

# February 2023



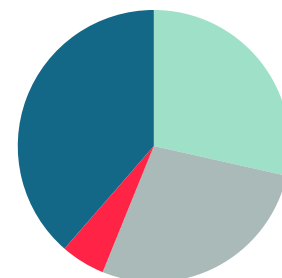
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2022	2023	+/-%
Closed Listings	73	65	-10.96%
Pending Listings	65	63	-3.08%
New Listings	60	60	0.00%
Average List Price	165,558	175,150	5.79%
Average Sale Price	164,173	169,491	3.24%
Average Percent of Selling Price to List Price	99.14%	94.69%	-4.48%
Average Days on Market to Sale	21.92	31.65	44.39%
End of Month Inventory	76	88	15.79%
Months Supply of Inventory	0.88	1.13	27.64%



■ Closed (28.51%)  
■ Pending (27.63%)  
■ Other OffMarket (5.26%)  
■ Active (38.60%)

**Absorption:** Last 12 months, an Average of **78** Sales/Month  
**Active Inventory** as of February 28, 2023 = **88**

### Analysis Wrap-Up

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

The total housing inventory at the end of February 2023 rose **15.79%** to 88 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 **1.13** MSI for this period.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **3.24%** in February 2023 to \$169,491 versus the previous year at \$164,173.

#### Average Days on Market Lengthens

The average number of **31.65** days that homes spent on the market before selling increased by 9.73 days or **44.39%** in February 2023 compared to last year's same month at **21.92** DOM.

#### Sales Success for February 2023 is Positive

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

There were 60 New Listings in February 2023, down **0.00%** from last year at 60. Furthermore, there were 65 Closed Listings this month versus last year at 73, a **-10.96%** decrease.

Closed versus Listed trends yielded a **108.3%** ratio, down from previous year's, February 2022, at **121.7%**, a **10.96%** downswing. This will certainly create pressure on an increasing 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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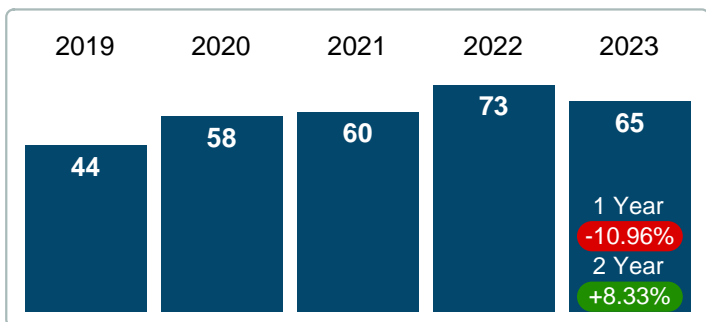
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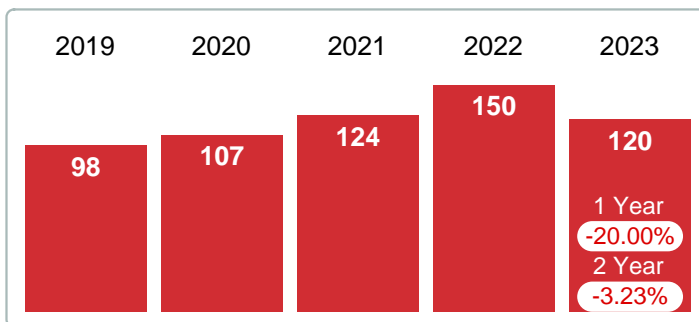
## CLOSED LISTINGS

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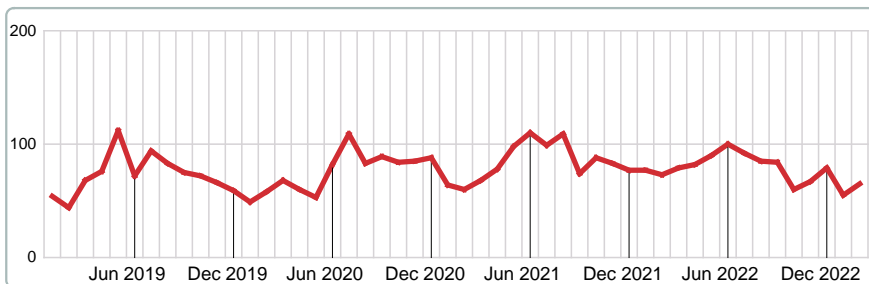
### FEBRUARY



