Units		100%	100	13	37	43	7

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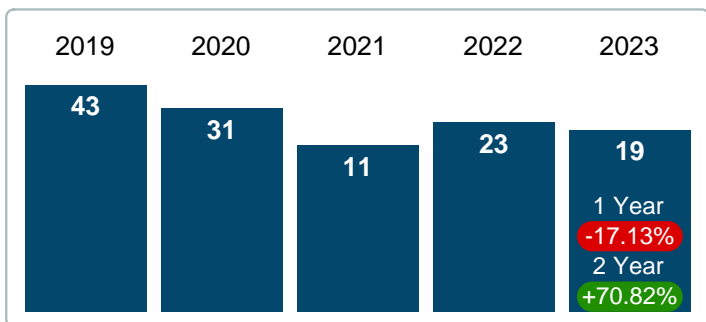
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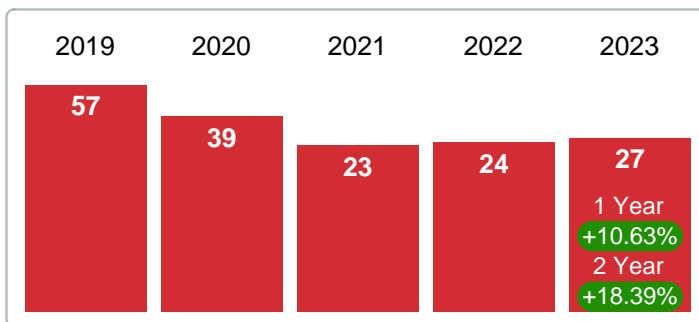
AVERAGE DAYS ON MARKET TO SALE

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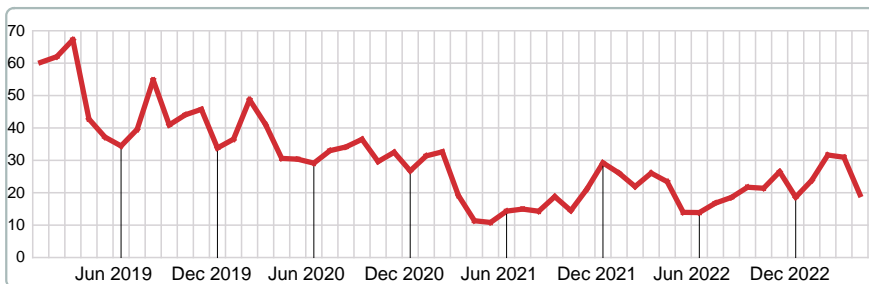
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

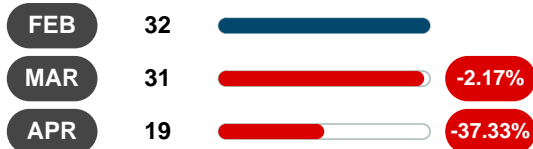


3 MONTHS

5 year APR AVG = 26

High Mar 2019 67 Low May 2021 11

Average Days on Market to Sale this month at 19 below the 5 yr APR average of 26



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	7.02%	23	40	6	0	0
\$50,001 - \$75,000	7.02%	35	8	62	0	0
\$75,001 - \$125,000	22.81%	14	15	16	5	0
\$125,001 - \$175,000	19.30%	9	12	9	2	0
\$175,001 - \$225,000	19.30%	18	2	15	30	0
\$225,001 - \$300,000	14.04%	27	0	35	18	0
\$300,001 and up	10.53%	31	0	10	52	0
Average Closed DOM		19	16	18	27	0
Total Closed Units	100%	19	13	32	12	0
Total Closed Volume		10,008,346	1.22M	5.75M	3.04M	0.00B

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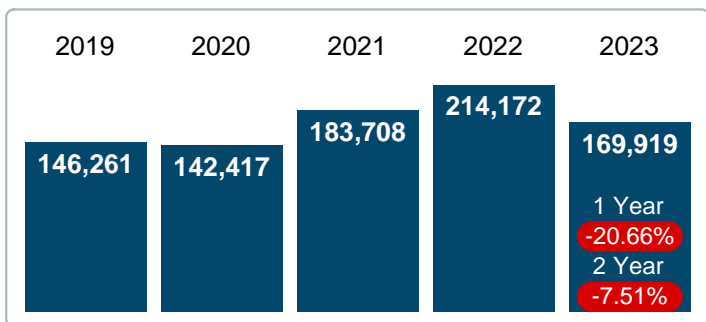
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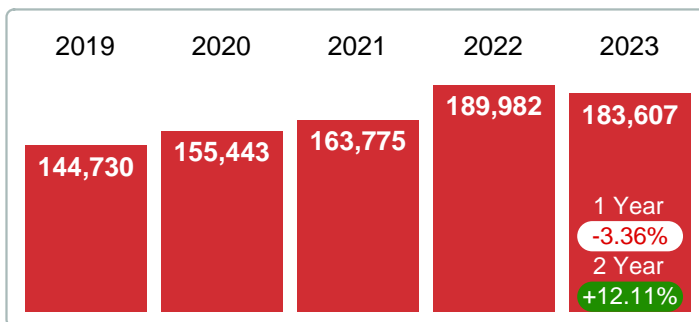
AVERAGE LIST PRICE AT CLOSING

