

# June 2023



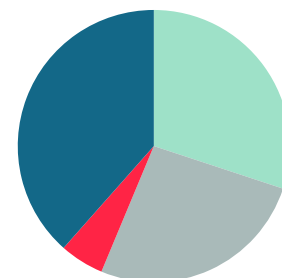
Area Delimited by County Of Washington - Residential Property Type



## 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%
Median List Price	187,750	180,000	-4.13%
Median Sale Price	189,750	179,500	-5.40%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	7.00	5.00	-28.57%
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.

#### 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 **5.40%** in June 2023 to \$179,500 versus the previous year at \$189,750.

#### Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 2.00 days or **28.57%** in June 2023 compared to last year's same month at **7.00** DOM.

#### Sales Success for June 2023 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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.

### 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

# June 2023



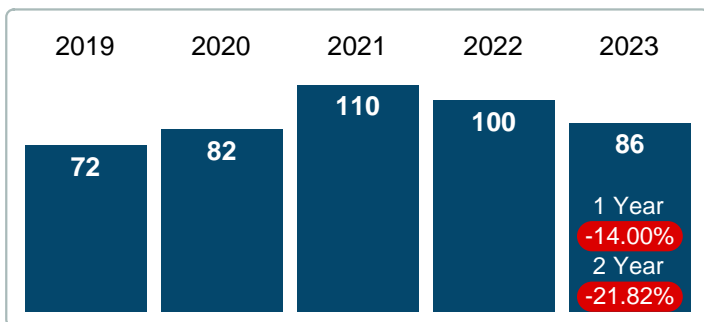
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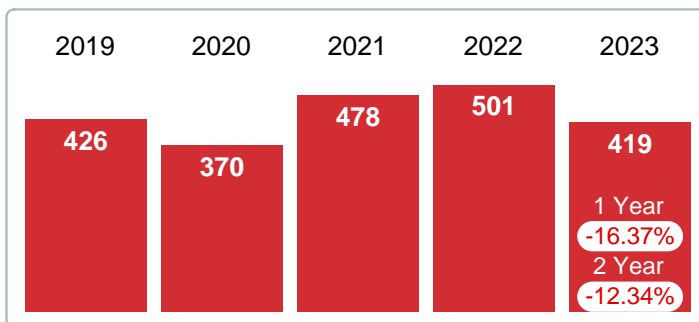
## CLOSED LISTINGS

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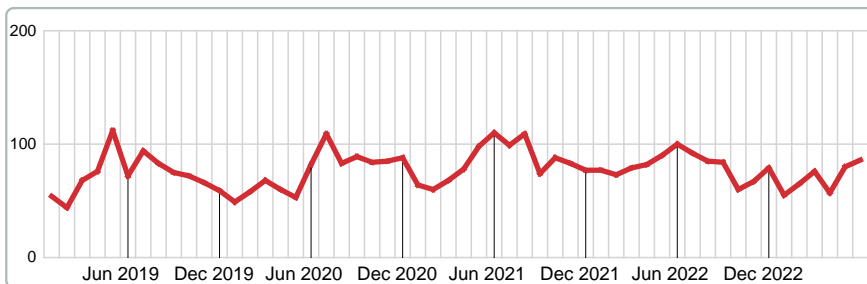
### JUNE



