

June 2023



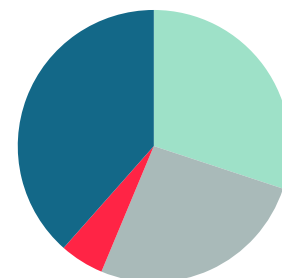
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	June 2023	+/-%
Closed Listings	100	86	-14.00%
Pending Listings	85	75	-11.76%
New Listings	114	87	-23.68%
Average List Price	220,136	205,547	-6.63%
Average Sale Price	217,142	205,196	-5.50%
Average Percent of Selling Price to List Price	99.62%	99.90%	0.27%
Average Days on Market to Sale	13.88	15.56	12.09%
End of Month Inventory	126	110	-12.70%
Months Supply of Inventory	1.47	1.49	1.59%



■ Closed (30.07%)
■ Pending (26.22%)
■ Other OffMarket (5.24%)
■ Active (38.46%)

Absorption: Last 12 months, an Average of **74** Sales/Month
Active Inventory as of June 30, 2023 = **110**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2023 decreased **12.70%** to 110 existing homes available for sale. Over the last 12 months this area has had an average of 74 closed sales per month. This represents an unsold inventory index of **1.49** 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 **5.50%** in June 2023 to \$205,196 versus the previous year at \$217,142.

Average Days on Market Lengthens

The average number of **15.56** days that homes spent on the market before selling increased by 1.68 days or **12.09%** in June 2023 compared to last year's same month at **13.88** DOM.

Sales Success for June 2023 is Positive

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

There were 87 New Listings in June 2023, down **23.68%** from last year at 114. Furthermore, there were 86 Closed Listings this month versus last year at 100, a **-14.00%** decrease.

Closed versus Listed trends yielded a **98.9%** ratio, up from previous year's, June 2022, at **87.7%**, a **12.69%** upswing. 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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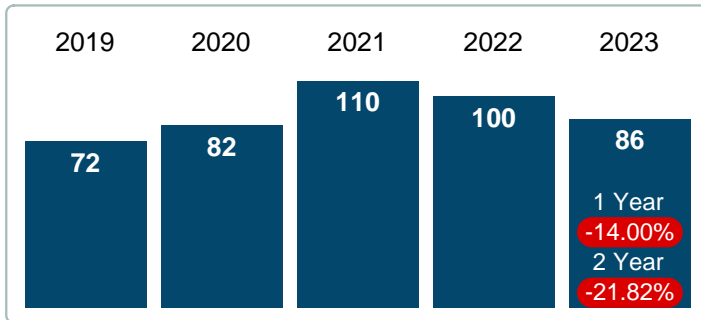
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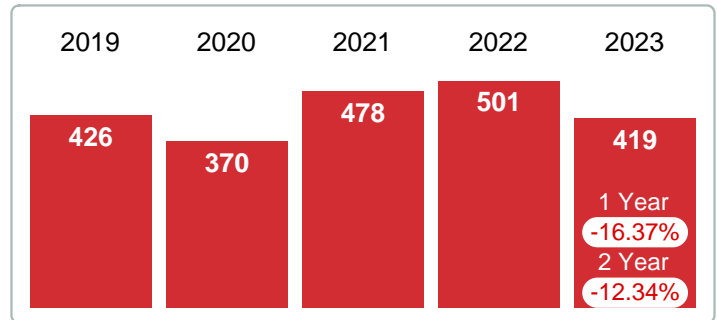
CLOSED LISTINGS

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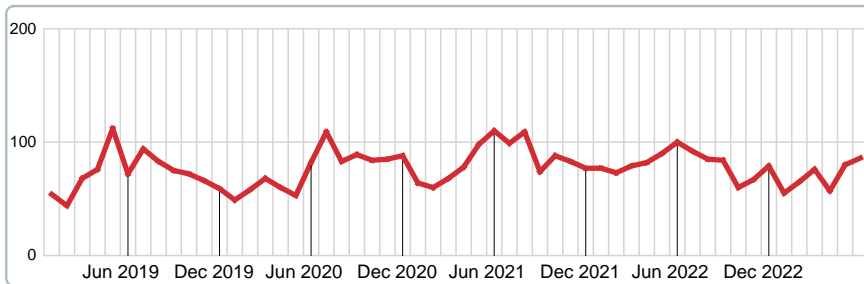
JUNE



YEAR TO DATE (YTD)

