

July 2023



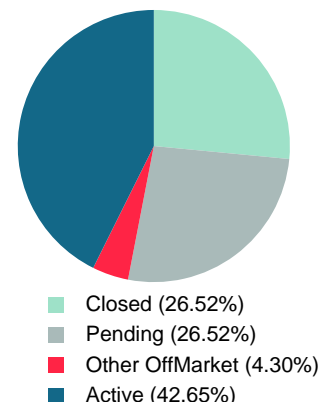
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	July 2023	+/-%
Closed Listings	92	74	-19.57%
Pending Listings	76	74	-2.63%
New Listings	101	90	-10.89%
Median List Price	198,450	182,500	-8.04%
Median Sale Price	193,500	181,500	-6.20%
Median Percent of Selling Price to List Price	100.00%	99.02%	-0.98%
Median Days on Market to Sale	4.00	10.50	162.50%
End of Month Inventory	139	119	-14.39%
Months Supply of Inventory	1.63	1.65	1.00%



Absorption: Last 12 months, an Average of **72** Sales/Month
Active Inventory as of July 31, 2023 = **119**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2023 decreased **14.39%** to 119 existing homes available for sale. Over the last 12 months this area has had an average of 72 closed sales per month. This represents an unsold inventory index of **1.65** 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 **6.20%** in July 2023 to \$181,500 versus the previous year at \$193,500.

Median Days on Market Lengthens

The median number of **10.50** days that homes spent on the market before selling increased by 6.50 days or **162.50%** in July 2023 compared to last year's same month at **4.00** DOM.

Sales Success for July 2023 is Positive

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

There were 90 New Listings in July 2023, down **10.89%** from last year at 101. Furthermore, there were 74 Closed Listings this month versus last year at 92, a **-19.57%** decrease.

Closed versus Listed trends yielded a **82.2%** ratio, down from previous year's, July 2022, at **91.1%**, a **9.73%** downswing. This will certainly create pressure on a decreasing Month's 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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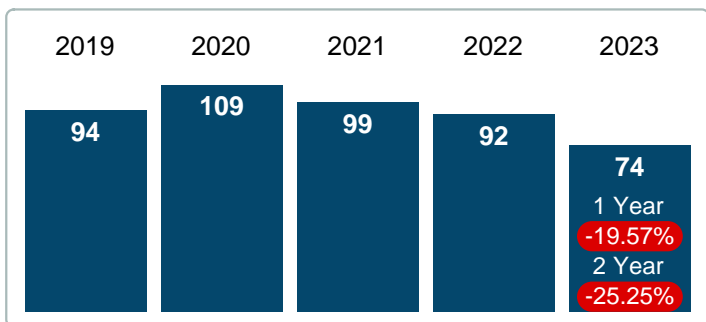
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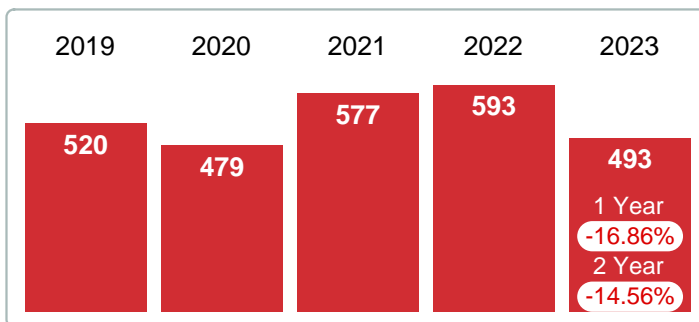
CLOSED LISTINGS

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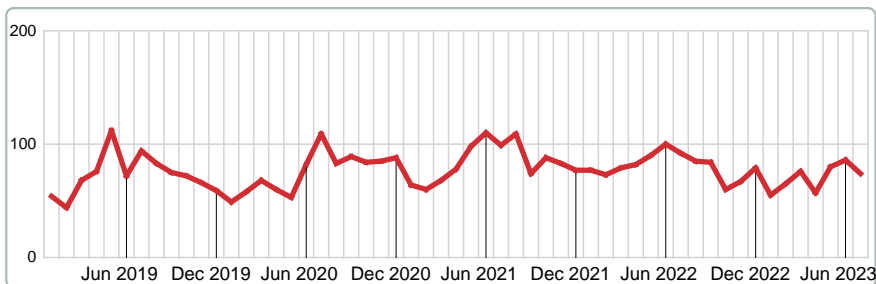
JULY



YEAR TO DATE (YTD)

