

# January 2023



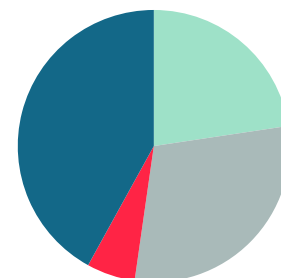
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	January 2023	+/-%
Closed Listings	77	55	-28.57%
Pending Listings	80	72	-10.00%
New Listings	85	66	-22.35%
Average List Price	168,007	177,605	5.71%
Average Sale Price	165,878	175,563	5.84%
Average Percent of Selling Price to List Price	98.17%	97.32%	-0.87%
Average Days on Market to Sale	26.06	23.84	-8.55%
End of Month Inventory	102	102	0.00%
Months Supply of Inventory	1.20	1.29	7.93%



■ Closed (22.63%)  
■ Pending (29.63%)  
■ Other OffMarket (5.76%)  
■ Active (41.98%)

**Absorption:** Last 12 months, an Average of **79** Sales/Month  
**Active Inventory** as of January 31, 2023 = **102**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2023 decreased **0.00%** to 102 existing homes available for sale. Over the last 12 months this area has had an average of 79 closed sales per month. This represents an unsold inventory index of **1.29** 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 **5.84%** in January 2023 to \$175,563 versus the previous year at \$165,878.

#### Average Days on Market Shortens

The average number of **23.84** days that homes spent on the market before selling decreased by 2.23 days or **8.55%** in January 2023 compared to last year's same month at **26.06** DOM.

#### Sales Success for January 2023 is Positive

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

There were 66 New Listings in January 2023, down **22.35%** from last year at 85. Furthermore, there were 55 Closed Listings this month versus last year at 77, a **-28.57%** decrease.

Closed versus Listed trends yielded a **83.3%** ratio, down from previous year's, January 2022, at **90.6%**, a **8.01%** 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

# January 2023



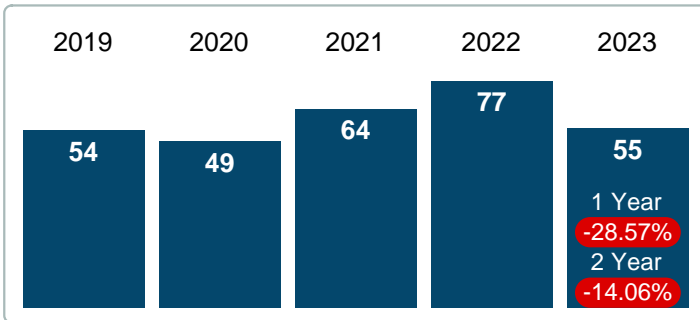
Area Delimited by County Of Washington - Residential Property Type



