

# January 2023



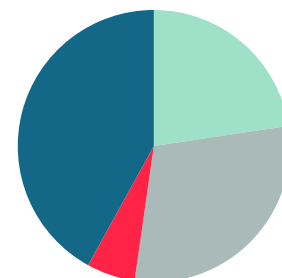
Area Delimited by County Of Washington - Residential Property Type



## 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%
Median List Price	155,000	139,900	-9.74%
Median Sale Price	156,000	135,000	-13.46%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	10.00	7.00	-30.00%
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.

#### 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 **13.46%** in January 2023 to \$135,000 versus the previous year at \$156,000.

#### Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 3.00 days or **30.00%** in January 2023 compared to last year's same month at **10.00** DOM.

#### Sales Success for January 2023 is Positive

Overall, with Median Prices falling 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 Monthly 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

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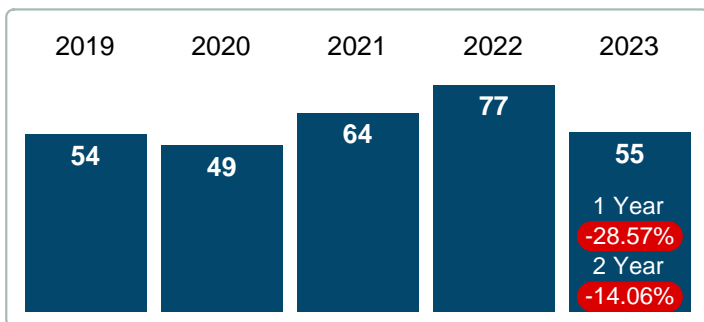
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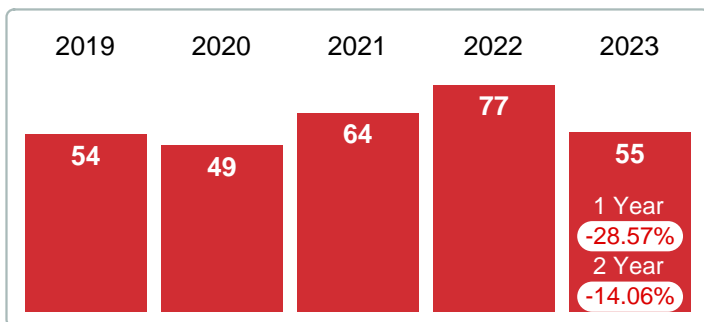
## CLOSED LISTINGS

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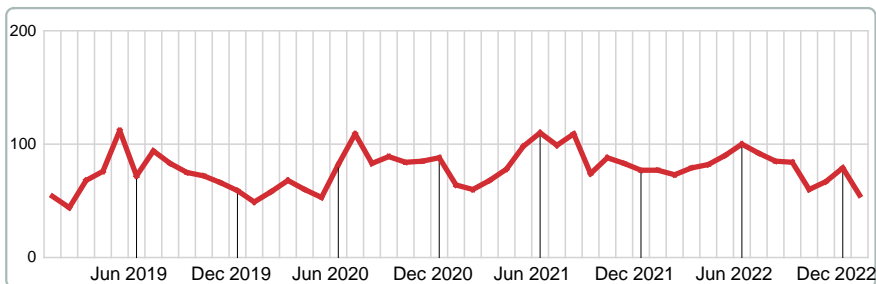
### JANUARY



### YEAR TO DATE (YTD)

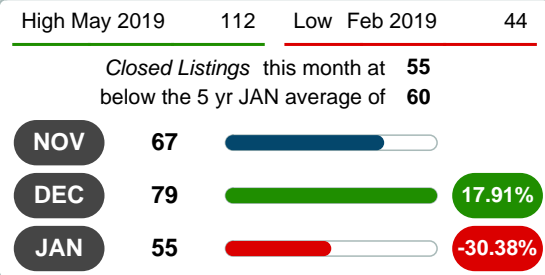


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 60



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	10.91%	59.5	2	4	0	0
\$60,001 - \$70,000	5	9.09%	1.0	4	1	0	0
\$70,001 - \$110,000	7	12.73%	6.0	5	2	0	0
\$110,001 - \$170,000	14	25.45%	8.5	0	13	1	0
\$170,001 - \$210,000	10	18.18%	5.5	0	9	1	0
\$210,001 - \$330,000	7	12.73%	10.0	0	4	3	0
\$330,001 and up	6	10.91%	13.5	0	0	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>7.0</b>	<b>755.25K</b>	<b>4.86M</b>	<b>3.63M</b>	<b>414.00K</b>
<b>Median Closed Price</b>	<b>\$135,000</b>			<b>\$62,500</b>	<b>\$137,000</b>	<b>\$314,000</b>	<b>\$414,000</b>