### YEAR TO DATE (YTD)

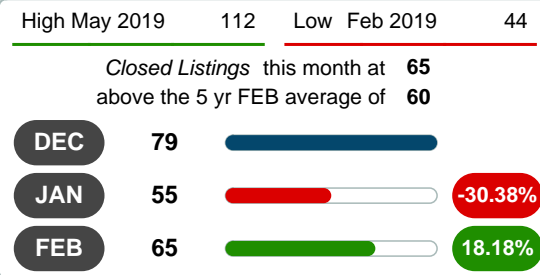


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 60



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	10.77%	29.7	4	3	0	0
\$50,001 - \$75,000	5	7.69%	12.4	1	2	2	0
\$75,001 - \$100,000	7	10.77%	40.9	0	5	2	0
\$100,001 - \$150,000	15	23.08%	36.0	4	9	1	1
\$150,001 - \$225,000	14	21.54%	37.6	1	10	3	0
\$225,001 - \$325,000	10	15.38%	27.0	0	5	5	0
\$325,001 and up	7	10.77%	23.4	0	0	6	1
<b>Total Closed Units</b>	<b>65</b>			<b>10</b>	<b>34</b>	<b>19</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>11,016,890</b>	<b>100%</b>	<b>31.6</b>	<b>807.40K</b>	<b>4.84M</b>	<b>4.88M</b>	<b>484.90K</b>
<b>Average Closed Price</b>	<b>\$169,491</b>			<b>\$80,740</b>	<b>\$142,429</b>	<b>\$256,947</b>	<b>\$242,450</b>

# February 2023



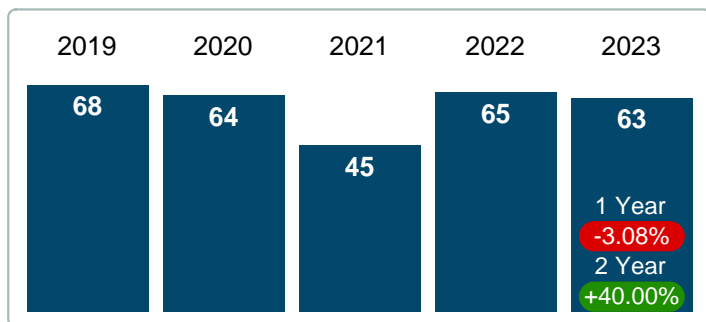
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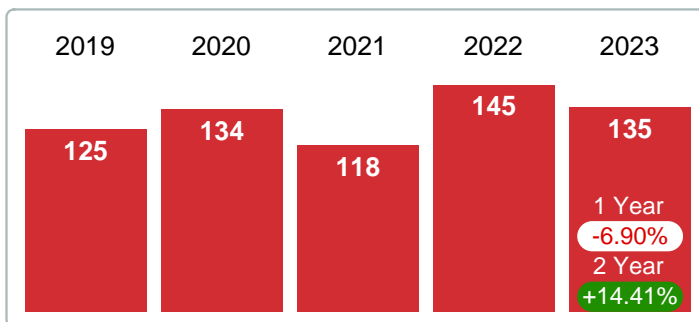
## PENDING LISTINGS

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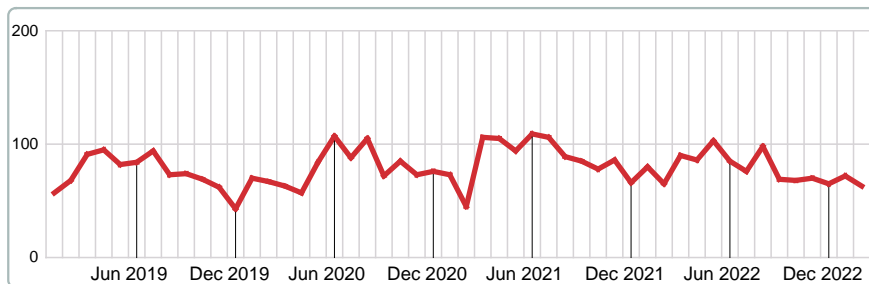
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 61

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at 63 above the 5 yr FEB average of 61



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.35%	7.8	4	0	0	0
\$50,001 - \$100,000	9	14.29%	60.8	3	5	1	0
\$100,001 - \$125,000	6	9.52%	31.5	1	4	0	1
\$125,001 - \$225,000	20	31.75%	51.4	2	16	0	2
\$225,001 - \$250,000	6	9.52%	51.8	0	4	1	1
\$250,001 - \$375,000	11	17.46%	43.8	0	3	8	0
\$375,001 and up	7	11.11%	37.6	0	2	2	3
<b>Total Pending Units</b>	<b>63</b>			<b>10</b>	<b>34</b>	<b>12</b>	<b>7</b>
<b>Total Pending Volume</b>	<b>12,774,319</b>	<b>100%</b>	<b>45.2</b>	<b>761.35K</b>	<b>6.28M</b>	<b>3.35M</b>	<b>2.39M</b>
<b>Average Listing Price</b>	<b>\$203,769</b>			<b>\$76,135</b>	<b>\$184,711</b>	<b>\$278,766</b>	<b>\$341,086</b>