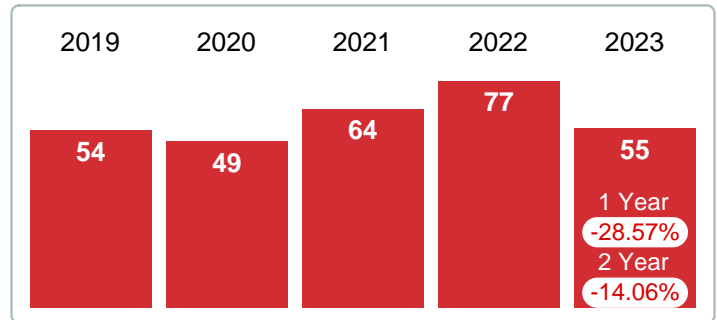
## CLOSED LISTINGS

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

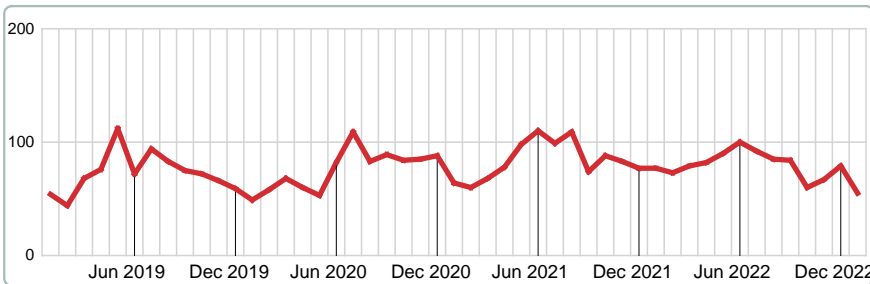
### JANUARY



### YEAR TO DATE (YTD)

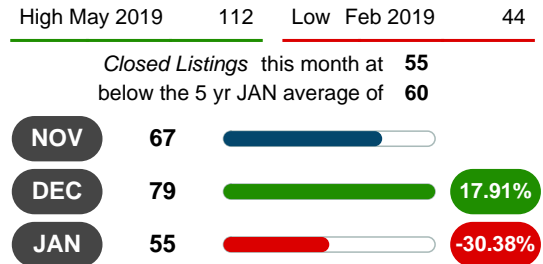


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN 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	4	7.27%	86.5	1	3	0	0
\$50,001 - \$75,000	7	12.73%	3.1	5	2	0	0
\$75,001 - \$100,000	6	10.91%	7.3	4	2	0	0
\$100,001 - \$175,000	19	34.55%	14.5	1	17	1	0
\$175,001 - \$200,000	5	9.09%	26.4	0	4	1	0
\$200,001 - \$325,000	7	12.73%	42.9	0	4	3	0
\$325,001 and up	7	12.73%	27.3	0	1	5	1
<b>Total Closed Units</b>	<b>55</b>			<b>11</b>	<b>33</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>9,655,990</b>	<b>100%</b>	<b>23.8</b>	<b>755.25K</b>	<b>4.86M</b>	<b>3.63M</b>	<b>414.00K</b>
<b>Average Closed Price</b>	<b>\$175,563</b>			<b>\$68,659</b>	<b>\$147,250</b>	<b>\$362,750</b>	<b>\$414,000</b>

# January 2023



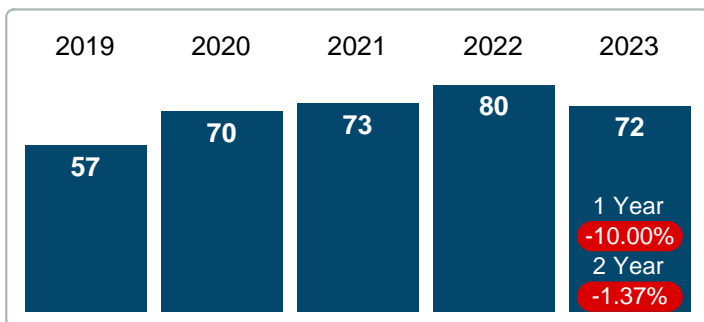
Area Delimited by County Of Washington - Residential Property Type



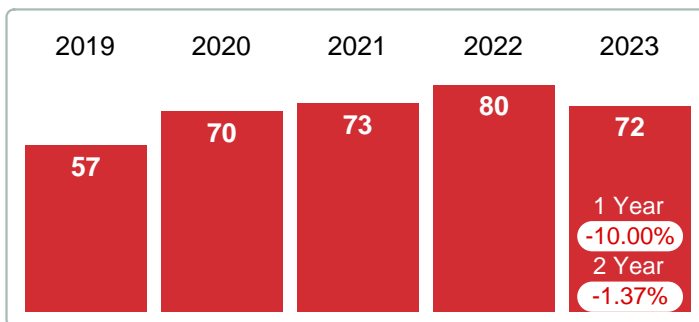
## PENDING LISTINGS

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

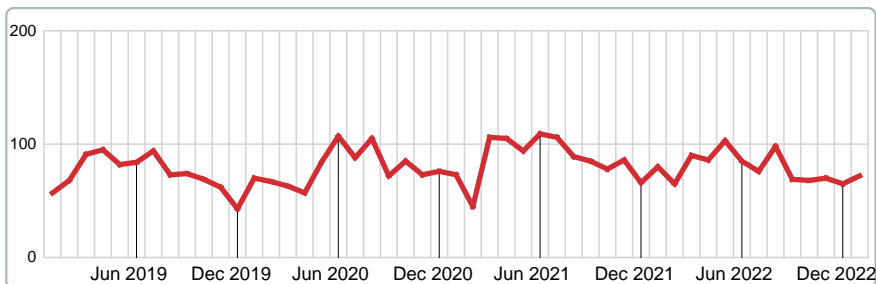
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

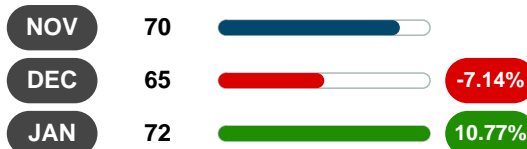


### 3 MONTHS

5 year JAN AVG = 70

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at 72  
above the 5 yr JAN average of 70



### 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	2	2.78%	4.0	1	1	0	0
\$50,001 - \$75,000	10	13.89%	30.3	5	4	1	0
\$75,001 - \$125,000	13	18.06%	14.8	4	8	1	0
\$125,001 - \$200,000	20	27.78%	42.4	3	12	4	1
\$200,001 - \$250,000	8	11.11%	52.5	0	5	3	0
\$250,001 - \$375,000	12	16.67%	43.8	0	3	6	3
\$375,001 and up	7	9.72%	17.0	0	0	6	1
<b>Total Pending Units</b>	<b>72</b>			<b>13</b>	<b>33</b>	<b>21</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>14,069,190</b>	<b>100%</b>	<b>30.1</b>	<b>1.19M</b>	<b>5.02M</b>	<b>6.24M</b>	<b>1.62M</b>
<b>Average Listing Price</b>	<b>\$195,243</b>			<b>\$91,904</b>	<b>\$152,006</b>	<b>\$297,242</b>	<b>\$323,232</b>

# January 2023



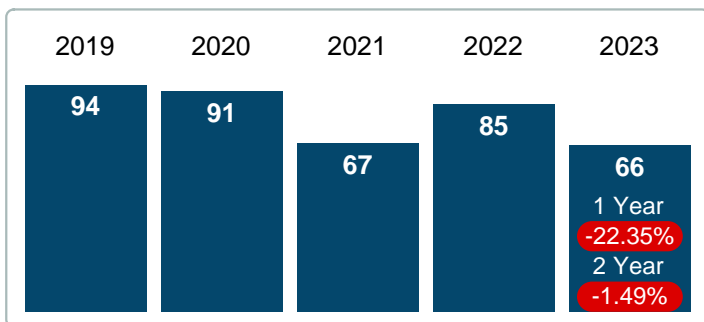
Area Delimited by County Of Washington - Residential Property Type