# January 2023



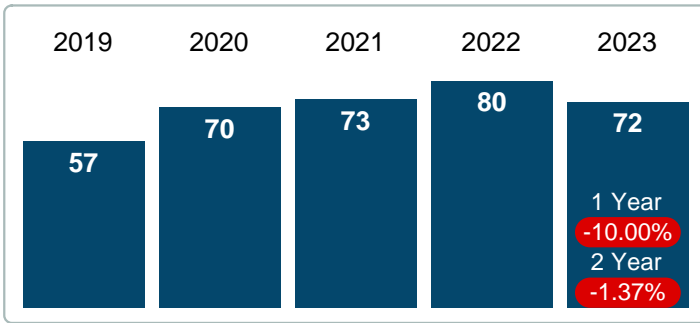
Area Delimited by County Of Washington - Residential Property Type



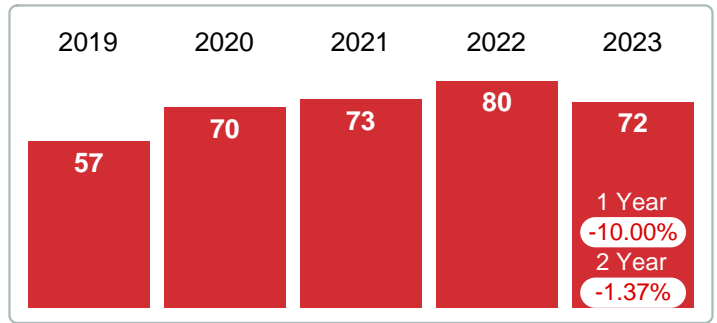
## PENDING LISTINGS

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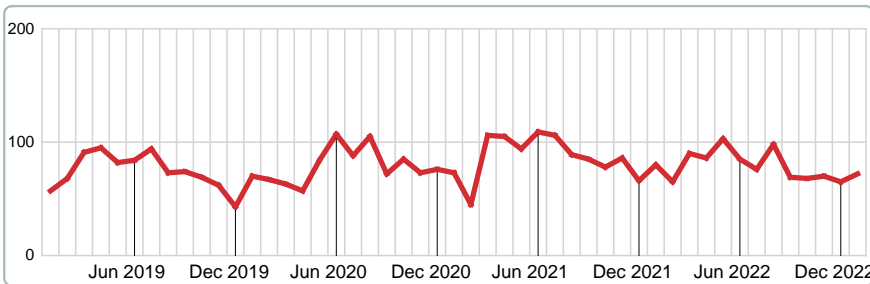
### JANUARY



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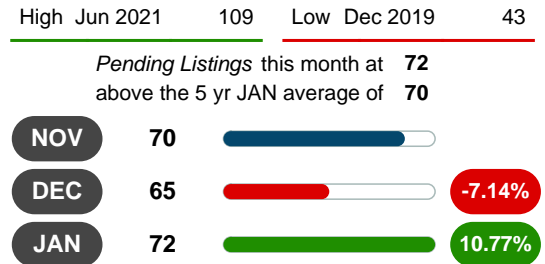


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 70



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	12.5	5	4	1	0
\$75,001 - \$125,000	13	18.06%	8.0	4	8	1	0
\$125,001 - \$200,000	20	27.78%	17.0	3	12	4	1
\$200,001 - \$250,000	8	11.11%	49.0	0	5	3	0
\$250,001 - \$375,000	12	16.67%	29.5	0	3	6	3
\$375,001 and up	7	9.72%	3.0	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>11.5</b>	<b>1.19M</b>	<b>5.02M</b>	<b>6.24M</b>	<b>1.62M</b>
<b>Median Listing Price</b>	<b>\$157,000</b>			<b>\$85,000</b>	<b>\$149,000</b>	<b>\$300,000</b>	<b>\$309,000</b>