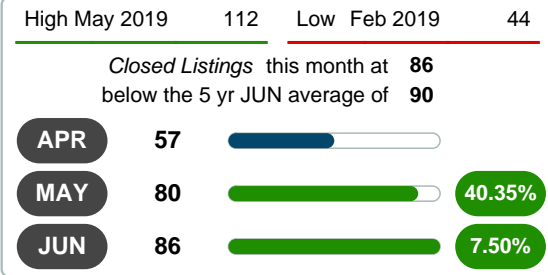


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 90



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	8.14%	15.7	6	1	0	0
\$50,001 - \$100,000	12	13.95%	12.5	6	6	0	0
\$100,001 - \$125,000	7	8.14%	8.7	2	4	0	1
\$125,001 - \$200,000	25	29.07%	11.6	3	19	2	1
\$200,001 - \$250,000	14	16.28%	25.9	0	9	4	1
\$250,001 - \$350,000	11	12.79%	17.5	0	2	8	1
\$350,001 and up	10	11.63%	17.3	0	0	6	4
Total Closed Units	86			17	41	20	8
Total Closed Volume	17,646,825	100%	15.6	1.34M	6.74M	6.41M	3.16M
Average Closed Price	\$205,196			\$78,571	\$164,282	\$320,679	\$395,250

June 2023



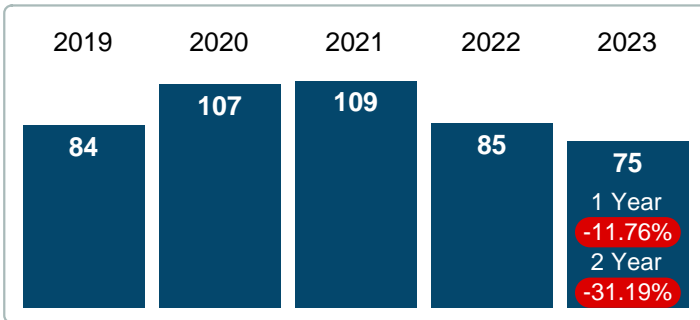
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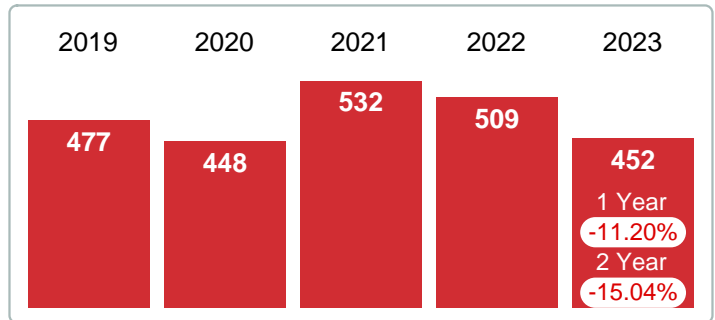
PENDING LISTINGS

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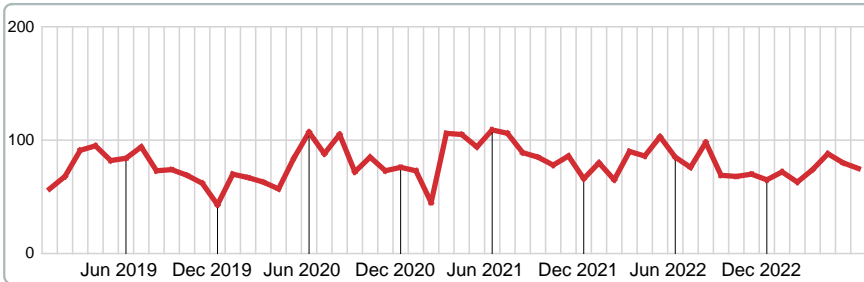
JUNE



YEAR TO DATE (YTD)

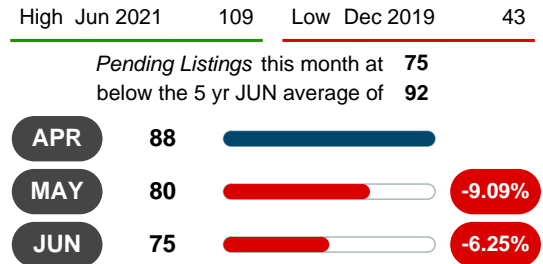


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 92



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	3	4.00%	24.3	2	1	0	0
\$50,001 - \$75,000	6	8.00%	7.3	3	3	0	0
\$75,001 - \$150,000	19	25.33%	14.4	6	13	0	0
\$150,001 - \$200,000	16	21.33%	18.2	1	11	4	0
\$200,001 - \$275,000	12	16.00%	13.3	0	6	4	2
\$275,001 - \$350,000	11	14.67%	44.5	0	2	8	1
\$350,001 and up	8	10.67%	66.4	0	4	4	0
Total Pending Units	75			12	40	20	3
Total Pending Volume	15,752,794	100%	8.9	1.08M	7.77M	6.13M	765.00K
Average Listing Price	\$198,370			\$90,392	\$194,329	\$306,496	\$255,000

June 2023



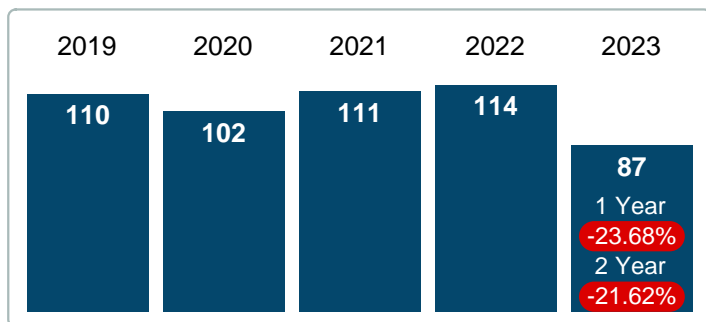
Area Delimited by County Of Washington - Residential Property Type