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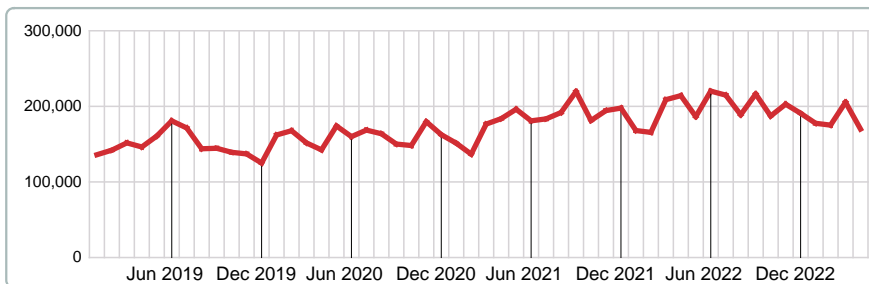
APRIL



YEAR TO DATE (YTD)

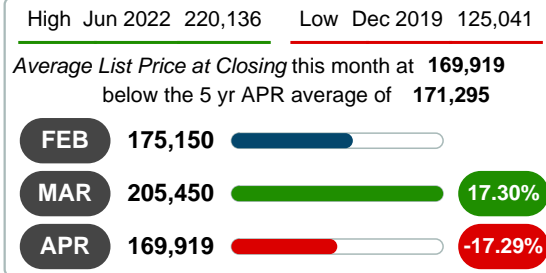


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 171,295



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	7.02%	31,850	28,750	34,950	0	0
\$50,001 - \$75,000	8.77%	67,304	73,750	57,010	0	0
\$75,001 - \$125,000	24.56%	102,414	92,633	104,333	102,000	0
\$125,001 - \$175,000	19.30%	150,291	160,000	143,663	139,000	0
\$175,001 - \$225,000	17.54%	201,690	185,000	194,614	213,167	0
\$225,001 - \$300,000	15.79%	265,021	0	253,000	268,425	0
\$300,001 and up	7.02%	433,087	0	341,667	368,946	0
Average List Price		169,919	97,369	167,454	255,086	0
Total Closed Units	100%	169,919	13	32	12	0
Total Closed Volume		9,685,357	1.27M	5.36M	3.06M	0.00B

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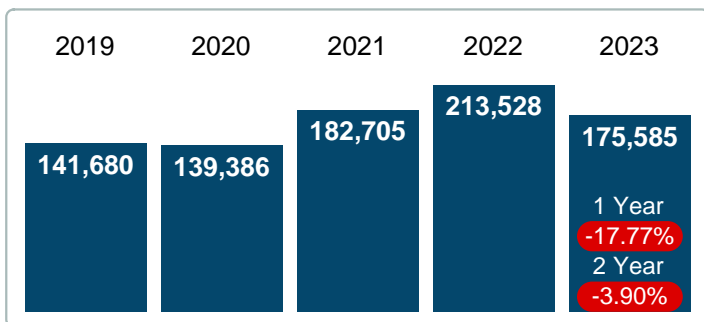
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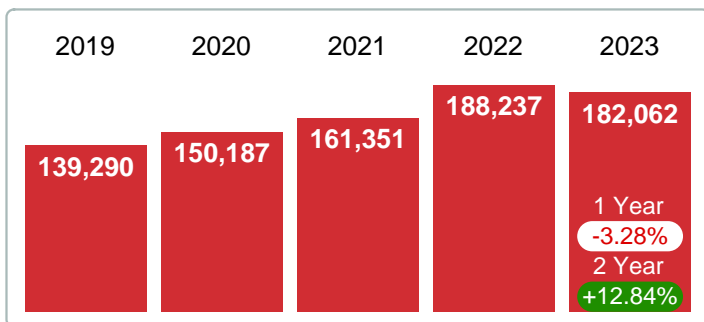
AVERAGE SOLD PRICE AT CLOSING