# January 2023



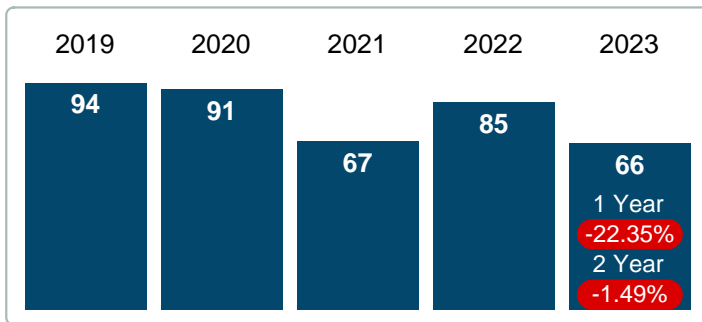
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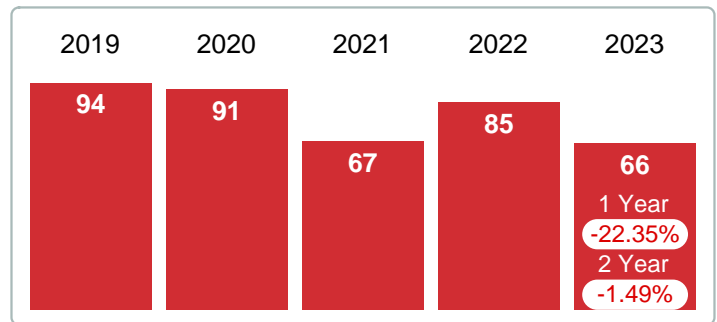
## NEW LISTINGS

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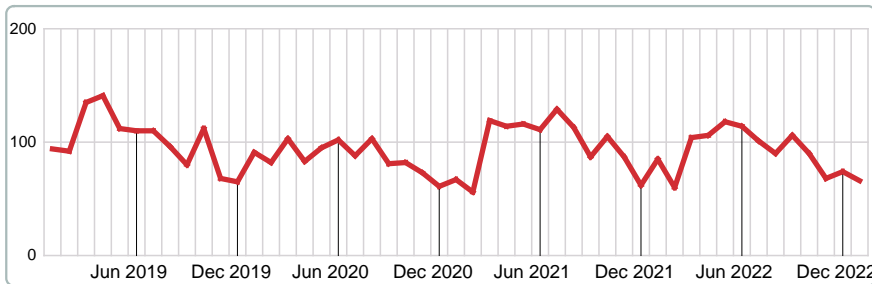
### JANUARY



### YEAR TO DATE (YTD)

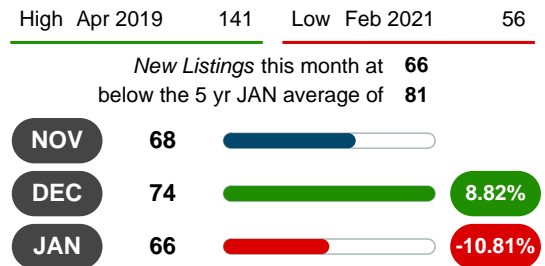


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 81



### 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	6	9.09%	2	4	0	0
\$60,001 - \$80,000	7	10.61%	4	2	1	0
\$80,001 - \$120,000	9	13.64%	3	5	0	1
\$120,001 - \$190,000	19	28.79%	5	10	2	2
\$190,001 - \$270,000	11	16.67%	1	7	3	0
\$270,001 - \$380,000	7	10.61%	0	2	5	0
\$380,001 and up	7	10.61%	1	0	5	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>Median New Listed Listing Price</b>	<b>\$147,000</b>		<b>\$87,450</b>	<b>\$142,500</b>	<b>\$312,245</b>	<b>\$127,450</b>

# January 2023



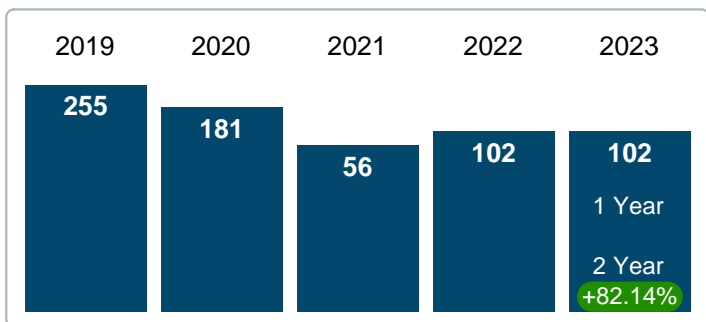
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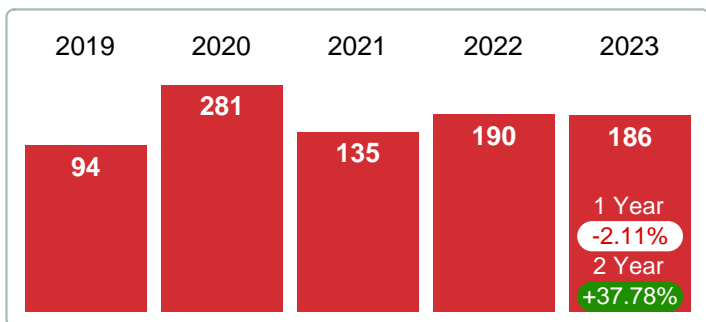
## ACTIVE INVENTORY