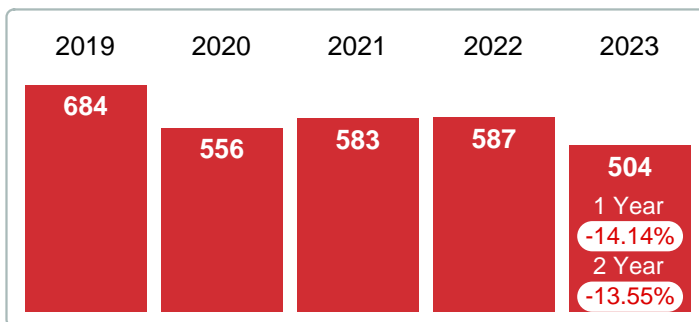
NEW LISTINGS

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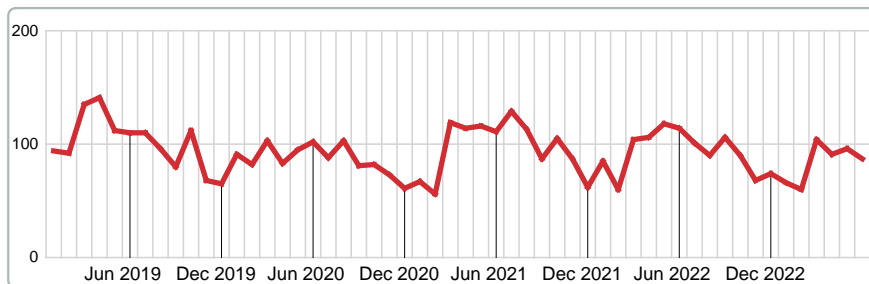
JUNE



YEAR TO DATE (YTD)

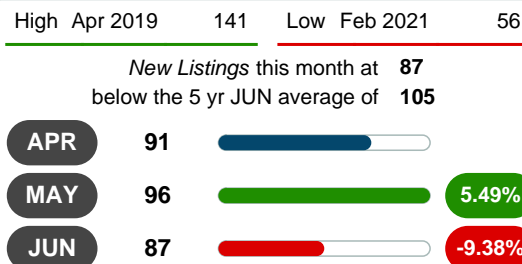


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 105



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	2	2.30%	1	1	0	0
\$50,001 - \$100,000	16	18.39%	6	10	0	0
\$100,001 - \$125,000	7	8.05%	2	5	0	0
\$125,001 - \$200,000	29	33.33%	2	24	3	0
\$200,001 - \$250,000	12	13.79%	0	7	4	1
\$250,001 - \$450,000	12	13.79%	0	4	5	3
\$450,001 and up	9	10.34%	0	1	8	0
Total New Listed Units	87		11	52	20	4
Total New Listed Volume	20,085,797	100%	1.04M	8.69M	9.01M	1.35M
Average New Listed Listing Price	\$213,675		\$94,882	\$167,114	\$450,257	\$336,750

June 2023



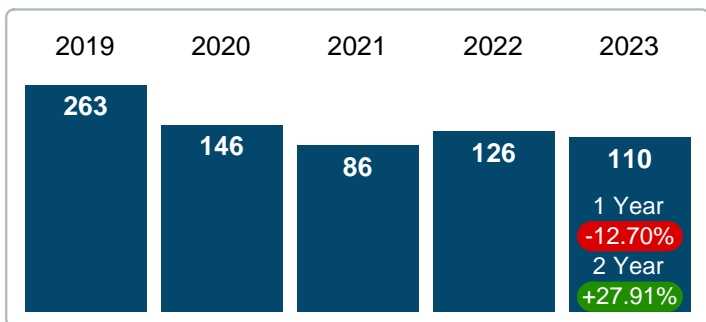
Area Delimited by County Of Washington - Residential Property Type