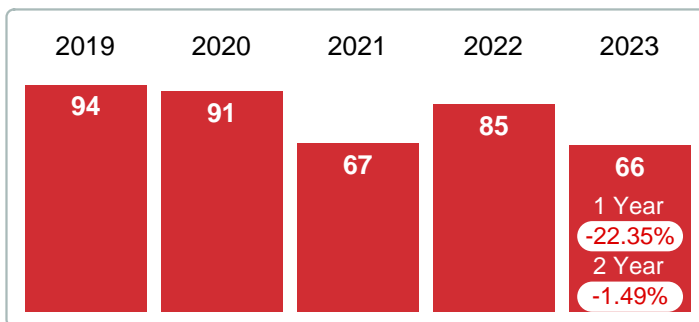
## NEW LISTINGS

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

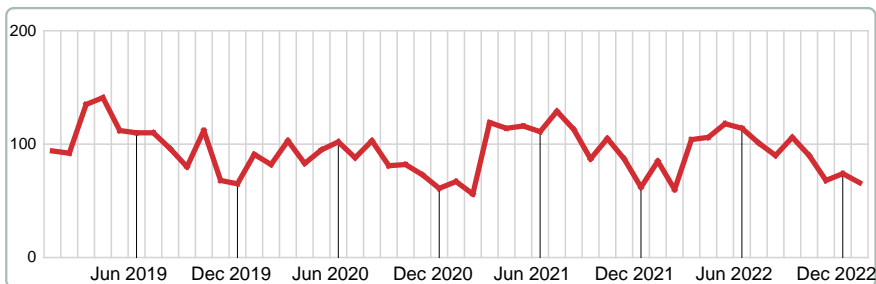
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

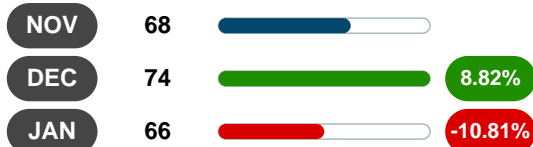


### 3 MONTHS

5 year JAN AVG = 81

High Apr 2019 141 Low Feb 2021 56

New Listings this month at 66  
below the 5 yr JAN average of 81



### 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	4	6.06%	2	2	0	0
\$50,001 - \$75,000	8	12.12%	4	3	1	0
\$75,001 - \$125,000	14	21.21%	5	7	0	2
\$125,001 - \$175,000	12	18.18%	3	7	1	1
\$175,001 - \$250,000	12	18.18%	1	7	4	0
\$250,001 - \$375,000	8	12.12%	0	4	4	0
\$375,001 and up	8	12.12%	1	0	6	1
<b>Total New Listed Units</b>	<b>66</b>		<b>16</b>	<b>30</b>	<b>16</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>12,393,690</b>	<b>100%</b>	<b>1.95M</b>	<b>4.61M</b>	<b>5.02M</b>	<b>819.80K</b>
<b>Average New Listed Listing Price</b>	<b>\$179,780</b>		<b>\$121,694</b>	<b>\$153,553</b>	<b>\$313,762</b>	<b>\$204,950</b>

# January 2023



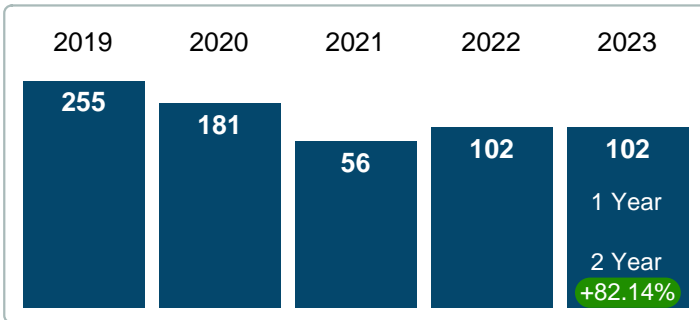
Area Delimited by County Of Washington - Residential Property Type