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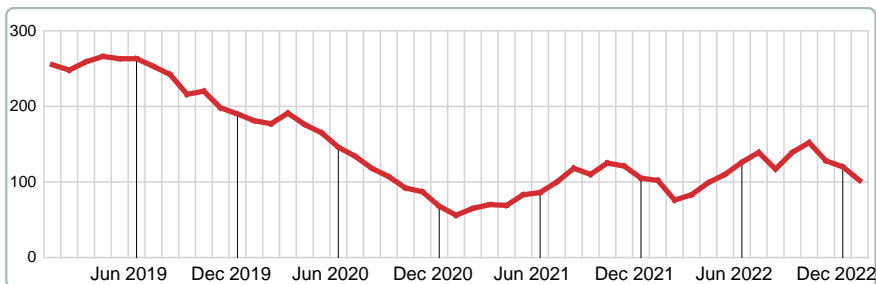
### END OF JANUARY



### ACTIVE DURING JANUARY

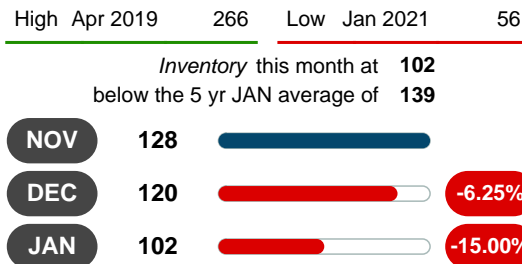


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 139



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	9.80%	43.0	4	4	2	0
\$50,001 - \$75,000	8	7.84%	48.5	1	6	1	0
\$75,001 - \$150,000	19	18.63%	83.0	7	9	1	2
\$150,001 - \$225,000	19	18.63%	55.0	3	11	3	2
\$225,001 - \$325,000	24	23.53%	51.0	0	8	15	1
\$325,001 - \$425,000	10	9.80%	88.5	0	3	7	0
\$425,001 and up	12	11.76%	114.5	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>55.0</b>	<b>2.04M</b>	<b>10.56M</b>	<b>8.72M</b>	<b>3.75M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$212,500</b>			<b>\$102,900</b>	<b>\$179,000</b>	<b>\$295,000</b>	<b>\$239,900</b>

# January 2023



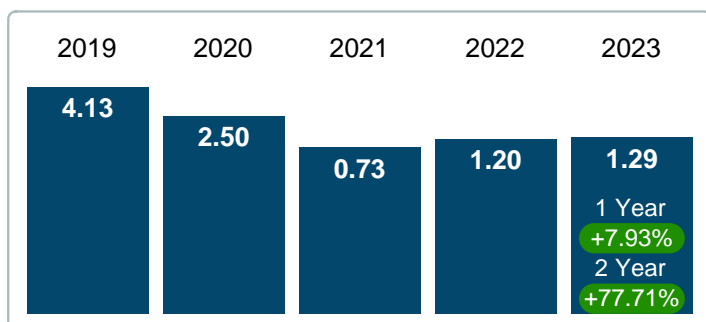
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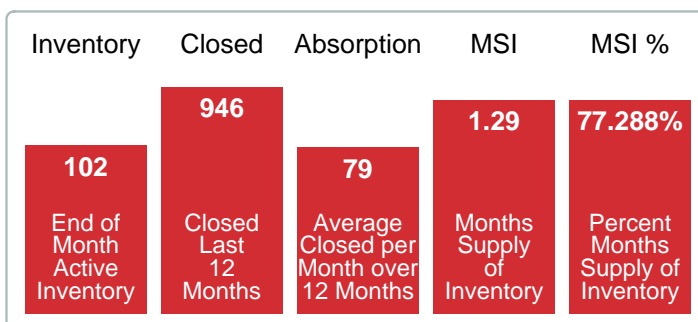
## MONTHS SUPPLY of INVENTORY (MSI)

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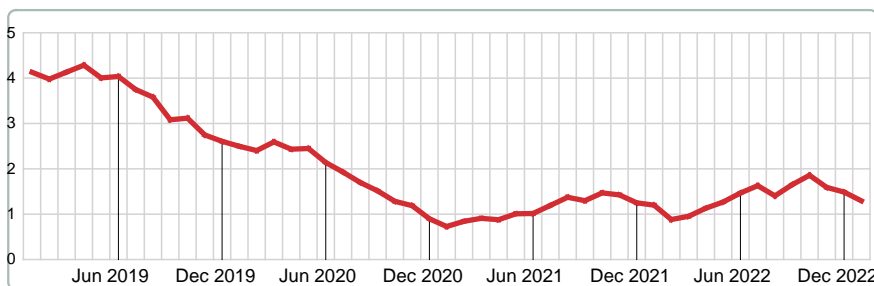
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2023