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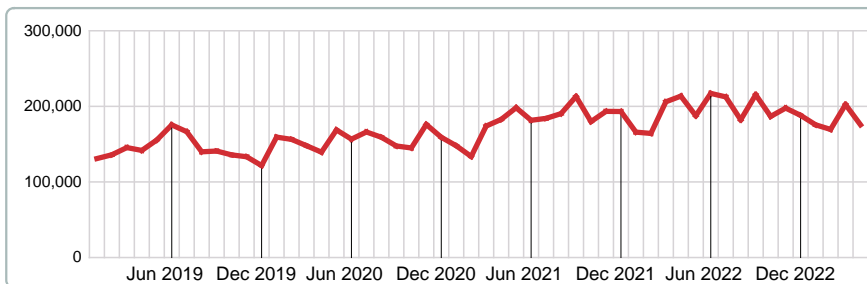
APRIL



YEAR TO DATE (YTD)

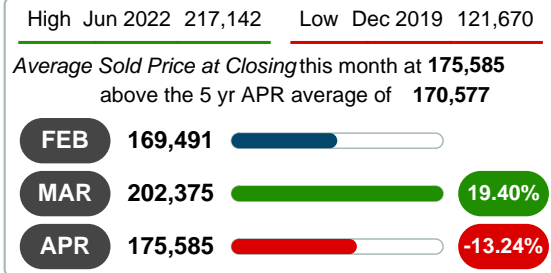


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 170,577



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	7.02%	32,625	28,750	36,500	0	0
\$50,001 - \$75,000	7.02%	61,530	68,000	55,060	0	0
\$75,001 - \$125,000	22.81%	98,139	93,467	100,500	112,000	0
\$125,001 - \$175,000	19.30%	146,776	140,250	149,380	139,000	0
\$175,001 - \$225,000	19.30%	199,604	185,000	200,163	203,167	0
\$225,001 - \$300,000	14.04%	258,019	0	250,500	265,538	0
\$300,001 and up	10.53%	413,600	0	453,933	373,266	0
Average Sold Price		175,585	93,831	179,566	253,537	0
Total Closed Units	100%	175,585	13	32	12	0
Total Closed Volume		10,008,346	1.22M	5.75M	3.04M	0.00B

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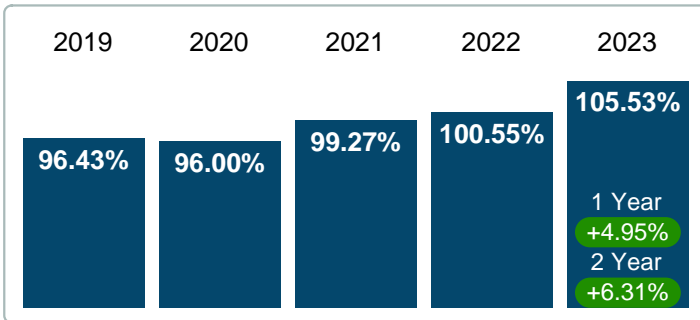
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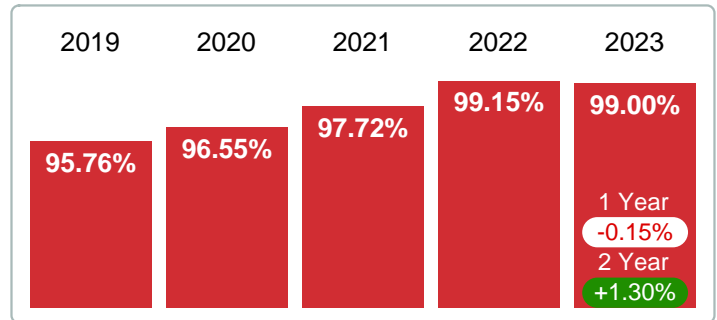
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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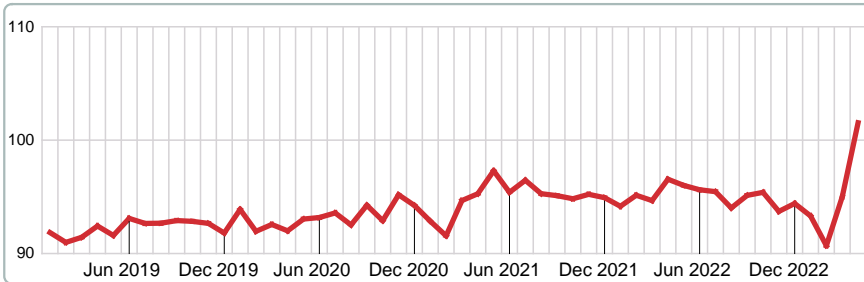
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