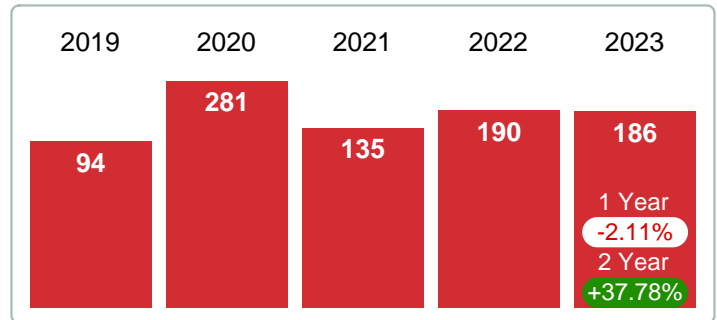
## ACTIVE INVENTORY

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

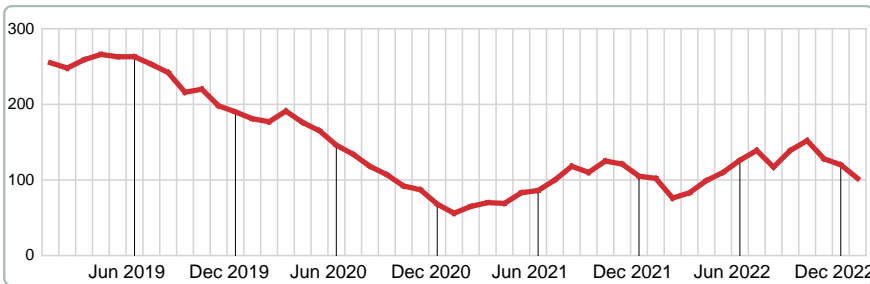
### END OF JANUARY



### ACTIVE DURING JANUARY

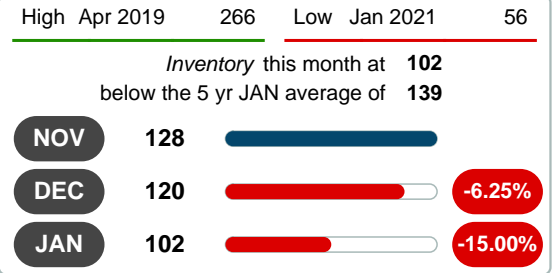


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 139



## 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	9.80%	74.2	4	4	2	0
\$50,001 - \$75,000	8	7.84%	78.3	1	6	1	0
\$75,001 - \$150,000	19	18.63%	72.5	7	9	1	2
\$150,001 - \$225,000	19	18.63%	77.3	3	11	3	2
\$225,001 - \$325,000	24	23.53%	55.7	0	8	15	1
\$325,001 - \$425,000	10	9.80%	88.6	0	3	7	0
\$425,001 and up	12	11.76%	107.3	1	5	2	4
<b>Total Active Inventory by Units</b>	<b>102</b>			<b>16</b>	<b>46</b>	<b>31</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>25,073,698</b>	<b>100%</b>	<b>75.7</b>	<b>2.04M</b>	<b>10.56M</b>	<b>8.72M</b>	<b>3.75M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$245,821</b>			<b>\$127,478</b>	<b>\$229,580</b>	<b>\$281,247</b>	<b>\$417,189</b>

# January 2023



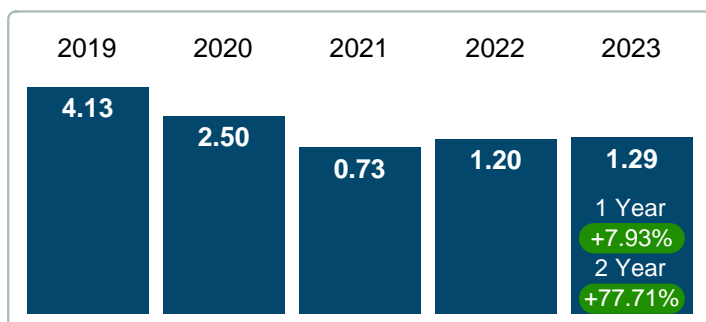
Area Delimited by County Of Washington - Residential Property Type



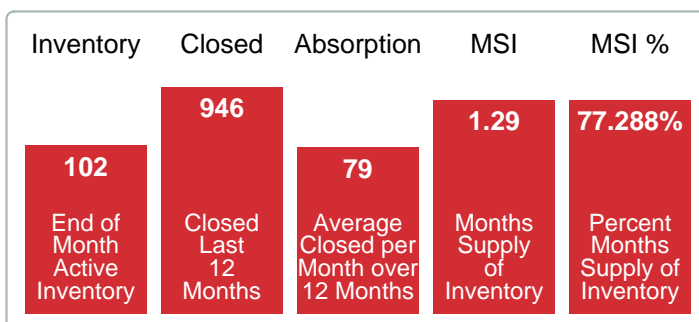
## MONTHS SUPPLY of INVENTORY (MSI)

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

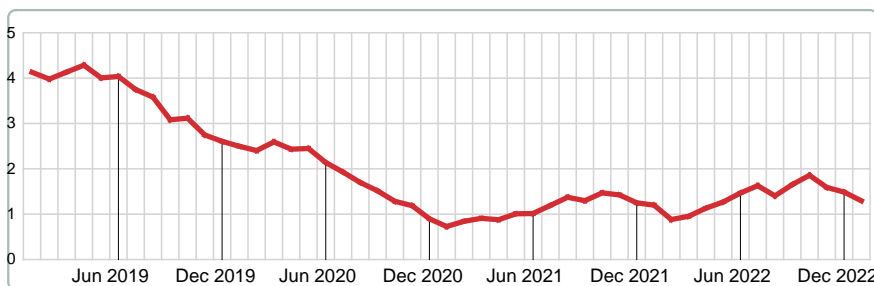
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2023