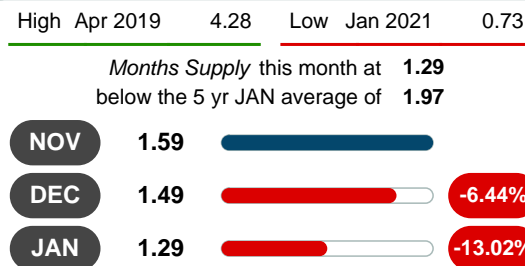


### 5 YEAR MARKET ACTIVITY TRENDS



### 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%	102	16	46	31	9

# January 2023



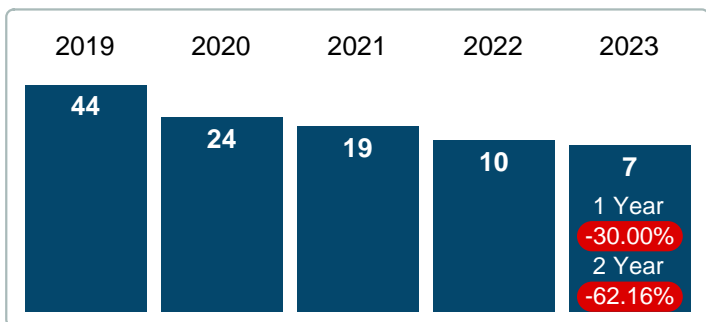
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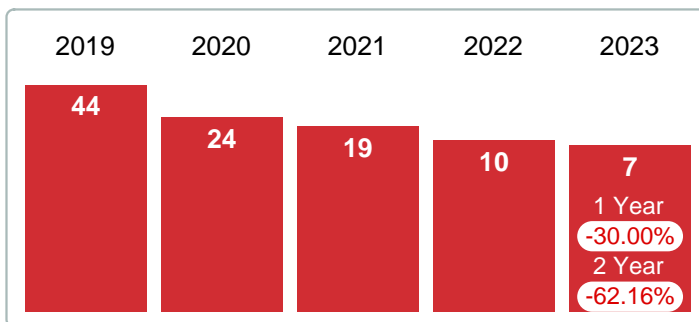
## MEDIAN DAYS ON MARKET TO SALE

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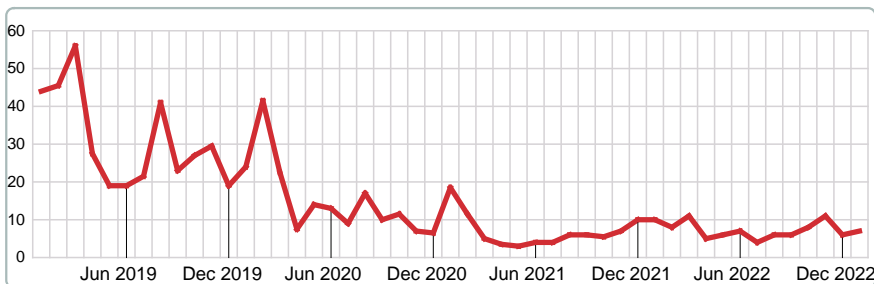
### JANUARY



### YEAR TO DATE (YTD)

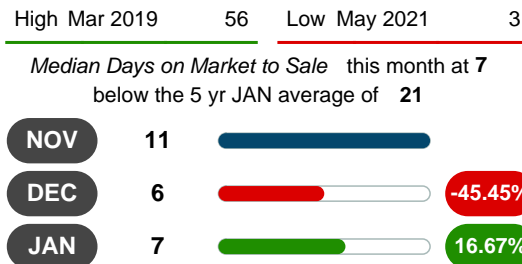


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 21



### 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	
\$60,000 and less	10.91%	60	38	60	0	0	
\$60,001 - \$70,000	9.09%	1	1	4	0	0	
\$70,001 - \$110,000	12.73%	6	6	10	0	0	
\$110,001 - \$170,000	25.45%	9	0	7	18	0	
\$170,001 - \$210,000	18.18%	6	0	4	38	0	
\$210,001 - \$330,000	12.73%	10	0	6	33	0	
\$330,001 and up	10.91%	14	0	0	12	15	
Median Closed DOM		7	6	7	26	15	
Total Closed Units	100%	55	7.0	11	33	10	1
Total Closed Volume		9,655,990		755.25K	4.86M	3.63M	414.00K