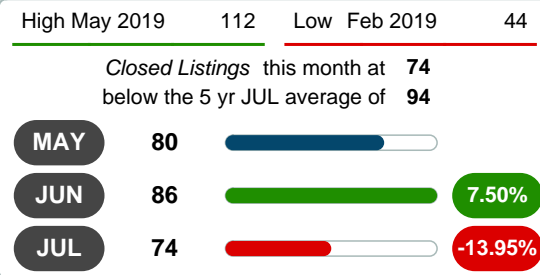


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 94



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	4	5.41%	6.0	1	3	0	0
\$50,001 - \$100,000	12	16.22%	6.5	3	9	0	0
\$100,001 - \$150,000	10	13.51%	4.0	1	9	0	0
\$150,001 - \$200,000	18	24.32%	5.5	1	15	2	0
\$200,001 - \$275,000	10	13.51%	15.0	1	5	2	2
\$275,001 - \$350,000	11	14.86%	24.0	0	2	9	0
\$350,001 and up	9	12.16%	21.0	0	3	5	1
Total Closed Units	74			7	46	18	3
Total Closed Volume	15,362,363	100%	10.5	839.00K	7.97M	5.73M	823.00K
Median Closed Price	\$181,500			\$92,500	\$155,000	\$323,500	\$220,000

July 2023



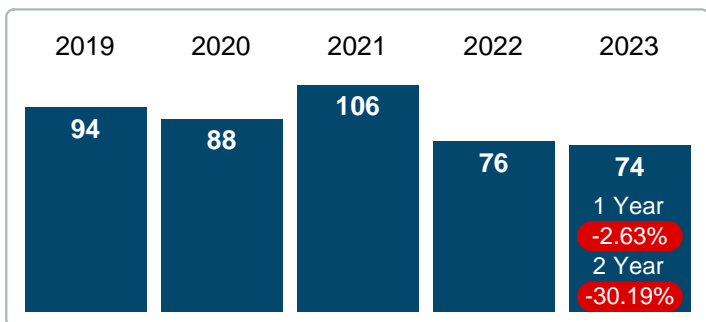
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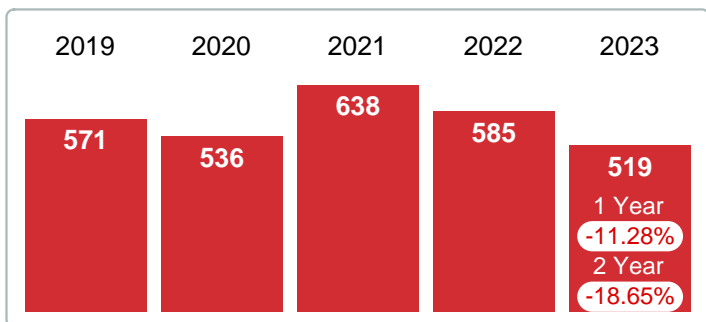
PENDING LISTINGS

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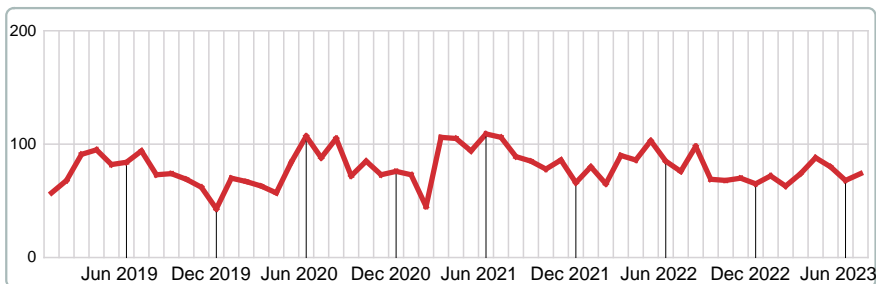
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 88

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at **74**
 below the 5 yr JUL average of **88**

- MAY: 80
- JUN: 68 (-15.00%)
- JUL: 74 (8.82%)

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	4	5.41%	3.0	1	3	0	0
\$50,001 - \$125,000	11	14.86%	7.0	1	9	1	0
\$125,001 - \$150,000	9	12.16%	18.0	0	9	0	0
\$150,001 - \$200,000	17	22.97%	8.0	2	12	3	0
\$200,001 - \$325,000	15	20.27%	17.0	0	10	5	0
\$325,001 - \$475,000	10	13.51%	21.5	0	4	4	2
\$475,001 and up	8	10.81%	110.5	0	3	2	3
Total Pending Units	74			4	50	15	5
Total Pending Volume	19,091,699	100%	13.0	449.90K	9.97M	5.22M	3.45M
Median Listing Price	\$181,250			\$132,500	\$165,000	\$285,000	\$489,000

July 2023



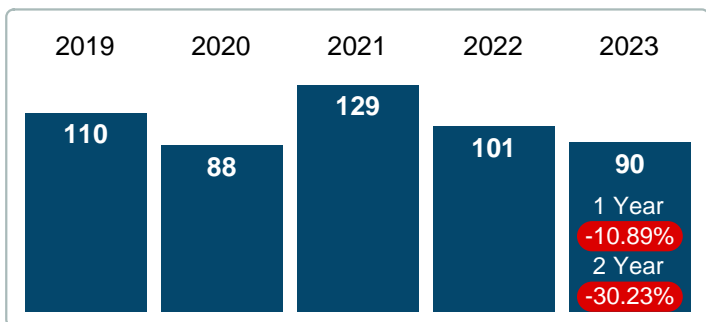
Area Delimited by County Of Washington - Residential Property Type