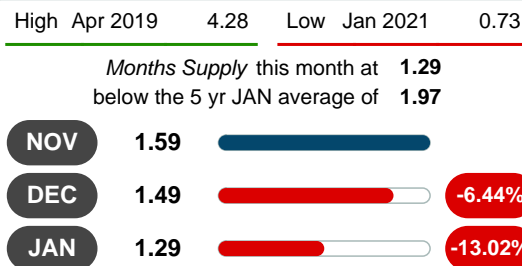


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1.97



### 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	9.80%	2.50	2.67	1.85	6.00	0.00
\$50,001 - \$75,000	8	7.84%	1.25	0.32	1.85	12.00	0.00
\$75,001 - \$150,000	19	18.63%	0.89	1.29	0.64	0.63	24.00
\$150,001 - \$225,000	19	18.63%	0.92	3.27	0.78	0.57	4.00
\$225,001 - \$325,000	24	23.53%	1.35	0.00	1.30	1.40	1.33
\$325,001 - \$425,000	10	9.80%	1.90	0.00	3.60	1.75	0.00
\$425,001 and up	12	11.76%	3.60	12.00	5.45	1.14	6.86
Market Supply of Inventory (MSI)			1.29	1.42	1.11	1.31	4.00
Total Active Inventory by Units		100%	1.29	16	46	31	9

# January 2023



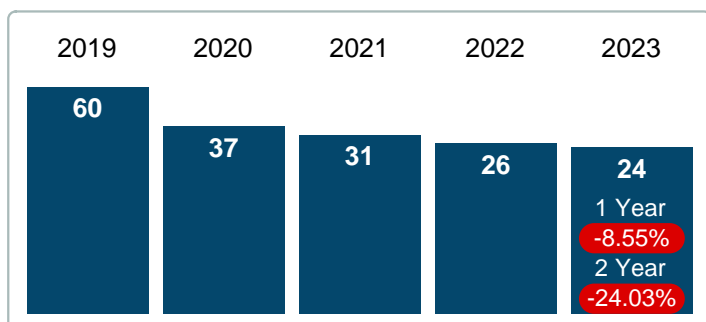
Area Delimited by County Of Washington - Residential Property Type



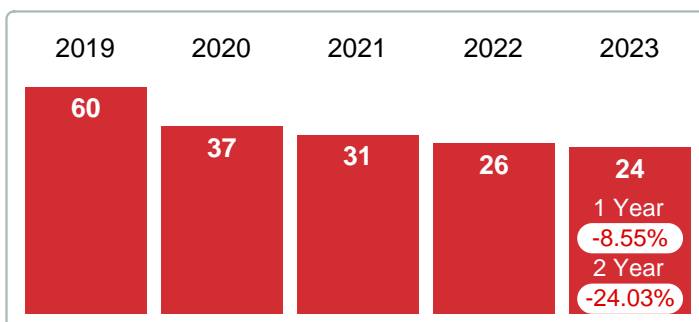
## AVERAGE DAYS ON MARKET TO SALE

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

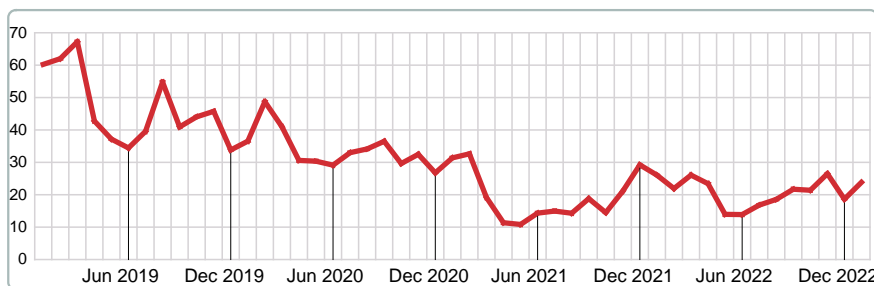
### JANUARY



### YEAR TO DATE (YTD)

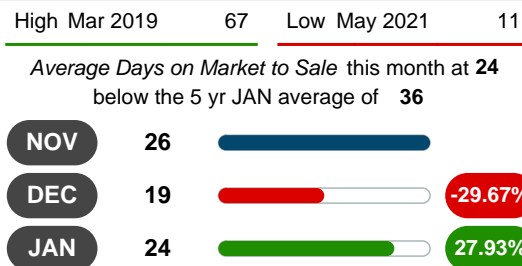


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 36



### 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	7.27%	87	68	93	0	0
\$50,001 - \$75,000	12.73%	3	3	4	0	0
\$75,001 - \$100,000	10.91%	7	6	10	0	0
\$100,001 - \$175,000	34.55%	15	39	13	18	0
\$175,001 - \$200,000	9.09%	26	0	24	38	0
\$200,001 - \$325,000	12.73%	43	0	51	32	0
\$325,001 and up	12.73%	27	0	1	35	15
<b>Average Closed DOM</b>		<b>24</b>	<b>13</b>	<b>25</b>	<b>33</b>	<b>15</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>24</b>	<b>11</b>	<b>33</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>9,655,990</b>	<b>755.25K</b>	<b>4.86M</b>	<b>3.63M</b>	<b>414.00K</b>