# January 2023



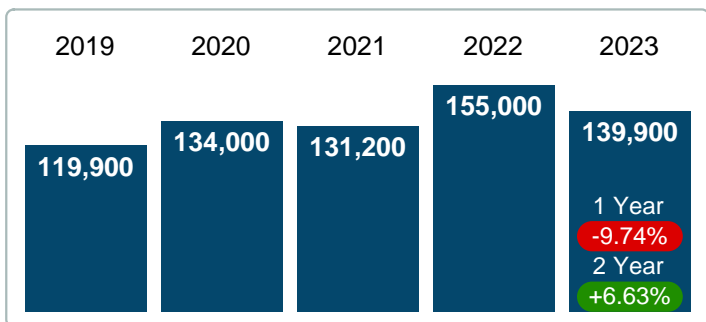
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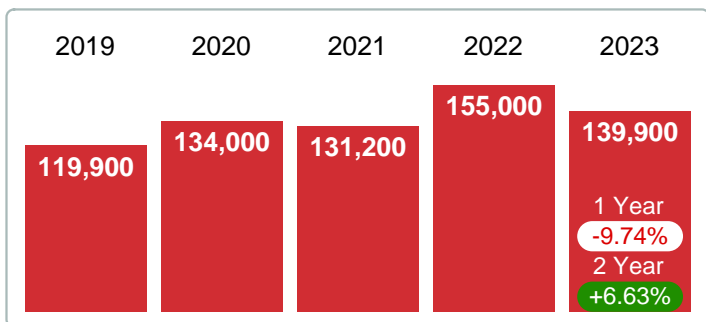
## MEDIAN LIST PRICE AT CLOSING

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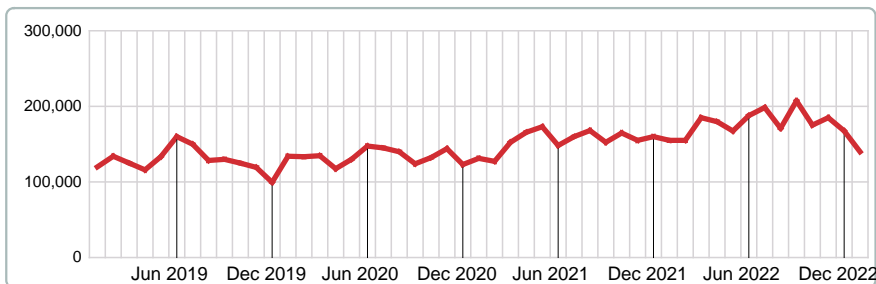
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

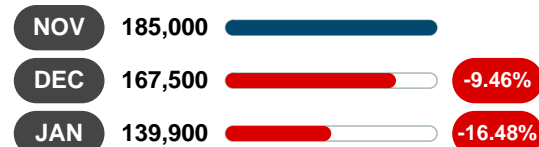


### 3 MONTHS

5 year JAN AVG = 136,000

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

Median List Price at Closing this month at **139,900**  
above the 5 yr JAN average of **136,000**



### 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
\$60,000 and less	10.91%	45,700	46,950	45,700	0	0
\$60,001 - \$70,000	7.27%	62,500	62,500	69,900	0	0
\$70,001 - \$110,000	18.18%	92,000	84,750	107,000	0	0
\$110,001 - \$170,000	25.45%	137,450	0	139,900	125,000	0
\$170,001 - \$210,000	14.55%	182,450	0	179,900	208,000	0
\$210,001 - \$330,000	12.73%	258,500	0	256,195	258,500	0
\$330,001 and up	10.91%	393,000	0	0	360,000	426,000
<b>Median List Price</b>		<b>139,900</b>	<b>74,500</b>	<b>141,000</b>	<b>302,450</b>	<b>426,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>139,900</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>



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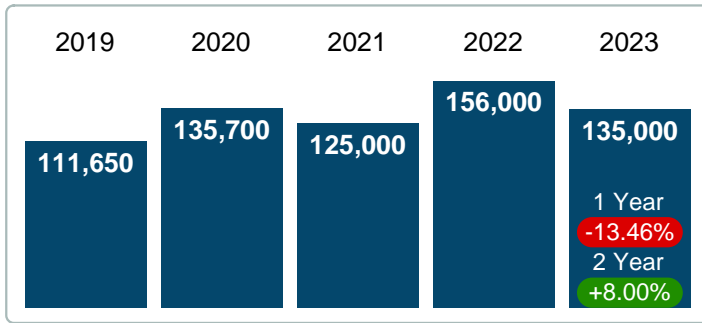
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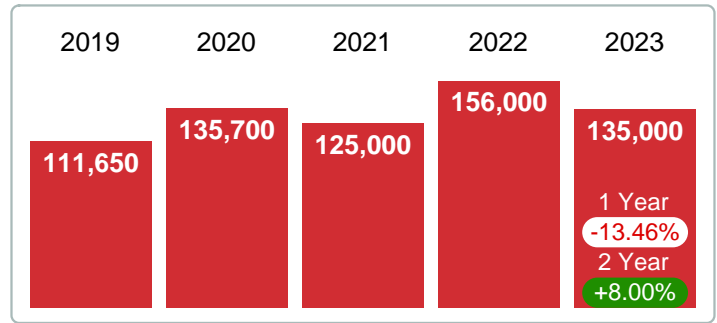
## MEDIAN SOLD PRICE AT CLOSING