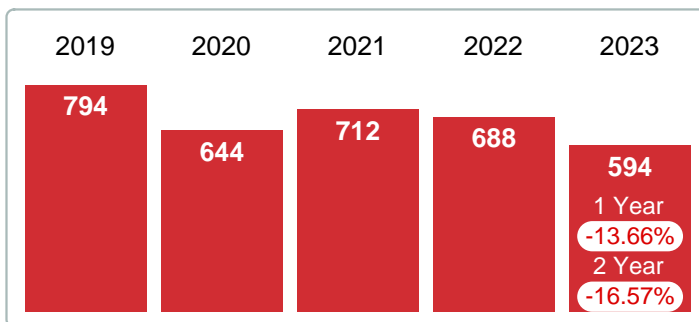
NEW LISTINGS

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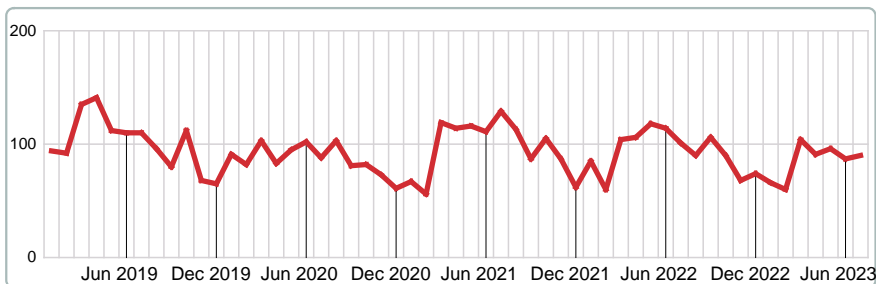
JULY



YEAR TO DATE (YTD)

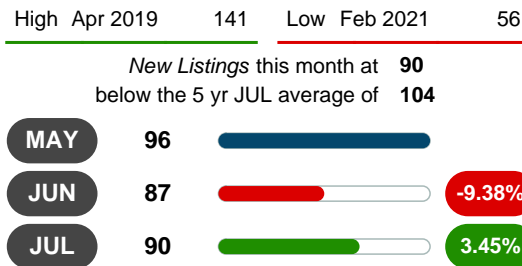


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 104



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	9	10.00%	4	5	0	0
\$50,001 - \$75,000	8	8.89%	4	4	0	0
\$75,001 - \$125,000	13	14.44%	1	11	1	0
\$125,001 - \$200,000	22	24.44%	3	17	2	0
\$200,001 - \$300,000	11	12.22%	2	6	2	1
\$300,001 - \$425,000	17	18.89%	0	6	10	1
\$425,001 and up	10	11.11%	2	1	5	2
Total New Listed Units	90		16	50	20	4
Total New Listed Volume	19,447,688	100%	2.45M	8.36M	7.23M	1.40M
Median New Listed Listing Price	\$174,950		\$74,595	\$140,000	\$350,500	\$377,450

July 2023



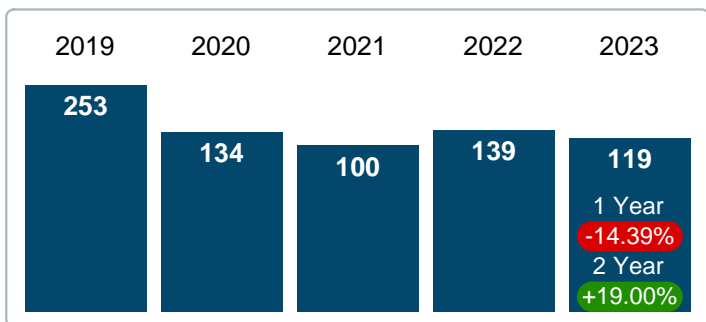
Area Delimited by County Of Washington - Residential Property Type