# February 2023



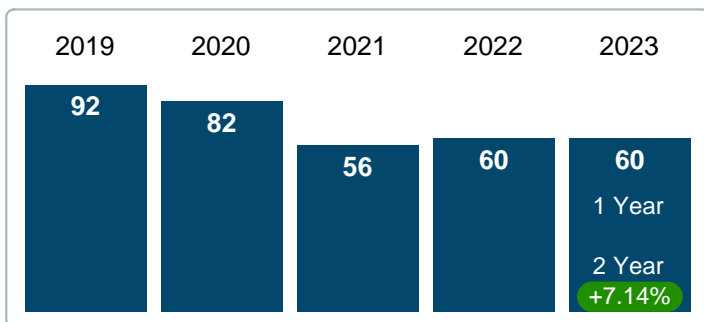
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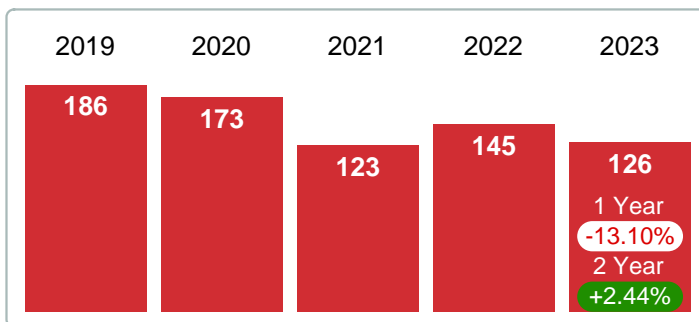
## NEW LISTINGS

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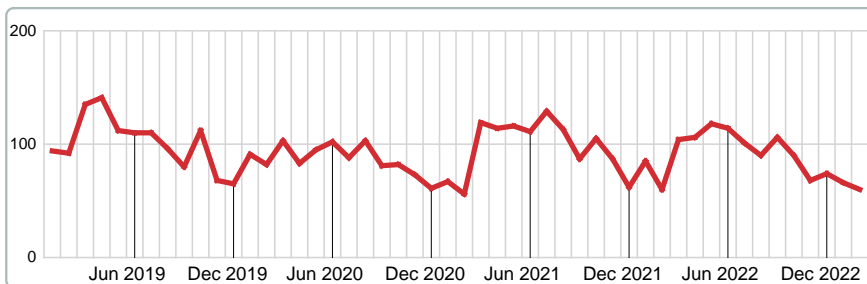
### FEBRUARY



### YEAR TO DATE (YTD)

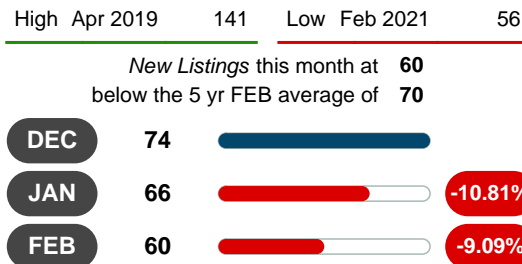


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 70



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.67%	1	0	0	0
\$25,001 - \$75,000	11	18.33%	4	7	0	0
\$75,001 - \$100,000	2	3.33%	1	1	0	0
\$100,001 - \$200,000	23	38.33%	4	18	1	0
\$200,001 - \$275,000	9	15.00%	0	6	3	0
\$275,001 - \$475,000	7	11.67%	0	3	4	0
\$475,001 and up	7	11.67%	0	1	2	4
<b>Total New Listed Units</b>	<b>60</b>		<b>10</b>	<b>36</b>	<b>10</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>12,792,890</b>	<b>100%</b>	<b>853.90K</b>	<b>6.03M</b>	<b>3.66M</b>	<b>2.25M</b>
<b>Average New Listed Listing Price</b>	<b>\$196,964</b>		<b>\$85,390</b>	<b>\$167,481</b>	<b>\$365,879</b>	<b>\$562,725</b>

# February 2023



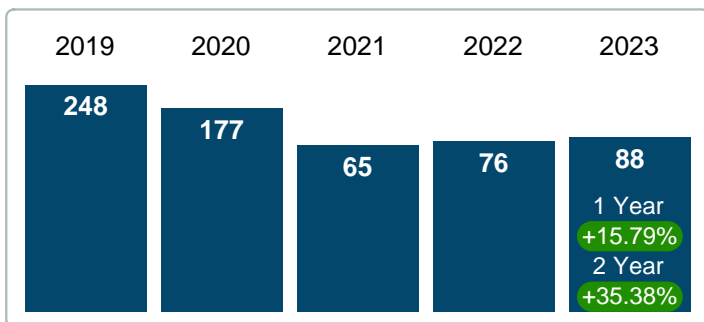
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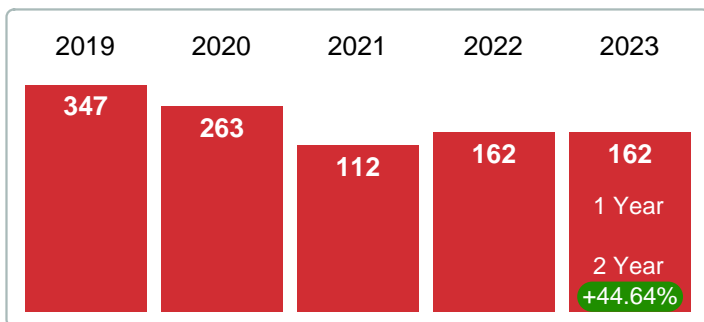
## ACTIVE INVENTORY