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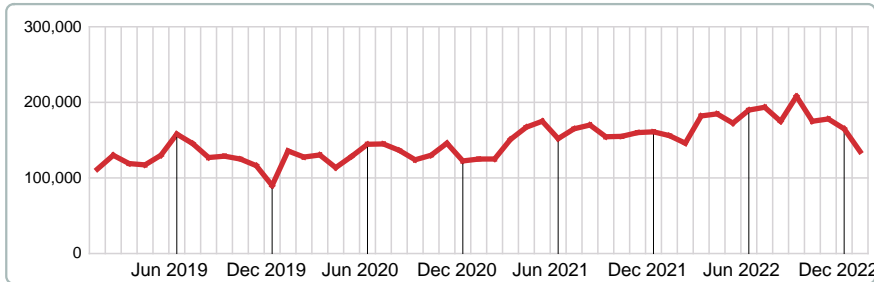
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

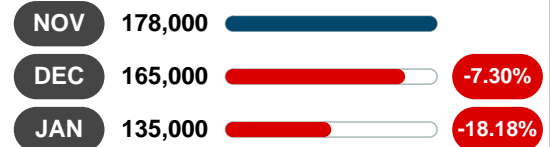


### 3 MONTHS

5 year JAN AVG = 132,670

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

Median Sold Price at Closing this month at 135,000 above the 5 yr JAN average of 132,670



### 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
\$60,000 and less	10.91%	35,250	42,125	34,000	0	0
\$60,001 - \$70,000	9.09%	62,500	62,500	69,900	0	0
\$70,001 - \$110,000	12.73%	85,000	78,000	93,750	0	0
\$110,001 - \$170,000	25.45%	128,600	0	130,000	121,000	0
\$170,001 - \$210,000	18.18%	182,450	0	179,900	190,000	0
\$210,001 - \$330,000	12.73%	260,000	0	261,195	260,000	0
\$330,001 and up	10.91%	382,000	0	0	350,000	414,000
<b>Median Sold Price</b>		<b>135,000</b>				
<b>Total Closed Units</b>		<b>55</b>				
<b>Total Closed Volume</b>		<b>9,655,990</b>				
			62,500	137,000	314,000	414,000
			11	33	10	1
			755.25K	4.86M	3.63M	414.00K

# January 2023



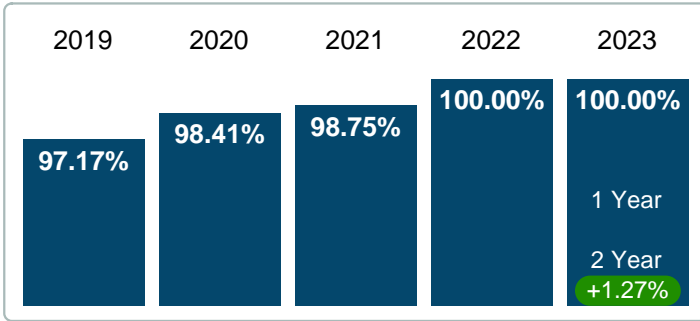
Area Delimited by County Of Washington - Residential Property Type



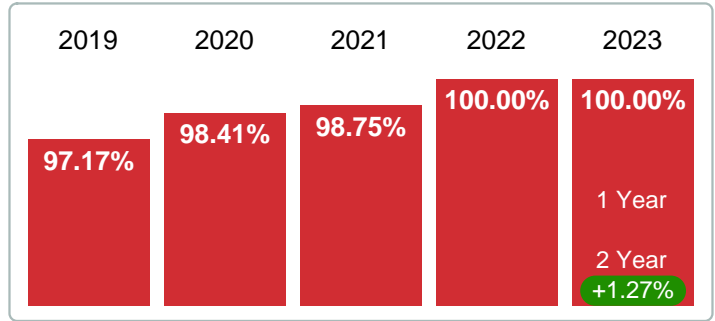
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