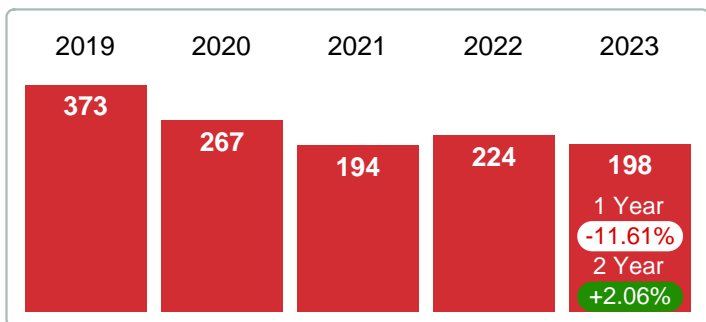
ACTIVE INVENTORY

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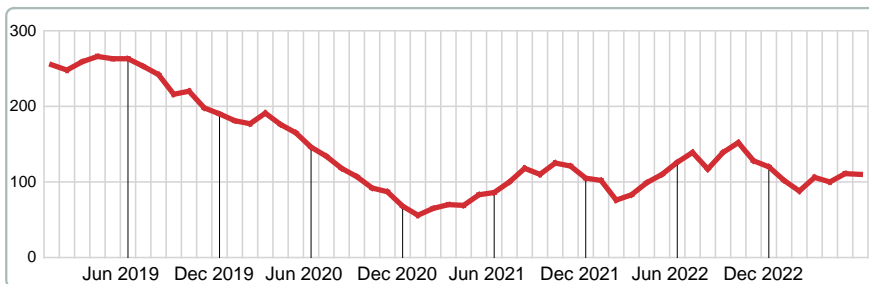
END OF JUNE



ACTIVE DURING JUNE

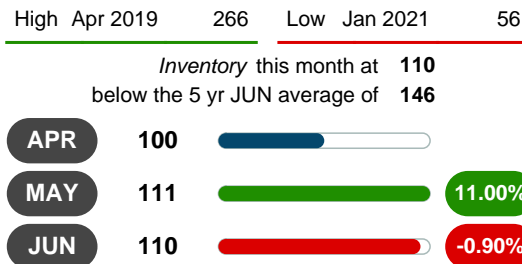


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 146



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	7.27%	76.1	0	6	2	0
\$100,001 - \$175,000	17	15.45%	19.1	3	14	0	0
\$175,001 - \$225,000	12	10.91%	24.2	0	8	4	0
\$225,001 - \$325,000	32	29.09%	52.7	0	9	21	2
\$325,001 - \$425,000	14	12.73%	104.6	0	5	7	2
\$425,001 - \$575,000	15	13.64%	78.4	1	4	6	4
\$575,001 and up	12	10.91%	83.6	0	1	8	3
Total Active Inventory by Units	110			4	47	48	11
Total Active Inventory by Volume	38,299,509	100%	59.6	878.90K	10.85M	20.10M	6.47M
Average Active Inventory Listing Price	\$348,177			\$219,725	\$230,747	\$418,818	\$588,386

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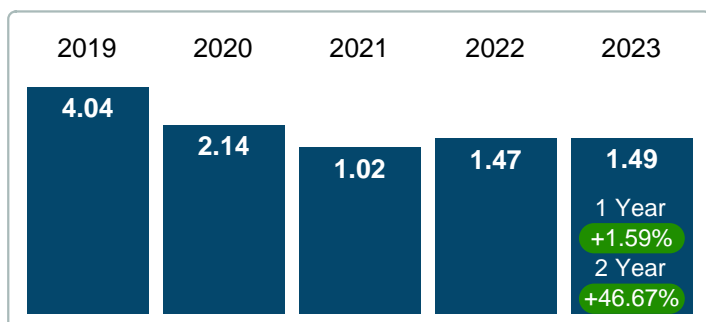
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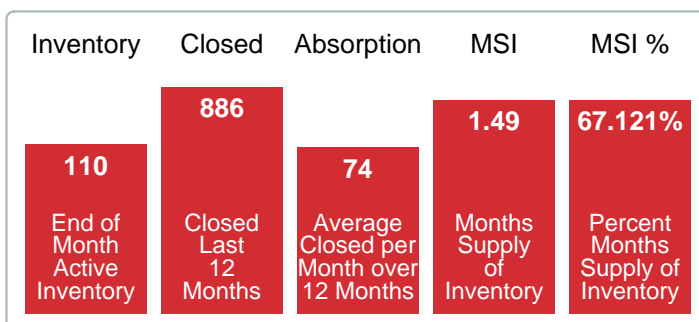
MONTHS SUPPLY of INVENTORY (MSI)

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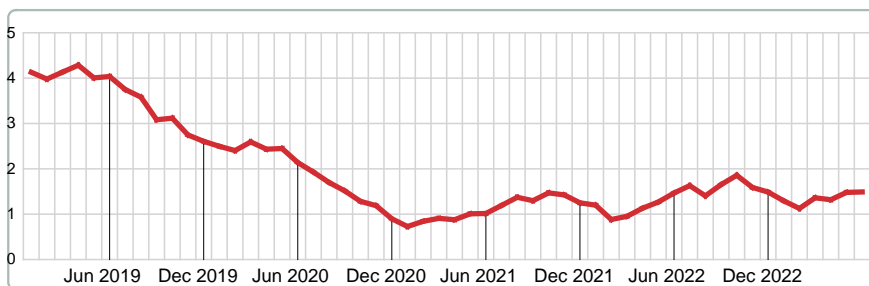
MSI FOR JUNE