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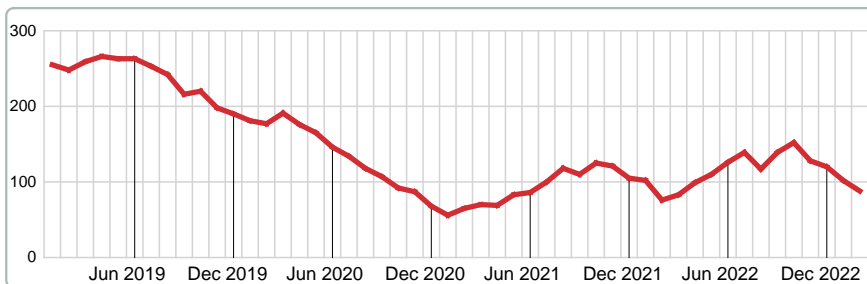
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

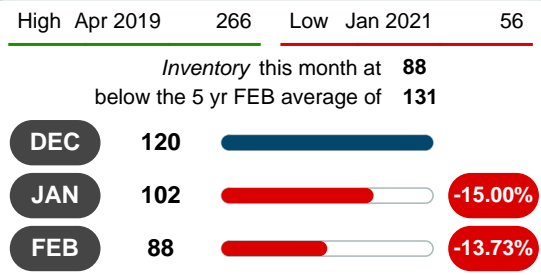


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 131



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	13.64%	79.0	4	7	1	0
\$50,001 - \$75,000	6	6.82%	67.5	0	6	0	0
\$75,001 - \$125,000	15	17.05%	62.3	5	7	2	1
\$125,001 - \$225,000	18	20.45%	46.8	4	11	3	0
\$225,001 - \$350,000	18	20.45%	80.6	0	5	13	0
\$350,001 - \$475,000	9	10.23%	75.6	1	2	5	1
\$475,001 and up	10	11.36%	67.3	0	4	2	4
<b>Total Active Inventory by Units</b>	<b>88</b>			<b>14</b>	<b>42</b>	<b>26</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>21,260,269</b>	<b>100%</b>	<b>67.4</b>	<b>1.83M</b>	<b>7.97M</b>	<b>7.85M</b>	<b>3.62M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$241,594</b>			<b>\$130,521</b>	<b>\$189,667</b>	<b>\$301,883</b>	<b>\$603,000</b>

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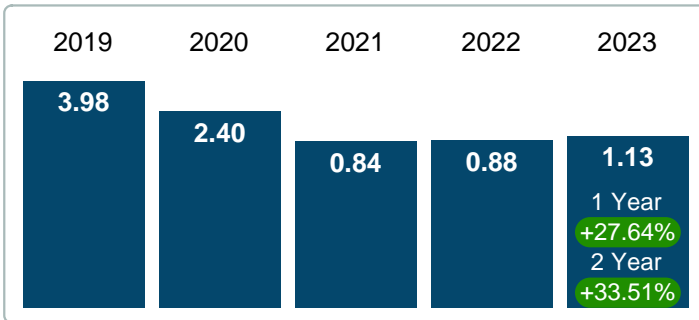
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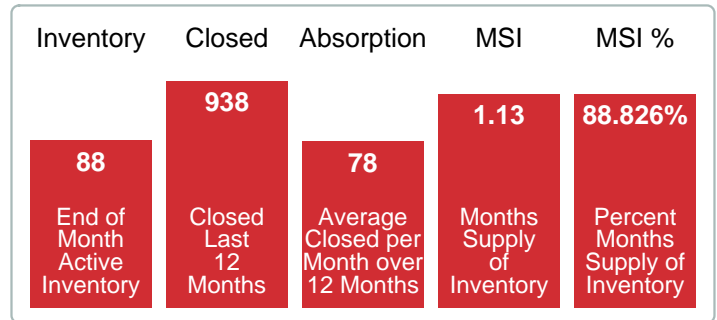
## MONTHS SUPPLY of INVENTORY (MSI)

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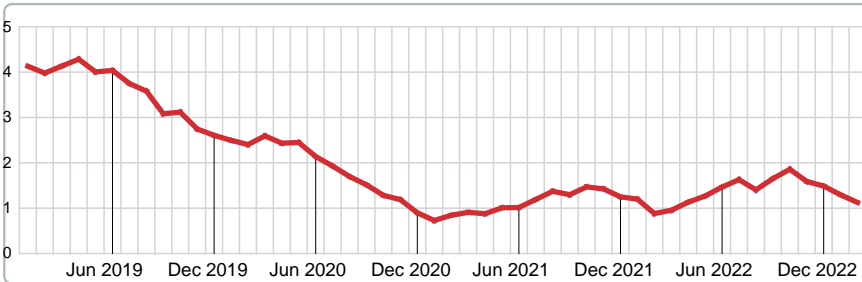
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2023