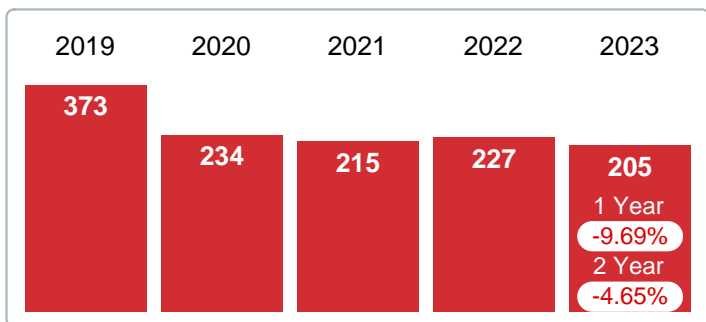
ACTIVE INVENTORY

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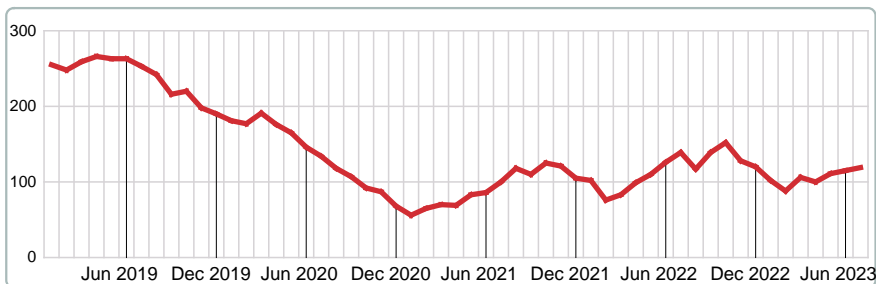
END OF JULY



ACTIVE DURING JULY

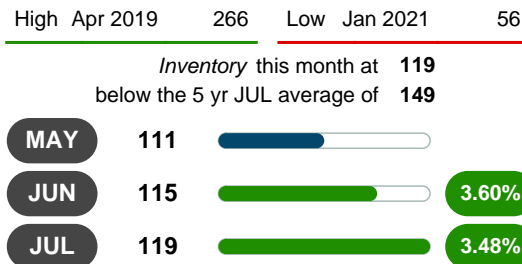


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 149



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	6	5.04%	21.0	3	3	0	0
\$50,001 - \$100,000	14	11.76%	22.0	5	8	1	0
\$100,001 - \$200,000	21	17.65%	19.0	3	18	0	0
\$200,001 - \$300,000	27	22.69%	66.0	1	8	15	3
\$300,001 - \$400,000	24	20.17%	78.0	0	5	16	3
\$400,001 - \$475,000	13	10.92%	41.0	1	4	6	2
\$475,001 and up	14	11.76%	43.0	1	0	12	1
Total Active Inventory by Units	119			14	46	50	9
Total Active Inventory by Volume	35,380,447	100%	39.0	2.17M	8.98M	20.27M	3.96M
Median Active Inventory Listing Price	\$285,000			\$74,595	\$166,450	\$319,240	\$355,000

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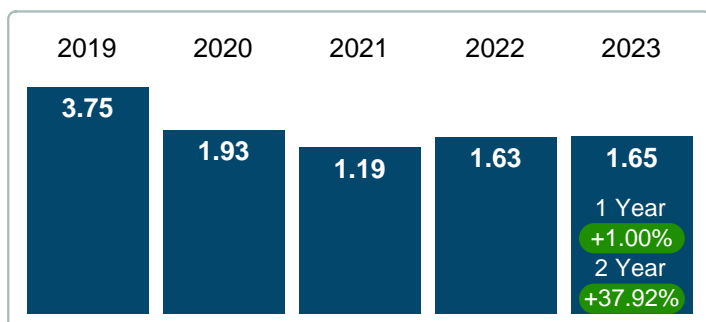
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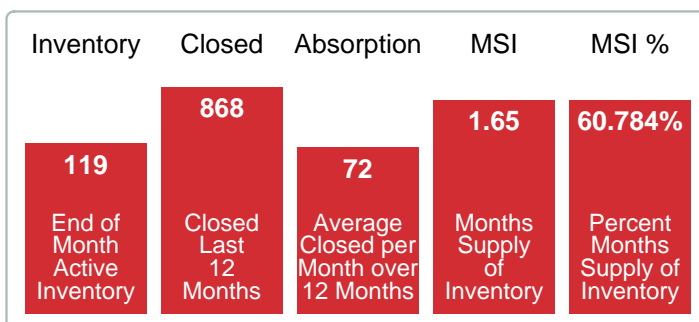
MONTHS SUPPLY of INVENTORY (MSI)

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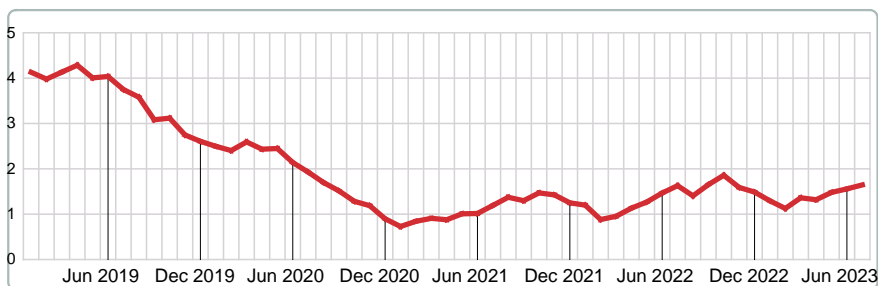
MSI FOR JULY