INDICATORS FOR JUNE 2023



5 YEAR MARKET ACTIVITY TRENDS

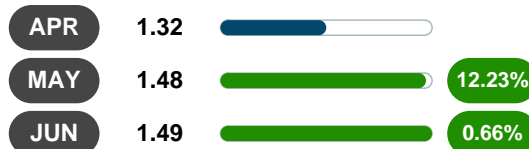


3 MONTHS

5 year JUN AVG = 2.03

High Apr 2019 4.28 Low Jan 2021 0.73

Months Supply this month at 1.49
below the 5 yr JUN 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
\$100,000 and less	8	7.27%	0.50	0.00	0.79	2.40	0.00
\$100,001 - \$175,000	17	15.45%	0.76	0.80	0.91	0.00	0.00
\$175,001 - \$225,000	12	10.91%	1.01	0.00	0.99	1.37	0.00
\$225,001 - \$325,000	32	29.09%	2.04	0.00	1.64	2.31	2.18
\$325,001 - \$425,000	14	12.73%	2.90	0.00	5.00	2.15	4.00
\$425,001 - \$575,000	15	13.64%	7.50	0.00	9.60	6.00	6.86
\$575,001 and up	12	10.91%	10.29	0.00	12.00	10.67	12.00
Market Supply of Inventory (MSI)			1.49	0.33	1.23	2.32	3.67
Total Active Inventory by Units		100%	1.49	4	47	48	11

June 2023



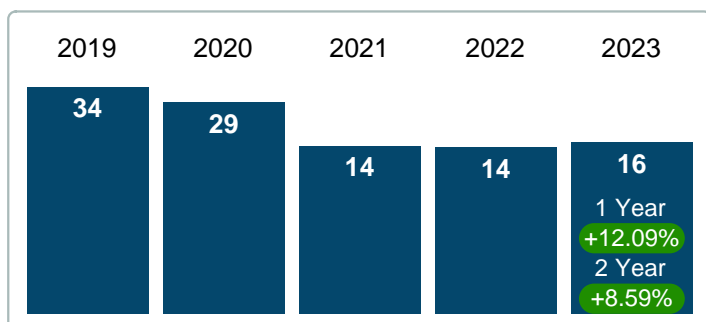
Area Delimited by County Of Washington - Residential Property Type



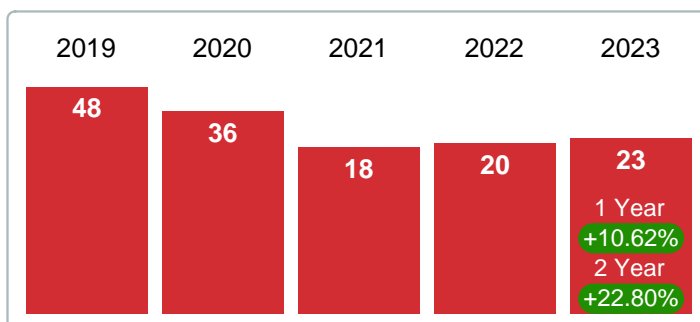
AVERAGE DAYS ON MARKET TO SALE

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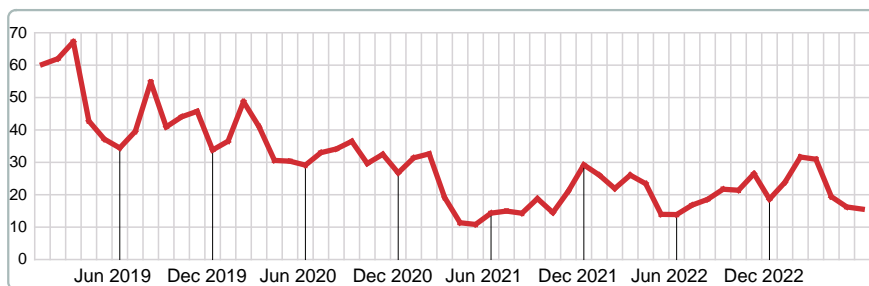
JUNE



YEAR TO DATE (YTD)

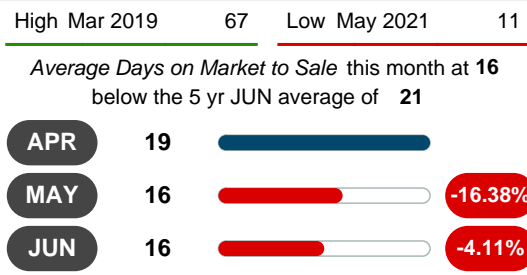


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 21



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	8.14%	16	15	22	0	0
\$50,001 - \$100,000	13.95%	13	13	12	0	0
\$100,001 - \$125,000	8.14%	9	1	3	0	48
\$125,001 - \$200,000	29.07%	12	53	6	7	7
\$200,001 - \$250,000	16.28%	26	0	16	47	28
\$250,001 - \$350,000	12.79%	17	0	7	22	1
\$350,001 and up	11.63%	17	0	0	10	29
Average Closed DOM		16	19	9	22	25
Total Closed Units	100%	16	17	41	20	8
Total Closed Volume		17,646,825	1.34M	6.74M	6.41M	3.16M