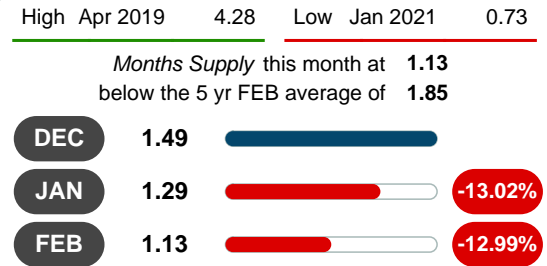


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 1.85



### 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	13.64%	2.94	2.53	3.23	3.00	0.00
\$50,001 - \$75,000	6	6.82%	0.99	0.00	2.12	0.00	0.00
\$75,001 - \$125,000	15	17.05%	1.11	1.13	0.85	2.67	12.00
\$125,001 - \$225,000	18	20.45%	0.64	1.92	0.56	0.54	0.00
\$225,001 - \$350,000	18	20.45%	0.93	0.00	0.79	1.09	0.00
\$350,001 - \$475,000	9	10.23%	1.86	0.00	2.40	1.40	2.40
\$475,001 and up	10	11.36%	4.29	0.00	5.33	2.00	8.00
Market Supply of Inventory (MSI)			1.13	1.23	1.03	1.11	2.48
Total Active Inventory by Units		100%	1.13	14	42	26	6

# February 2023



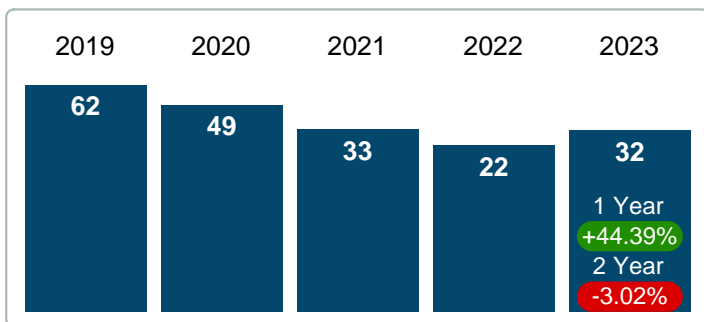
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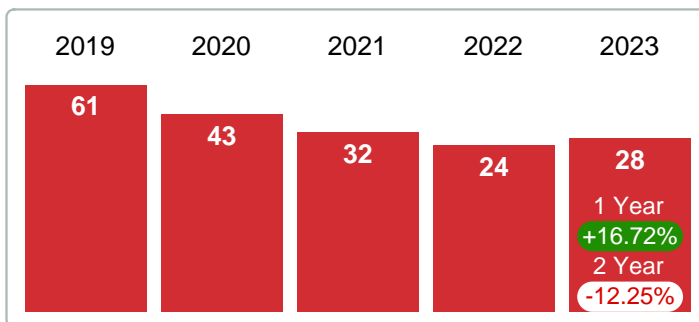
## AVERAGE DAYS ON MARKET TO SALE

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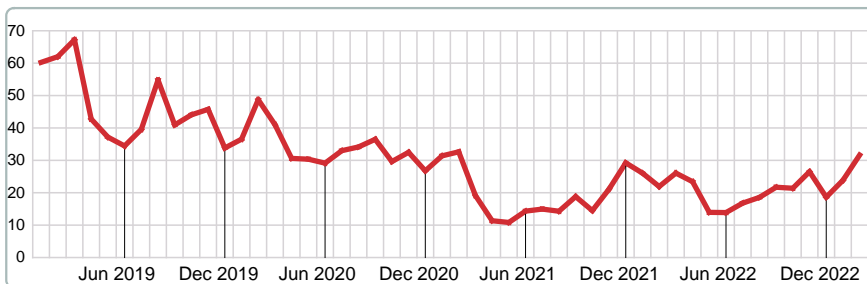
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

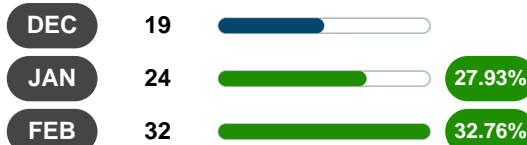


### 3 MONTHS

5 year FEB AVG = 39

High Mar 2019 67 Low May 2021 11

Average Days on Market to Sale this month at 32 below the 5 yr FEB average of 39



### AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10.77%	30	7	60	0	0
\$50,001 - \$75,000	7.69%	12	2	13	17	0
\$75,001 - \$100,000	10.77%	41	0	41	41	0
\$100,001 - \$150,000	23.08%	36	67	28	17	6
\$150,001 - \$225,000	21.54%	38	10	35	55	0
\$225,001 - \$325,000	15.38%	27	0	34	20	0
\$325,001 and up	10.77%	23	0	0	15	73
Average Closed DOM		32	31	35	26	40
Total Closed Units	100%	65	10	34	19	2
Total Closed Volume		11,016,890	807.40K	4.84M	4.88M	484.90K