INDICATORS FOR JULY 2023



5 YEAR MARKET ACTIVITY TRENDS

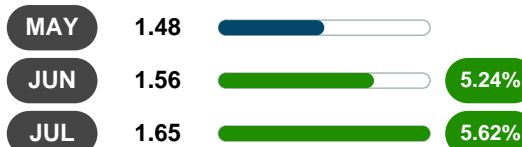


3 MONTHS

5 year JUL AVG = 2.03

High Apr 2019 4.28 Low Jan 2021 0.73

Months Supply this month at 1.65 below the 5 yr JUL average of 2.03



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	6	5.04%	1.33	1.33	1.57	0.00	0.00
\$50,001 - \$100,000	14	11.76%	1.23	0.97	1.39	2.00	0.00
\$100,001 - \$200,000	21	17.65%	0.74	0.75	0.92	0.00	0.00
\$200,001 - \$300,000	27	22.69%	1.51	3.00	0.93	1.82	4.00
\$300,001 - \$400,000	24	20.17%	3.89	0.00	3.53	4.00	4.50
\$400,001 - \$475,000	13	10.92%	8.21	0.00	9.60	6.55	8.00
\$475,001 and up	14	11.76%	5.60	12.00	0.00	10.29	1.33
Market Supply of Inventory (MSI)			1.65	1.17	1.21	2.61	2.92
Total Active Inventory by Units		100%	1.65	14	46	50	9

July 2023



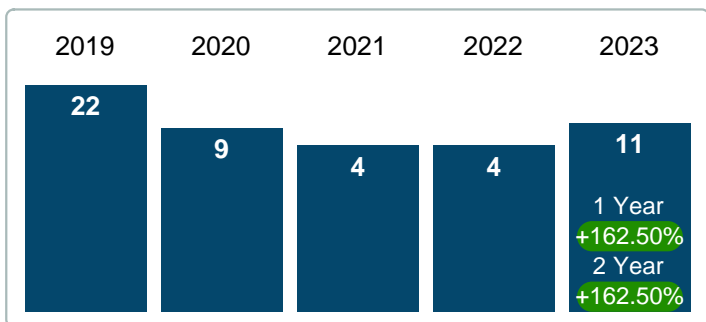
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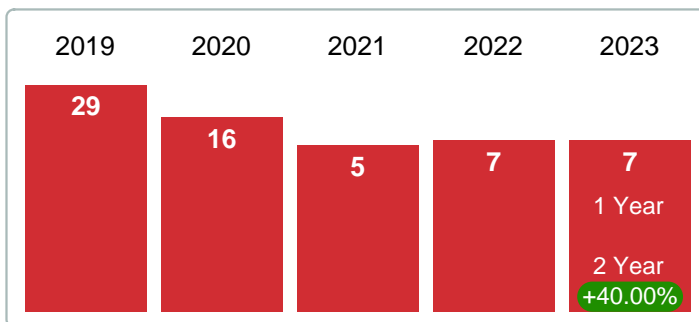
MEDIAN DAYS ON MARKET TO SALE

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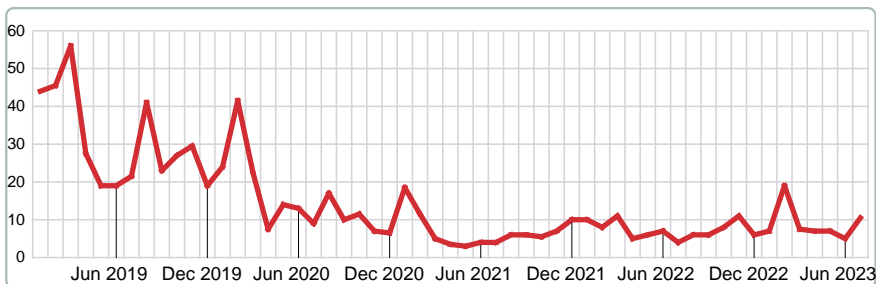
JULY



YEAR TO DATE (YTD)

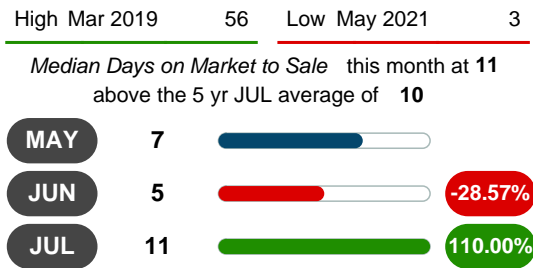


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 10



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	5.41%	6	1	10	0	0
\$50,001 - \$100,000	16.22%	7	5	12	0	0
\$100,001 - \$150,000	13.51%	4	4	4	0	0
\$150,001 - \$200,000	24.32%	6	3	5	9	0
\$200,001 - \$275,000	13.51%	15	24	2	21	12
\$275,001 - \$350,000	14.86%	24	0	7	26	0
\$350,001 and up	12.16%	21	0	57	14	8
Median Closed DOM		11	4	8	22	8
Total Closed Units	100%	74	7	46	18	3
Total Closed Volume		15,362,363	839.00K	7.97M	5.73M	823.00K