June 2023



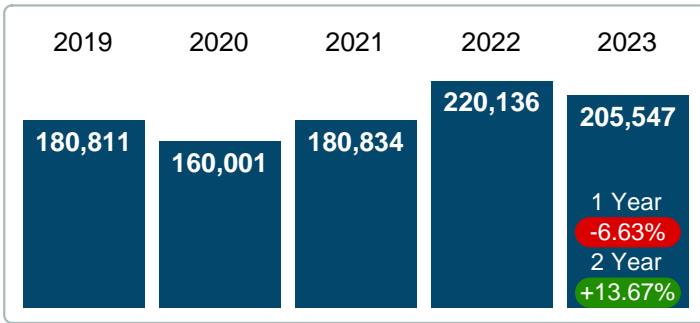
Area Delimited by County Of Washington - Residential Property Type



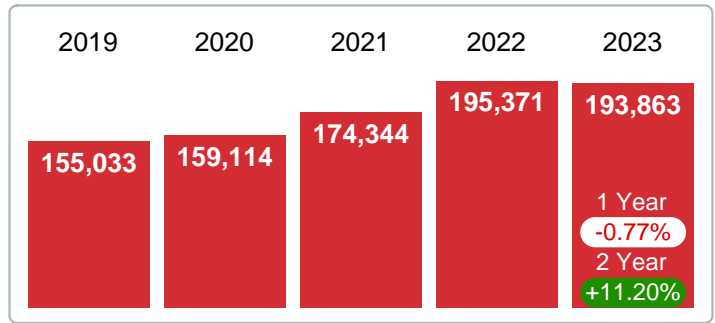
AVERAGE LIST PRICE AT CLOSING

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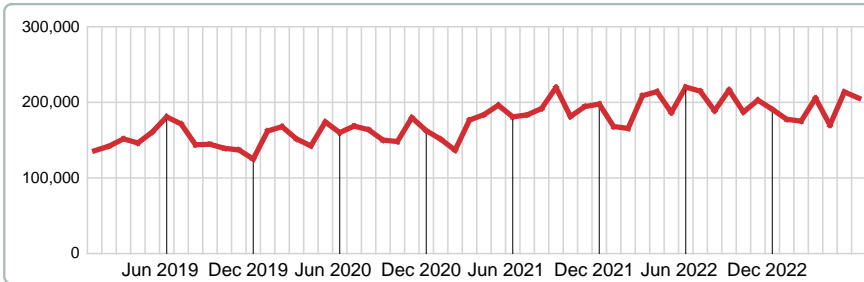
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

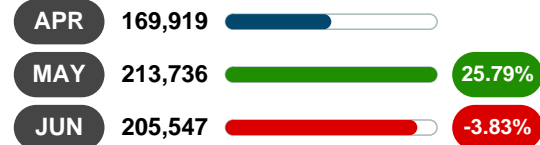


3 MONTHS

5 year JUN AVG = 189,466

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

Average List Price at Closing this month at **205,547**
above the 5 yr JUN average of **189,466**



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	6.98%	27,700	27,700	55,000	0	0
\$50,001 - \$100,000	18.60%	85,987	86,150	84,333	0	0
\$100,001 - \$125,000	6.98%	112,500	101,500	104,975	0	125,000
\$125,001 - \$200,000	26.74%	168,683	161,333	161,353	185,000	200,000
\$200,001 - \$250,000	15.12%	229,891	0	228,575	234,325	252,000
\$250,001 - \$350,000	13.95%	289,899	0	307,500	283,861	320,000
\$350,001 and up	11.63%	511,298	0	0	465,513	579,975
Average List Price		205,547	80,594	163,873	318,563	402,113
Total Closed Units	100%	205,547	17	41	20	8
Total Closed Volume		17,677,041	1.37M	6.72M	6.37M	3.22M

June 2023



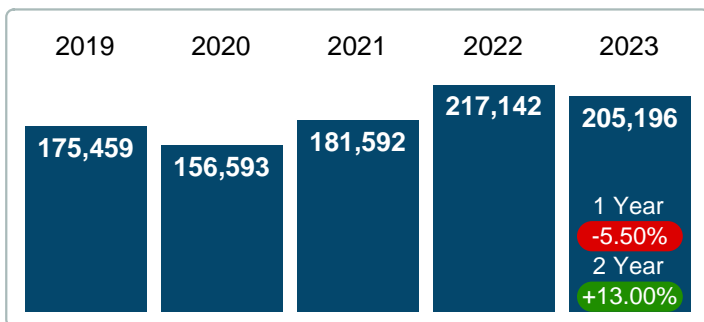
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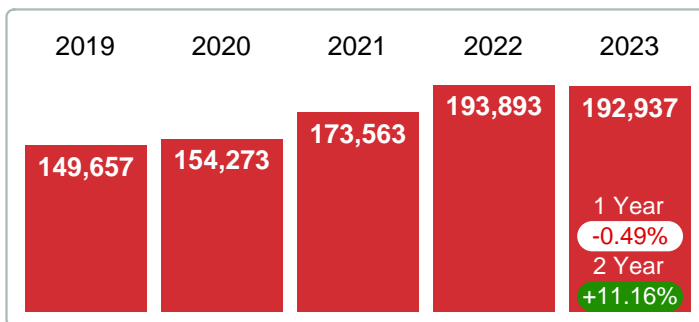
AVERAGE SOLD PRICE AT CLOSING