# January 2023



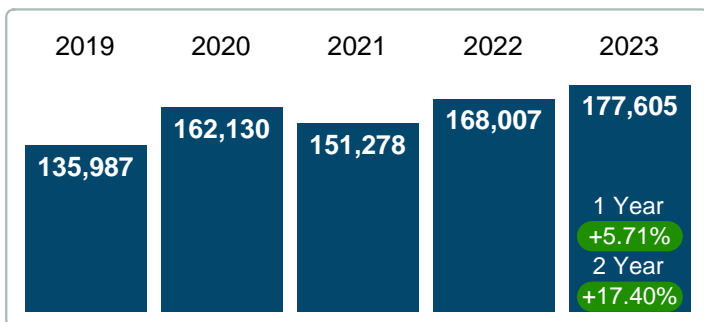
Area Delimited by County Of Washington - Residential Property Type



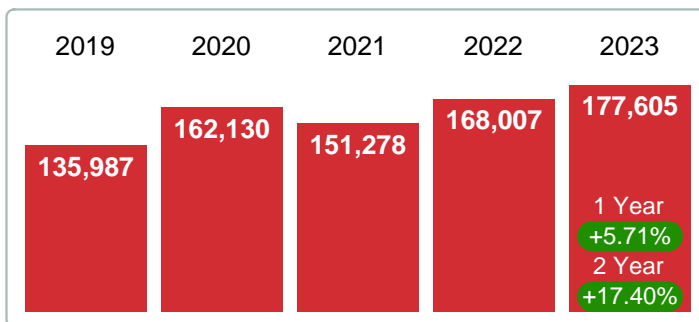
## AVERAGE LIST PRICE AT CLOSING

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

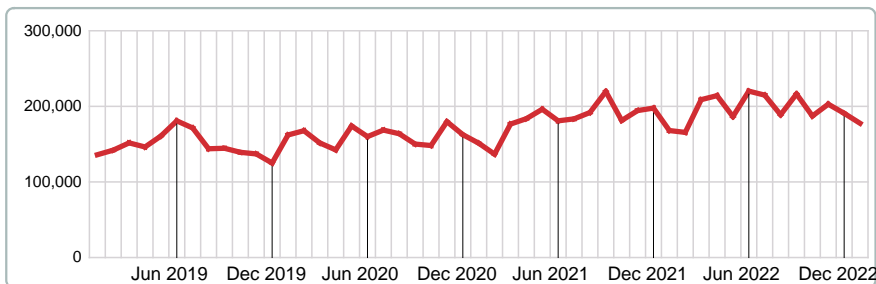
### JANUARY



### YEAR TO DATE (YTD)

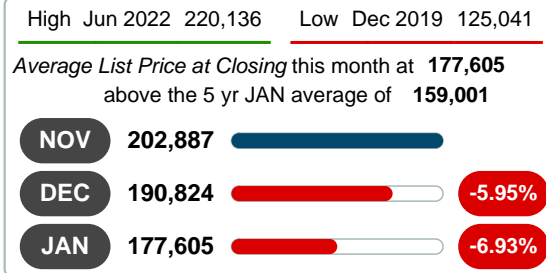


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 159,001



### 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	7.27%	38,825	38,900	38,800	0	0
\$50,001 - \$75,000	12.73%	63,843	63,400	64,950	0	0
\$75,001 - \$100,000	9.09%	86,600	83,500	104,000	0	0
\$100,001 - \$175,000	36.36%	137,855	106,000	142,182	125,000	0
\$175,001 - \$200,000	7.27%	184,325	0	184,325	208,000	0
\$200,001 - \$325,000	14.55%	237,273	0	233,195	252,467	0
\$325,001 and up	12.73%	477,214	0	329,000	517,100	426,000
<b>Average List Price</b>		<b>177,605</b>	<b>72,355</b>	<b>147,590</b>	<b>367,590</b>	<b>426,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>177,605</b>	<b>11</b>	<b>33</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>9,768,280</b>	<b>795.90K</b>	<b>4.87M</b>	<b>3.68M</b>	<b>426.00K</b>



# January 2023



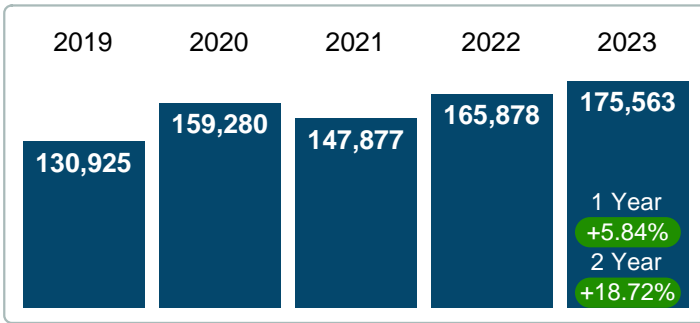
Area Delimited by County Of Washington - Residential Property Type