July 2023



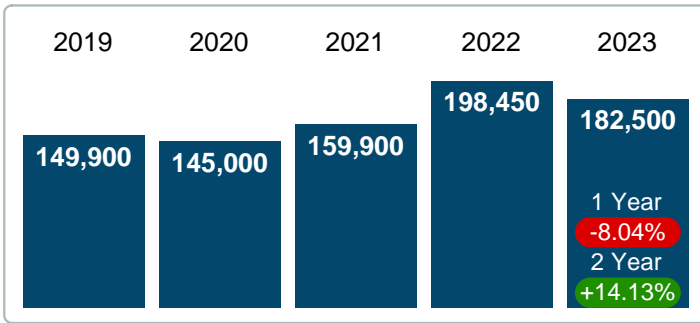
Area Delimited by County Of Washington - Residential Property Type



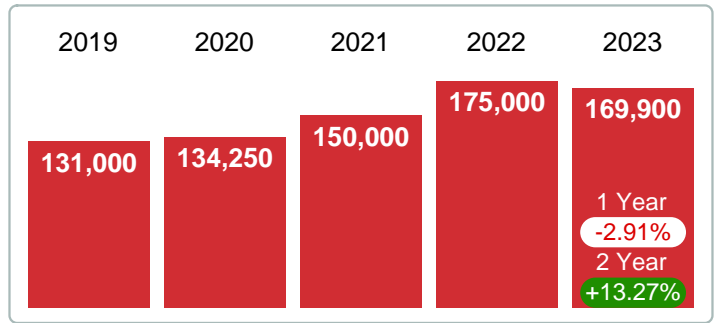
MEDIAN LIST PRICE AT CLOSING

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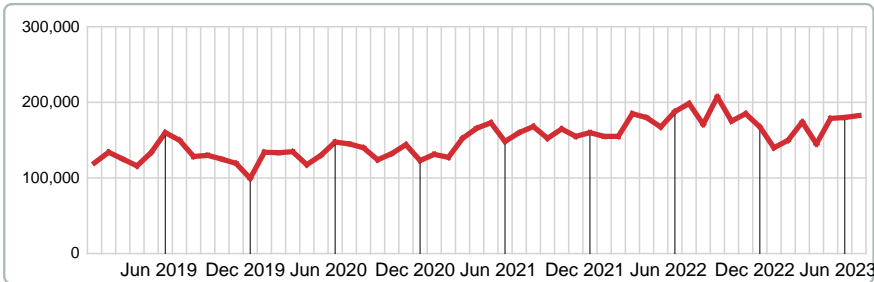
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

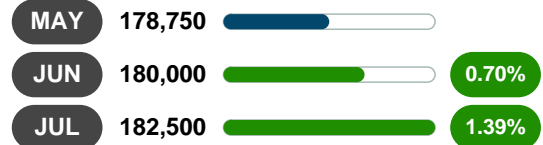


3 MONTHS

5 year JUL AVG = 167,150

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

Median List Price at Closing this month at **182,500**
above the 5 yr JUL average of **167,150**



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	3	4.05%	32,900	46,000	23,950	0	0
\$50,001 - \$100,000	13	17.57%	84,000	92,000	76,000	0	0
\$100,001 - \$150,000	8	10.81%	123,000	0	123,000	0	0
\$150,001 - \$200,000	20	27.03%	172,450	165,000	169,900	185,000	0
\$200,001 - \$275,000	10	13.51%	222,500	229,900	215,000	235,750	222,500
\$275,001 - \$350,000	11	14.86%	305,990	0	292,000	317,900	0
\$350,001 and up	9	12.16%	425,000	0	485,000	389,900	389,900
Median List Price			182,500	95,000	160,000	320,695	225,000
Total Closed Units		100%	182,500	7	46	18	3
Total Closed Volume			15,743,718	857.90K	8.27M	5.78M	834.90K

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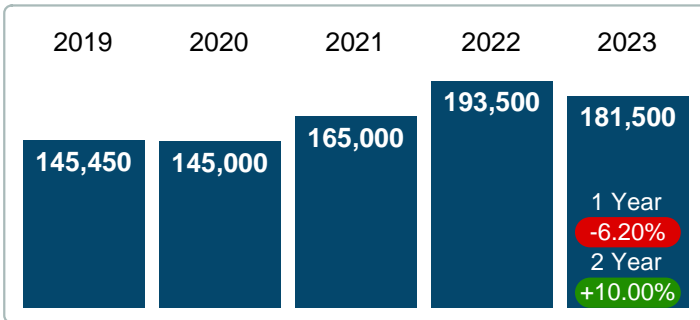
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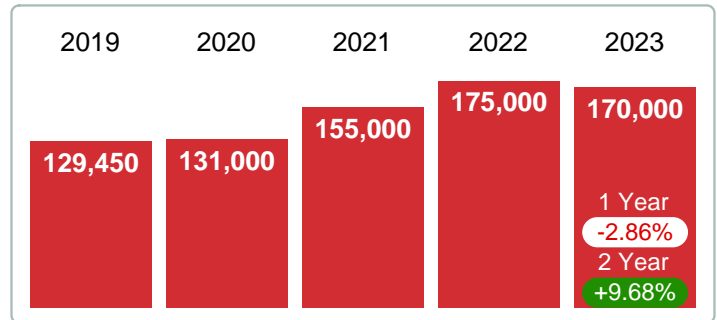
MEDIAN SOLD PRICE AT CLOSING