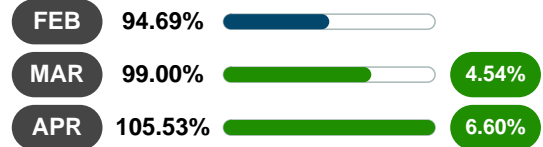


3 MONTHS

5 year APR AVG = 99.56%

High Apr 2023 105.53% Low Feb 2023 94.69%

Average Sold/List Ratio this month at **105.53%** above the 5 yr APR average of **99.56%**



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	4	7.02%	102.20%	100.00%	104.41%	0.00%	0.00%
\$50,001 - \$75,000	4	7.02%	94.40%	92.23%	96.57%	0.00%	0.00%
\$75,001 - \$125,000	13	22.81%	99.59%	100.94%	96.53%	109.80%	0.00%
\$125,001 - \$175,000	11	19.30%	100.64%	87.86%	103.91%	100.00%	0.00%
\$175,001 - \$225,000	11	19.30%	100.65%	100.00%	102.95%	95.50%	0.00%
\$225,001 - \$300,000	8	14.04%	98.97%	0.00%	99.04%	98.91%	0.00%
\$300,001 and up	6	10.53%	154.74%	0.00%	208.07%	101.40%	0.00%
Average Sold/List Ratio		105.50%		97.37%	111.05%	99.68%	0.00%
Total Closed Units		57	100%	13	32	12	
Total Closed Volume		10,008,346		1.22M	5.75M	3.04M	0.00B

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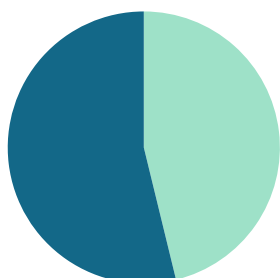
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

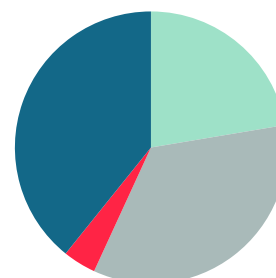


Inventory
 New Listings
91 = 46.19%
 Start Inventory
106
 Total Inventory Units
197
 Volume
\$53,726,235

Market Activity

Closed Sales
57 = 22.35%
 Pending Sales
88 = 34.51%
 Other Off Market
10 = 3.92%
 Active Inventory
100 = 39.22%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	82	57	-30.49%	311	253	-18.65%
Pending Sales	86	88	2.33%	321	297	-7.48%
New Listings	106	91	-14.15%	355	321	-9.58%
Average List Price	214,172	169,919	-20.66%	189,982	183,607	-3.36%
Average Sale Price	213,528	175,585	-17.77%	188,237	182,062	-3.28%
Average Percent of Selling Price to List Price	100.55%	105.53%	4.95%	99.15%	99.00%	-0.15%
Average Days on Market to Sale	23.41	19.40	-17.13%	24.39	26.98	10.63%
Monthly Inventory	101	100	-0.99%	101	100	-0.99%
Months Supply of Inventory	1.16	1.32	14.13%	1.16	1.32	14.13%

Absorption: Last 12 months, an Average of **76** Sales/Month

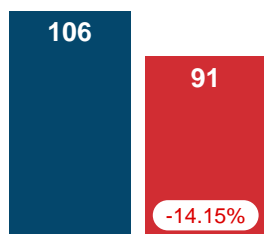
Inventory on April 30, 2023 = **100**

2022 **2023**

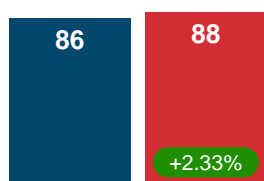
APRIL MARKET

AVERAGE PRICES

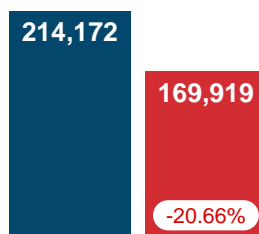
New Listings



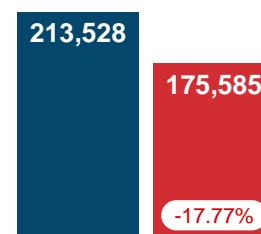
Pending Listings



List Price



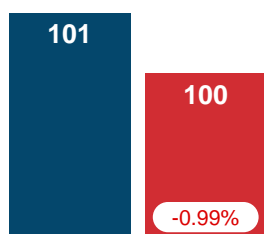
Sale Price



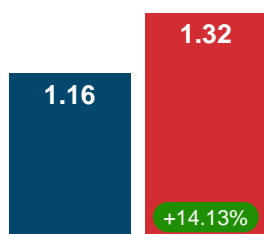
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

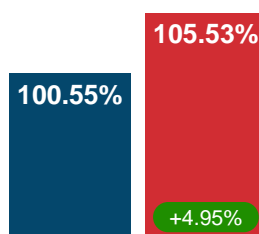
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