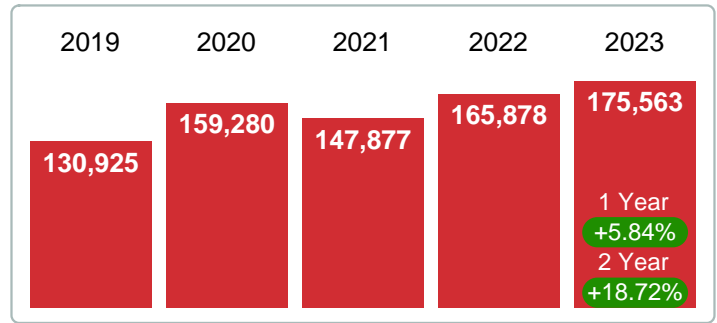
## AVERAGE SOLD PRICE AT CLOSING

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

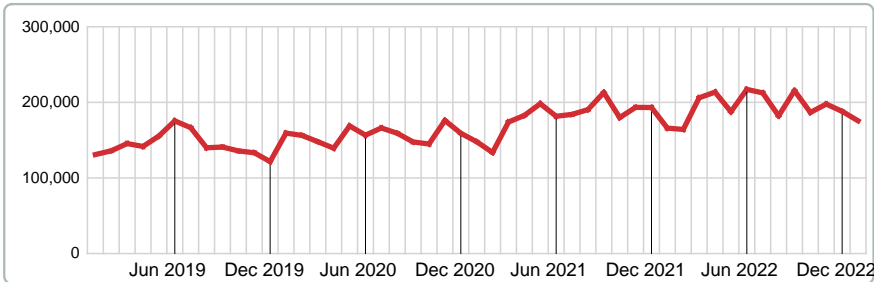
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

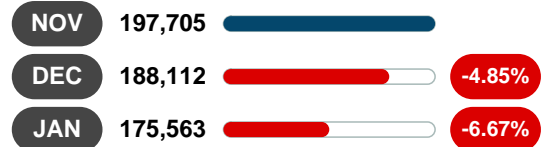


### 3 MONTHS

5 year JAN AVG = 155,904

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

Average Sold Price at Closing this month at **175,563**  
above the 5 yr JAN average of **155,904**



### 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	7.27%	29,625	32,500	28,667	0	0
\$50,001 - \$75,000	12.73%	61,664	60,350	64,950	0	0
\$75,001 - \$100,000	10.91%	83,750	78,750	93,750	0	0
\$100,001 - \$175,000	34.55%	140,213	106,000	143,356	121,000	0
\$175,001 - \$200,000	9.09%	188,280	0	187,850	190,000	0
\$200,001 - \$325,000	12.73%	244,627	0	234,598	258,000	0
\$325,001 and up	12.73%	469,357	0	329,000	508,500	414,000
<b>Average Sold Price</b>		<b>175,563</b>	<b>68,659</b>	<b>147,250</b>	<b>362,750</b>	<b>414,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>175,563</b>	<b>11</b>	<b>33</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>9,655,990</b>	<b>755.25K</b>	<b>4.86M</b>	<b>3.63M</b>	<b>414.00K</b>

# January 2023



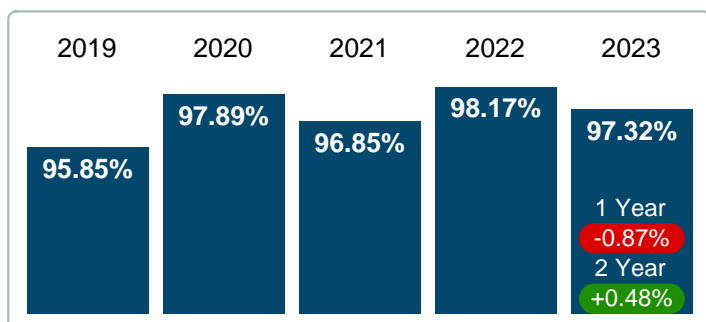
Area Delimited by County Of Washington - Residential Property Type



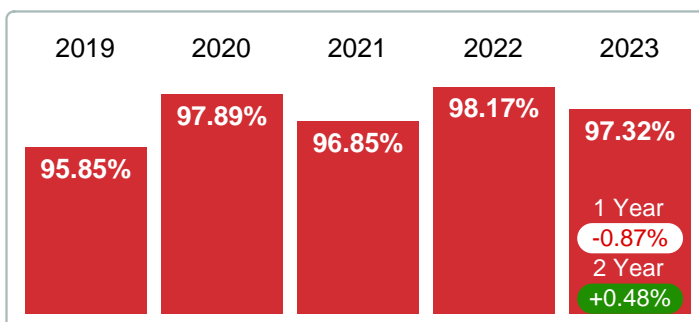
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

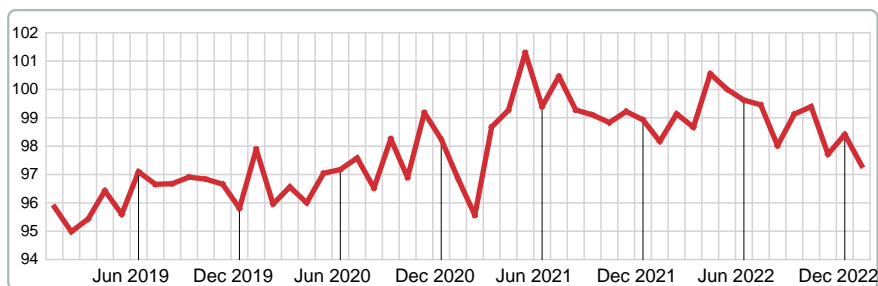
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