# February 2023



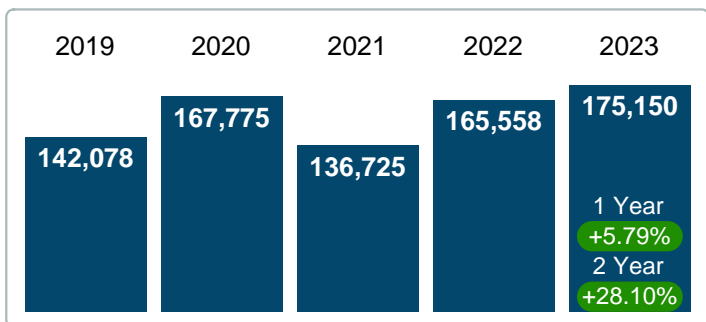
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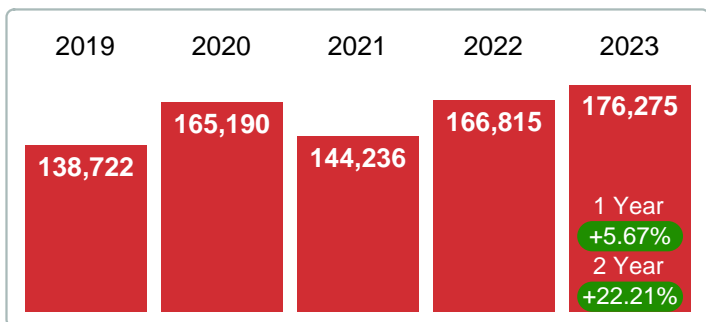
## AVERAGE LIST PRICE AT CLOSING

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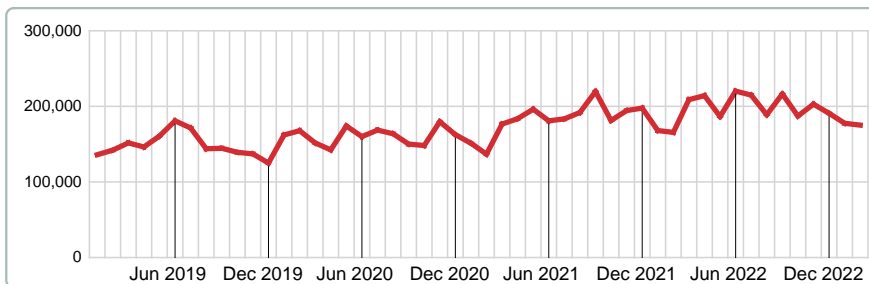
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

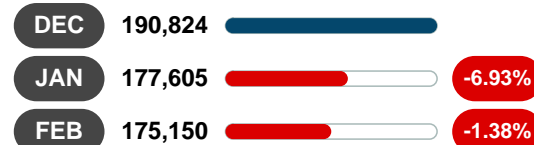


### 3 MONTHS

5 year FEB AVG = 157,457

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

Average List Price at Closing this month at **175,150**  
above the 5 yr FEB average of **157,457**



### 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	7.69%	29,880	34,350	42,467	0	0
\$50,001 - \$75,000	9.23%	63,550	64,900	68,000	72,450	0
\$75,001 - \$100,000	10.77%	91,400	0	92,180	107,000	0
\$100,001 - \$150,000	24.62%	128,047	123,763	129,867	140,000	129,900
\$150,001 - \$225,000	21.54%	187,050	169,900	187,980	189,667	0
\$225,001 - \$325,000	13.85%	254,032	0	247,278	276,380	0
\$325,001 and up	12.31%	407,561	0	0	425,582	375,000
<b>Average List Price</b>		<b>175,150</b>	<b>86,725</b>	<b>147,332</b>	<b>263,331</b>	<b>252,450</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>175,150</b>	<b>10</b>	<b>34</b>	<b>19</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>11,384,728</b>	<b>867.25K</b>	<b>5.01M</b>	<b>5.00M</b>	<b>504.90K</b>



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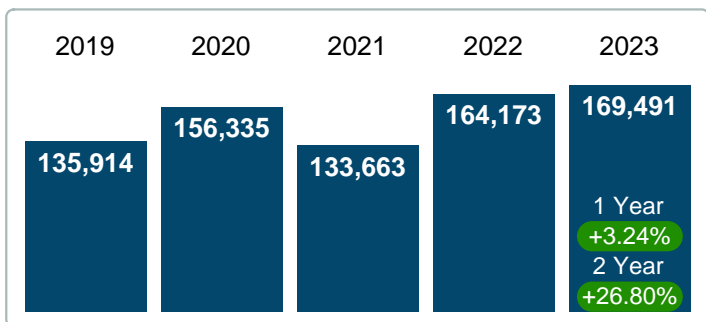
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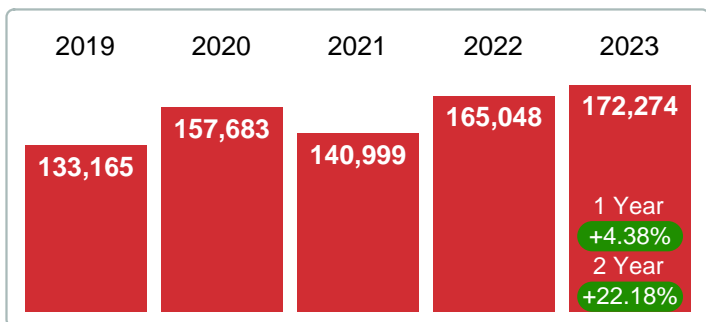
## AVERAGE SOLD PRICE AT CLOSING