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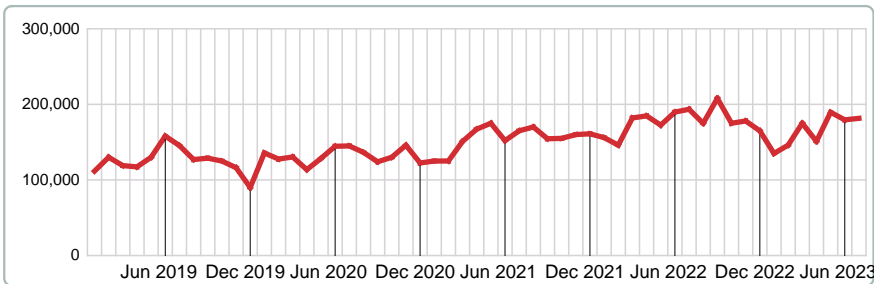
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

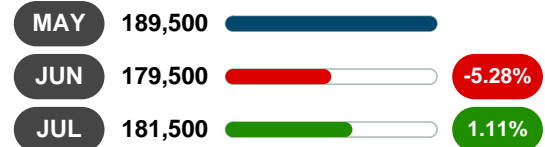


3 MONTHS

5 year JUL AVG = 166,090

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

Median Sold Price at Closing this month at 181,500 above the 5 yr JUL average of 166,090



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	5.41%	37,250	46,000	31,000	0	0
\$50,001 - \$100,000	16.22%	78,000	90,000	69,000	0	0
\$100,001 - \$150,000	13.51%	127,500	150,000	125,000	0	0
\$150,001 - \$200,000	24.32%	173,950	170,000	172,900	190,000	0
\$200,001 - \$275,000	13.51%	220,000	228,000	209,900	233,750	220,000
\$275,001 - \$350,000	14.86%	305,990	0	292,000	320,000	0
\$350,001 and up	12.16%	400,000	0	425,000	395,000	383,000
Median Sold Price		181,500	92,500	155,000	323,500	220,000
Total Closed Units	100%	74	7	46	18	3
Total Closed Volume		15,362,363	839.00K	7.97M	5.73M	823.00K

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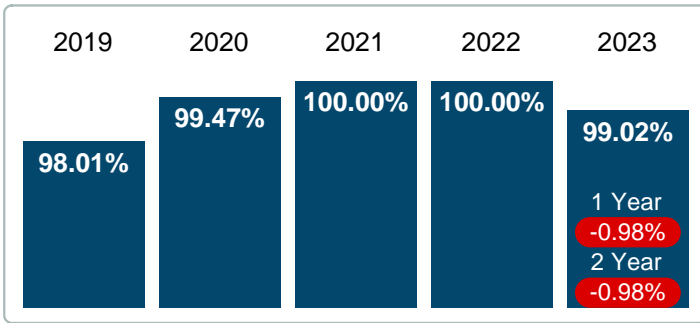
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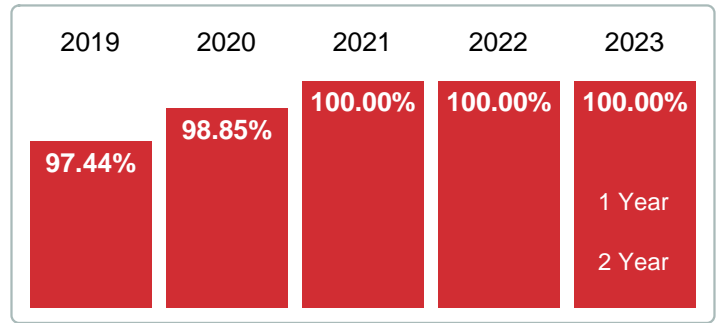
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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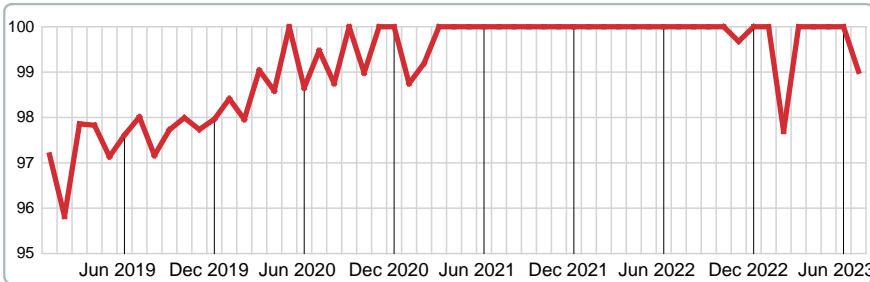
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