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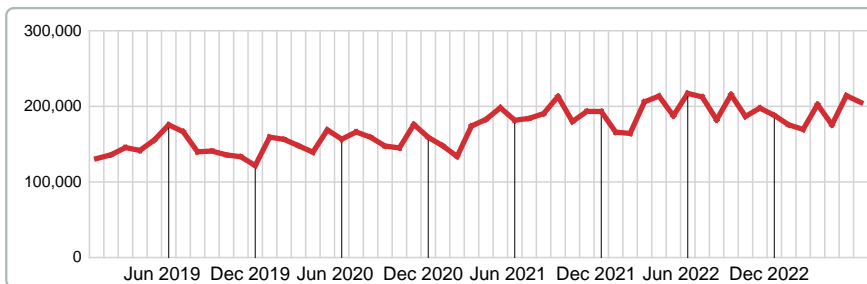
JUNE



YEAR TO DATE (YTD)

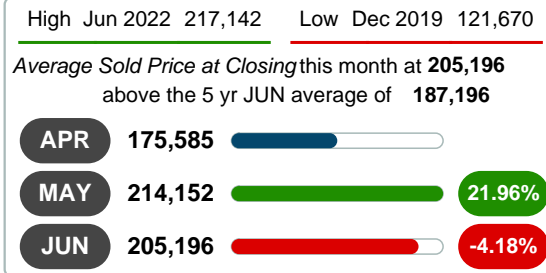


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 187,196



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	8.14%	28,457	24,867	50,000	0	0
\$50,001 - \$100,000	13.95%	86,167	87,417	84,917	0	0
\$100,001 - \$125,000	8.14%	106,129	104,000	105,725	0	112,000
\$125,001 - \$200,000	29.07%	165,626	151,333	164,561	185,000	190,000
\$200,001 - \$250,000	16.28%	228,321	0	224,611	232,500	245,000
\$250,001 - \$350,000	12.79%	295,227	0	302,500	290,313	320,000
\$350,001 and up	11.63%	508,608	0	0	465,179	573,750
Average Sold Price		205,196	78,571	164,282	320,679	395,250
Total Closed Units	100%	205,196	17	41	20	8
Total Closed Volume		17,646,825	1.34M	6.74M	6.41M	3.16M

June 2023



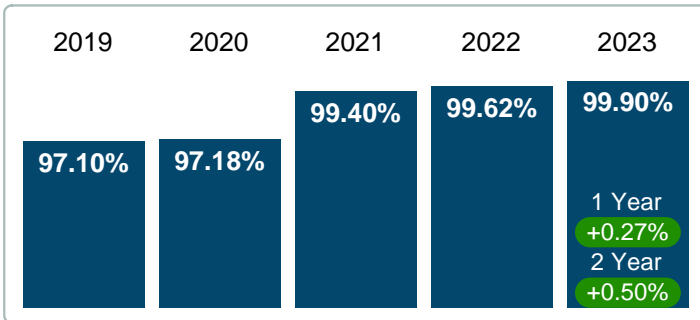
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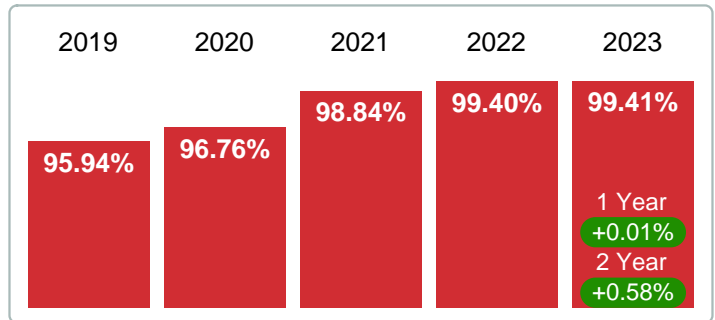
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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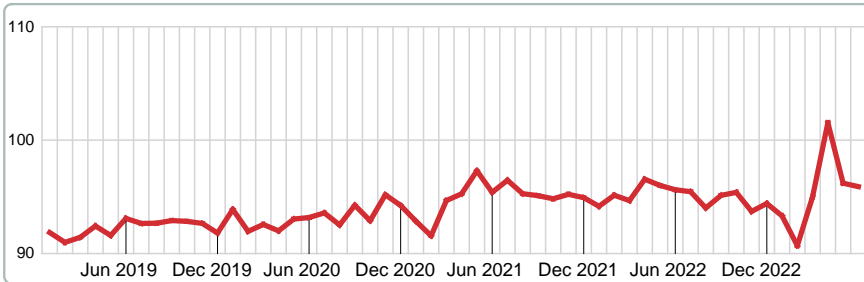
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