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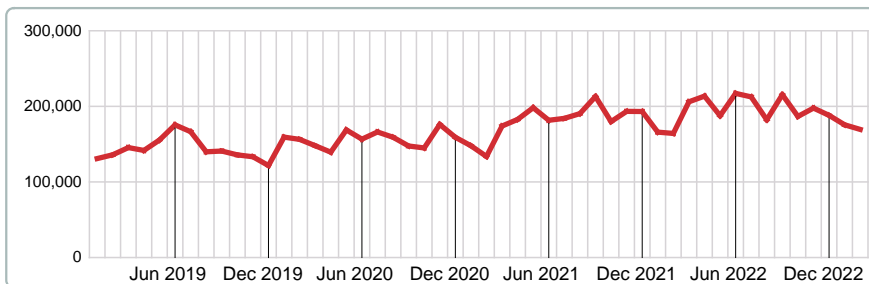
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

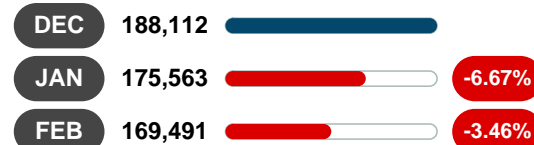


### 3 MONTHS

5 year FEB AVG = 151,915

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

Average Sold Price at Closing this month at **169,491**  
above the 5 yr FEB average of **151,915**



### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10.77%	31,914	30,875	33,300	0	0
\$50,001 - \$75,000	7.69%	61,000	59,000	56,000	67,000	0
\$75,001 - \$100,000	10.77%	88,571	0	87,200	92,000	0
\$100,001 - \$150,000	23.08%	125,347	114,975	127,822	140,000	129,900
\$150,001 - \$225,000	21.54%	180,236	165,000	181,330	181,667	0
\$225,001 - \$325,000	15.38%	259,100	0	246,200	272,000	0
\$325,001 and up	10.77%	410,570	0	0	419,832	355,000
<b>Average Sold Price</b>		<b>169,491</b>	<b>80,740</b>	<b>142,429</b>	<b>256,947</b>	<b>242,450</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>169,491</b>	<b>10</b>	<b>34</b>	<b>19</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>11,016,890</b>	<b>807.40K</b>	<b>4.84M</b>	<b>4.88M</b>	<b>484.90K</b>

# February 2023



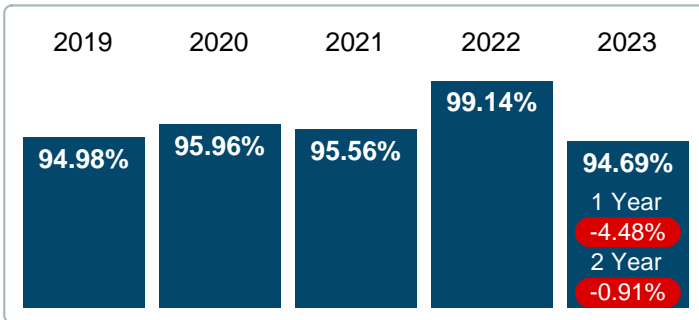
Area Delimited by County Of Washington - Residential Property Type



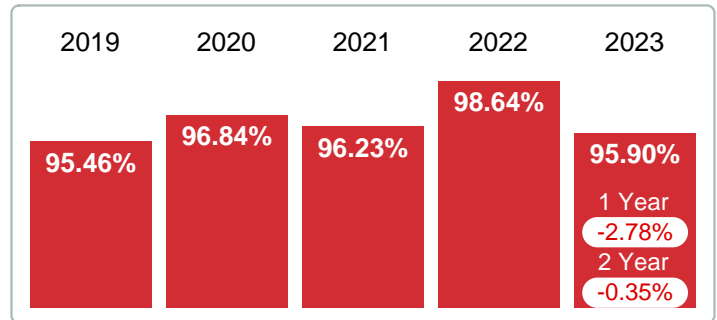
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

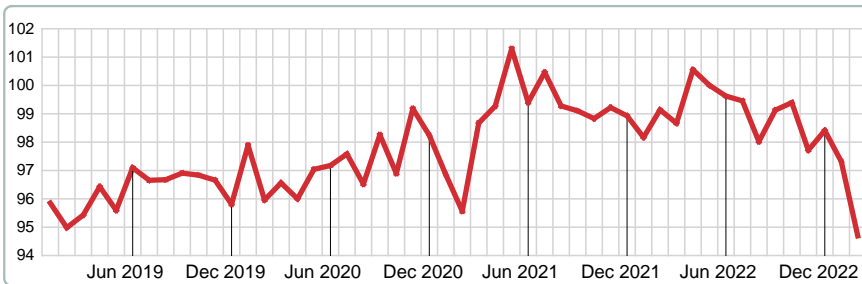
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