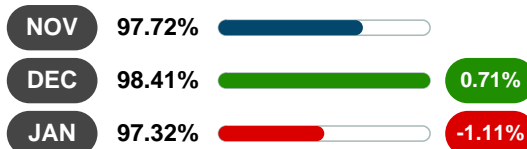


### 3 MONTHS

5 year JAN AVG = 97.22%

High May 2021 101.30% Low Feb 2019 94.98%

Average Sold/List Ratio this month at **97.32%**  
equal to 5 yr JAN average of **97.22%**



### 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	<div style="width: 7.27%;"></div> 4	7.27%	76.03%	83.55%	73.52%	0.00%	0.00%	
\$50,001 - \$75,000	<div style="width: 12.73%;"></div> 7	12.73%	96.85%	95.60%	100.00%	0.00%	0.00%	
\$75,001 - \$100,000	<div style="width: 10.91%;"></div> 6	10.91%	93.18%	94.51%	90.53%	0.00%	0.00%	
\$100,001 - \$175,000	<div style="width: 34.55%;"></div> 19	34.55%	100.69%	100.00%	100.96%	96.80%	0.00%	
\$175,001 - \$200,000	<div style="width: 9.09%;"></div> 5	9.09%	99.81%	0.00%	101.92%	91.35%	0.00%	
\$200,001 - \$325,000	<div style="width: 12.73%;"></div> 7	12.73%	101.10%	0.00%	100.37%	102.08%	0.00%	
\$325,001 and up	<div style="width: 12.73%;"></div> 7	12.73%	98.76%	0.00%	100.00%	98.82%	97.18%	
Average Sold/List Ratio		97.30%		94.51%	97.79%	98.85%	97.18%	
Total Closed Units		55	100%	97.30%	11	33	10	1
Total Closed Volume		9,655,990			755.25K	4.86M	3.63M	414.00K

# January 2023



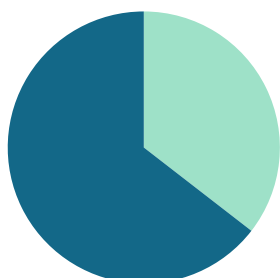
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

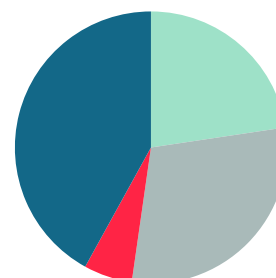


**Inventory**  
 New Listings  
**66 = 35.48%**  
 Start Inventory  
**120**  
 Total Inventory Units  
**186**  
 Volume  
**\$42,393,378**

### Market Activity

Closed Sales  
**55 = 22.63%**  
 Pending Sales  
**72 = 29.63%**  
 Other Off Market  
**14 = 5.76%**  
 Active Inventory  
**102 = 41.98%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	77	55	-28.57%	77	55	-28.57%
Pending Sales	80	72	-10.00%	80	72	-10.00%
New Listings	85	66	-22.35%	85	66	-22.35%
Average List Price	168,007	177,605	5.71%	168,007	177,605	5.71%
Average Sale Price	165,878	175,563	5.84%	165,878	175,563	5.84%
Average Percent of Selling Price to List Price	98.17%	97.32%	-0.87%	98.17%	97.32%	-0.87%
Average Days on Market to Sale	26.06	23.84	-8.55%	26.06	23.84	-8.55%
Monthly Inventory	102	102	0.00%	102	102	0.00%
Months Supply of Inventory	1.20	1.29	7.93%	1.20	1.29	7.93%

**Absorption:** Last 12 months, an Average of **79** Sales/Month

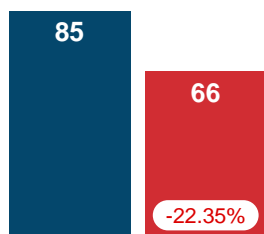
**Inventory** on January 31, 2023 = **102**

**2022** **2023**

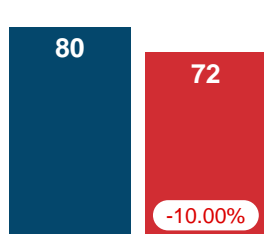
### JANUARY MARKET

### AVERAGE PRICES

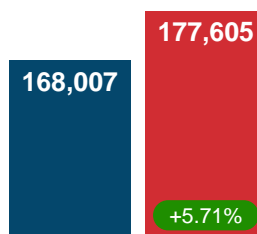
#### New Listings



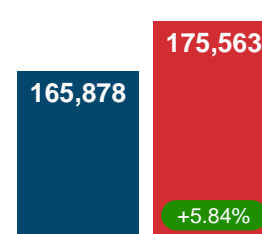
#### Pending Listings



#### List Price



#### Sale Price



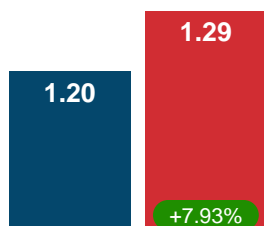
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

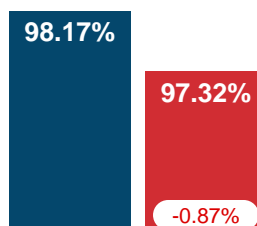
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