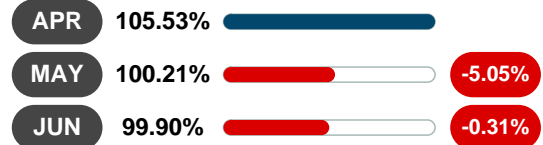


3 MONTHS

5 year JUN AVG = 98.64%

High Apr 2023 105.53% Low Feb 2023 94.69%

Average Sold/List Ratio this month at **99.90%** above the 5 yr JUN average of **98.64%**



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	8.14%	93.49%	93.92%	90.91%	0.00%	0.00%
\$50,001 - \$100,000	12	13.95%	100.92%	101.44%	100.40%	0.00%	0.00%
\$100,001 - \$125,000	7	8.14%	99.68%	102.55%	100.77%	0.00%	89.60%
\$125,001 - \$200,000	25	29.07%	101.42%	95.03%	102.92%	100.00%	95.00%
\$200,001 - \$250,000	14	16.28%	98.61%	0.00%	98.43%	99.39%	97.22%
\$250,001 - \$350,000	11	12.79%	101.45%	0.00%	98.41%	102.39%	100.00%
\$350,001 and up	10	11.63%	99.59%	0.00%	0.00%	99.97%	99.02%
Average Sold/List Ratio		99.90%		97.78%	100.84%	100.82%	97.24%
Total Closed Units		86	100%	17	41	20	8
Total Closed Volume		17,646,825		1.34M	6.74M	6.41M	3.16M

June 2023



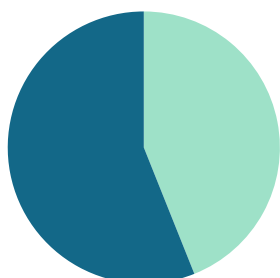
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

Report produced on Jul 13, 2023 for MLS Technology Inc.

INVENTORY

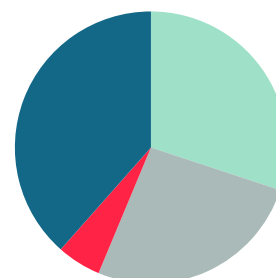


Inventory
 New Listings
87 = 43.94%
 Start Inventory
111
 Total Inventory Units
198
 Volume
\$55,745,792

Market Activity

Closed Sales
86 = 30.07%
 Pending Sales
75 = 26.22%
 Other Off Market
15 = 5.24%
 Active Inventory
110 = 38.46%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	100	86	-14.00%	501	419	-16.37%
Pending Sales	85	75	-11.76%	509	452	-11.20%
New Listings	114	87	-23.68%	587	504	-14.14%
Average List Price	220,136	205,547	-6.63%	195,371	193,863	-0.77%
Average Sale Price	217,142	205,196	-5.50%	193,893	192,937	-0.49%
Average Percent of Selling Price to List Price	99.62%	99.90%	0.27%	99.40%	99.41%	0.01%
Average Days on Market to Sale	13.88	15.56	12.09%	20.42	22.58	10.62%
Monthly Inventory	126	110	-12.70%	126	110	-12.70%
Months Supply of Inventory	1.47	1.49	1.59%	1.47	1.49	1.59%

Absorption: Last 12 months, an Average of **74** Sales/Month

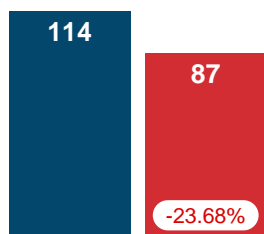
Inventory on June 30, 2023 = **110**

2022 **2023**

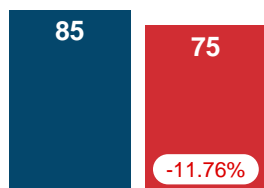
JUNE MARKET

AVERAGE PRICES

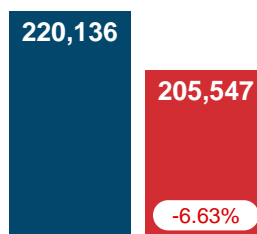
New Listings



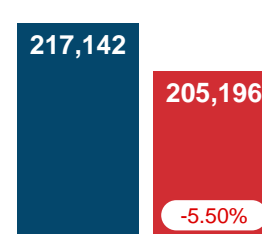
Pending Listings



List Price



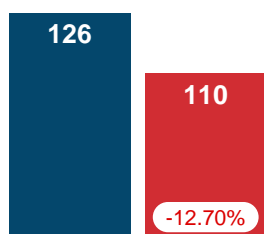
Sale Price



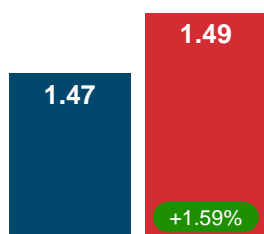
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

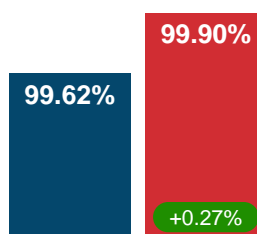
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