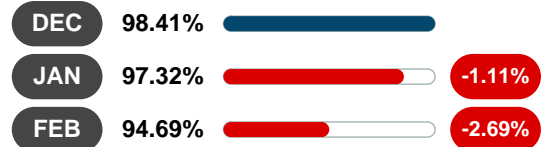


### 3 MONTHS

5 year FEB AVG = 96.07%

High May 2021 101.30% Low Feb 2023 94.69%

Average Sold/List Ratio this month at **94.69%**  
below the 5 yr FEB average of **96.07%**



## AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$50,000 and less	7	10.77%	81.99%	86.33%	76.20%	0.00%	0.00%	
\$50,001 - \$75,000	5	7.69%	88.07%	90.91%	82.39%	92.32%	0.00%	
\$75,001 - \$100,000	7	10.77%	92.62%	0.00%	94.89%	86.96%	0.00%	
\$100,001 - \$150,000	15	23.08%	97.56%	93.97%	98.62%	100.00%	100.00%	
\$150,001 - \$225,000	14	21.54%	96.61%	97.12%	96.59%	96.51%	0.00%	
\$225,001 - \$325,000	10	15.38%	99.01%	0.00%	99.54%	98.47%	0.00%	
\$325,001 and up	7	10.77%	98.07%	0.00%	0.00%	98.63%	94.67%	
Average Sold/List Ratio		94.70%		90.92%	94.68%	96.43%	97.33%	
Total Closed Units		65	100%	94.70%	10	34	19	2
Total Closed Volume		11,016,890			807.40K	4.84M	4.88M	484.90K

# February 2023



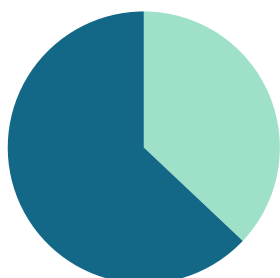
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

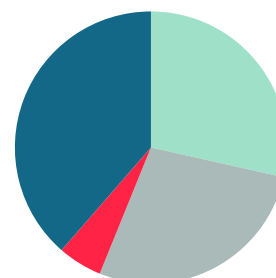


**Inventory**  
 New Listings  
**60 = 37.04%**  
 Start Inventory  
**102**  
 Total Inventory Units  
**162**  
 Volume  
**\$37,866,588**

### Market Activity

Closed Sales  
**65 = 28.51%**  
 Pending Sales  
**63 = 27.63%**  
 Other Off Market  
**12 = 5.26%**  
 Active Inventory  
**88 = 38.60%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	73	65	-10.96%	150	120	-20.00%
Pending Sales	65	63	-3.08%	145	135	-6.90%
New Listings	60	60	0.00%	145	126	-13.10%
Average List Price	165,558	175,150	5.79%	166,815	176,275	5.67%
Average Sale Price	164,173	169,491	3.24%	165,048	172,274	4.38%
Average Percent of Selling Price to List Price	99.14%	94.69%	-4.48%	98.64%	95.90%	-2.78%
Average Days on Market to Sale	21.92	31.65	44.39%	24.05	28.07	16.72%
Monthly Inventory	76	88	15.79%	76	88	15.79%
Months Supply of Inventory	0.88	1.13	27.64%	0.88	1.13	27.64%

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

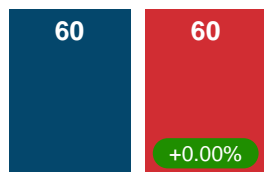
**Inventory** on February 28, 2023 = **88**

**2022** **2023**

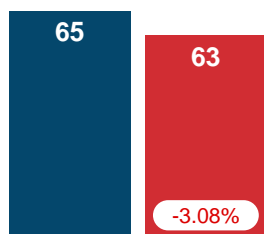
### FEBRUARY MARKET

### AVERAGE PRICES

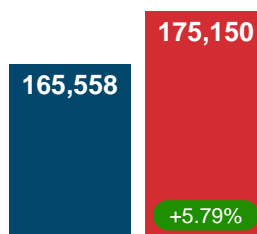
#### New Listings



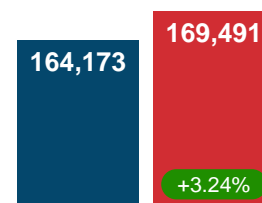
#### Pending Listings



#### List Price



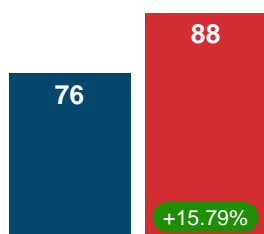
#### Sale Price



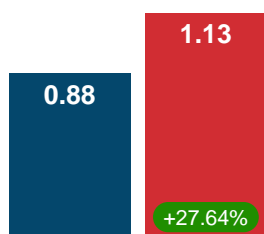
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

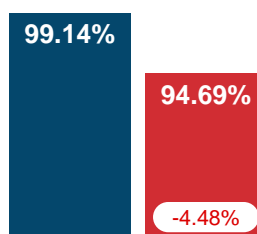
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