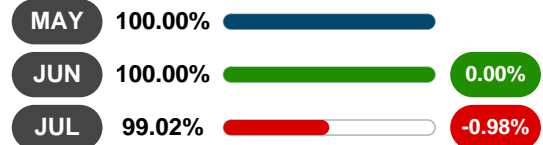


3 MONTHS

5 year JUL AVG = 99.30%

High Jun 2023 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **99.02%** equal to 5 yr JUL average of **99.30%**



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	4	5.41%	97.11%	100.00%	94.22%	0.00%	0.00%
\$50,001 - \$100,000	12	16.22%	98.91%	97.37%	100.00%	0.00%	0.00%
\$100,001 - \$150,000	10	13.51%	97.26%	96.77%	97.74%	0.00%	0.00%
\$150,001 - \$200,000	18	24.32%	100.00%	97.14%	100.00%	102.71%	0.00%
\$200,001 - \$275,000	10	13.51%	99.10%	99.17%	99.03%	99.04%	98.89%
\$275,001 - \$350,000	11	14.86%	100.00%	0.00%	100.00%	98.85%	0.00%
\$350,001 and up	9	12.16%	96.67%	0.00%	91.23%	100.00%	98.23%
Median Sold/List Ratio		99.02%		97.37%	99.52%	100.00%	98.23%
Total Closed Units		74	100%	7	46	18	3
Total Closed Volume		15,362,363		839.00K	7.97M	5.73M	823.00K

July 2023



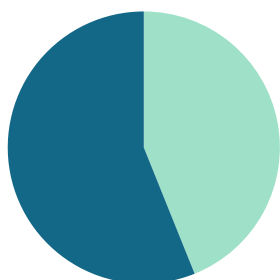
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

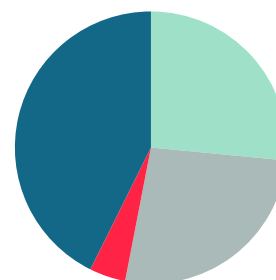


Inventory
 New Listings
90 = 43.90%
 Start Inventory
115
 Total Inventory Units
205
 Volume
\$58,629,446

Market Activity

Closed Sales
74 = 26.52%
 Pending Sales
74 = 26.52%
 Other Off Market
12 = 4.30%
 Active Inventory
119 = 42.65%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	92	74	-19.57%	593	493	-16.86%
Pending Sales	76	74	-2.63%	585	519	-11.28%
New Listings	101	90	-10.89%	688	594	-13.66%
Median List Price	198,450	182,500	-8.04%	175,000	169,900	-2.91%
Median Sale Price	193,500	181,500	-6.20%	175,000	170,000	-2.86%
Median Percent of Selling Price to List Price	100.00%	99.02%	-0.98%	100.00%	100.00%	0.00%
Median Days on Market to Sale	4.00	10.50	162.50%	7.00	7.00	0.00%
Monthly Inventory	139	119	-14.39%	139	119	-14.39%
Months Supply of Inventory	1.63	1.65	1.00%	1.63	1.65	1.00%

Absorption: Last 12 months, an Average of **72** Sales/Month

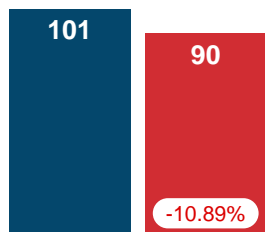
Inventory on July 31, 2023 = **119**

2022 **2023**

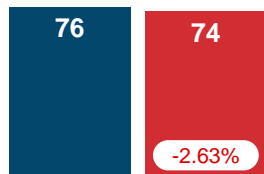
JULY MARKET

MEDIAN PRICES

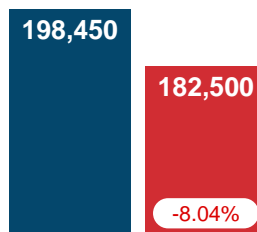
New Listings



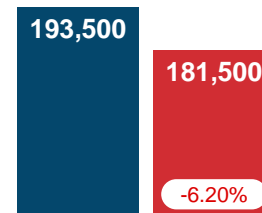
Pending Listings



List Price



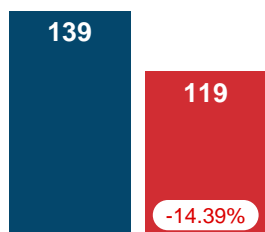
Sale Price



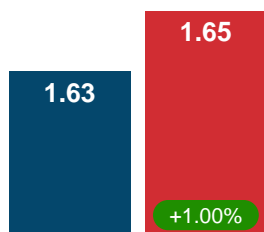
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

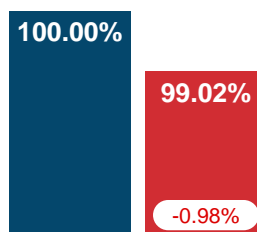
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