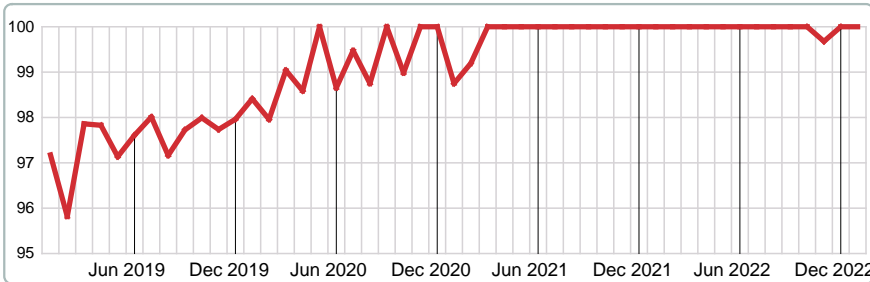
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

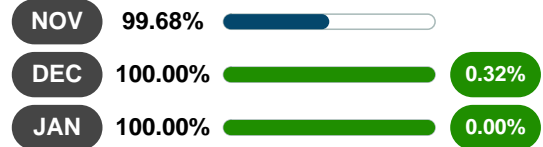


### 3 MONTHS

5 year JAN AVG = 98.87%

High Jan 2023 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JAN average of **98.87%**



### 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
\$60,000 and less	6	10.91%	82.72%	88.82%	76.95%	0.00%	0.00%
\$60,001 - \$70,000	5	9.09%	100.00%	100.00%	100.00%	0.00%	0.00%
\$70,001 - \$110,000	7	12.73%	92.31%	92.31%	90.53%	0.00%	0.00%
\$110,001 - \$170,000	14	25.45%	100.00%	0.00%	100.00%	96.80%	0.00%
\$170,001 - \$210,000	10	18.18%	100.88%	0.00%	101.76%	91.35%	0.00%
\$210,001 - \$330,000	7	12.73%	100.00%	0.00%	100.00%	96.94%	0.00%
\$330,001 and up	6	10.91%	98.61%	0.00%	0.00%	100.00%	97.18%
Median Sold/List Ratio		100.00%		94.09%	100.00%	97.08%	97.18%
Total Closed Units		55	100%	11	33	10	1
Total Closed Volume		9,655,990		755.25K	4.86M	3.63M	414.00K

# January 2023



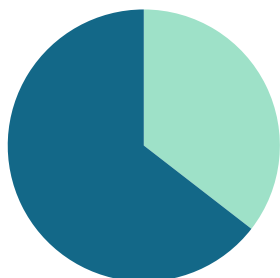
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

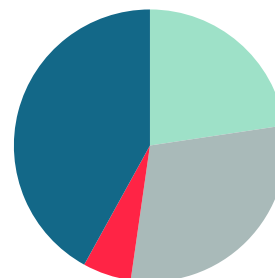


**Inventory**  
 New Listings  
**66 = 35.48%**  
 Start Inventory  
**120**  
 Total Inventory Units  
**186**  
 Volume  
**\$42,393,378**

### 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%
Median List Price	155,000	139,900	-9.74%	155,000	139,900	-9.74%
Median Sale Price	156,000	135,000	-13.46%	156,000	135,000	-13.46%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	10.00	7.00	-30.00%	10.00	7.00	-30.00%
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

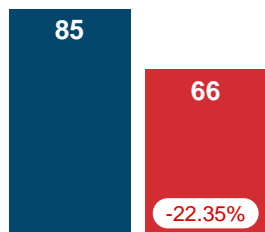
**Inventory** on January 31, 2023 = **102**

**2022** **2023**

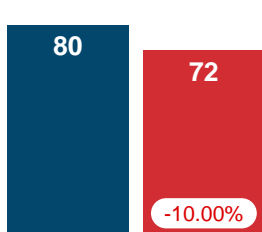
### JANUARY MARKET

### MEDIAN PRICES

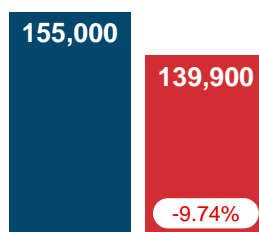
#### New Listings



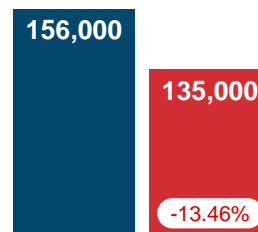
#### Pending Listings



#### List Price



#### Sale Price



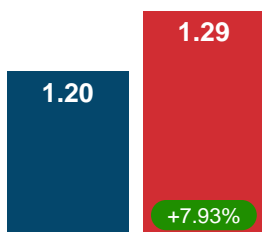
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory

+0.00%

#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