### YEAR TO DATE (YTD)

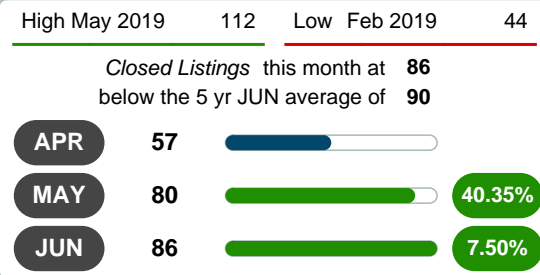


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 90



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	8.14%	5.0	6	1	0	0
\$50,001 - \$100,000	12	13.95%	4.5	6	6	0	0
\$100,001 - \$125,000	7	8.14%	1.0	2	4	0	1
\$125,001 - \$200,000	25	29.07%	4.0	3	19	2	1
\$200,001 - \$250,000	14	16.28%	5.0	0	9	4	1
\$250,001 - \$350,000	11	12.79%	5.0	0	2	8	1
\$350,001 and up	10	11.63%	7.0	0	0	6	4
<b>Total Closed Units</b>	<b>86</b>			<b>17</b>	<b>41</b>	<b>20</b>	<b>8</b>
<b>Total Closed Volume</b>	<b>17,646,825</b>	<b>100%</b>	<b>5.0</b>	<b>1.34M</b>	<b>6.74M</b>	<b>6.41M</b>	<b>3.16M</b>
<b>Median Closed Price</b>	<b>\$179,500</b>			<b>\$90,000</b>	<b>\$170,000</b>	<b>\$284,000</b>	<b>\$345,000</b>

# June 2023



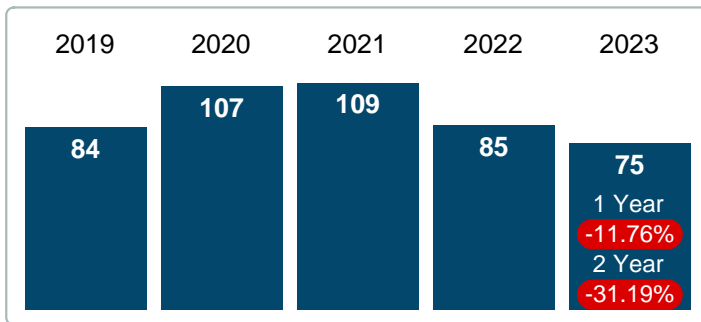
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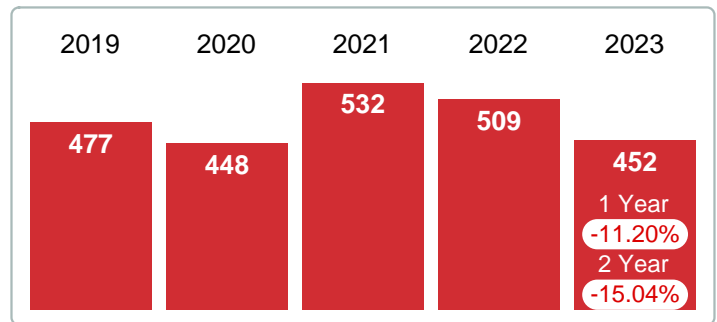
## PENDING LISTINGS

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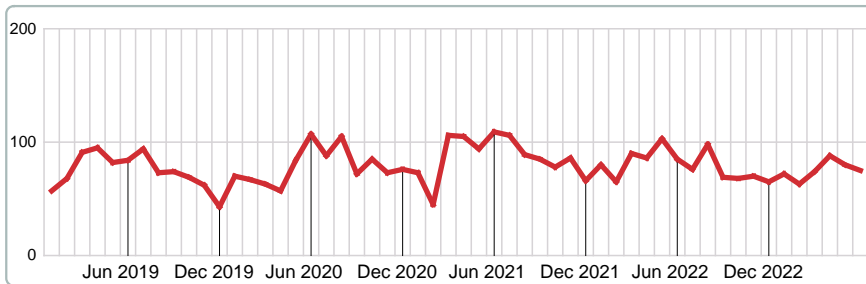
### JUNE



### YEAR TO DATE (YTD)

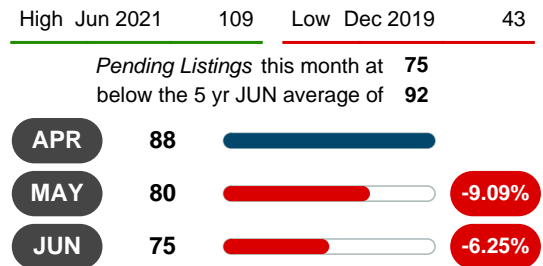


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 92



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	4.00%	2.0	2	1	0	0
\$50,001 - \$75,000	6	8.00%	7.0	3	3	0	0
\$75,001 - \$150,000	19	25.33%	5.0	6	13	0	0
\$150,001 - \$200,000	16	21.33%	12.5	1	11	4	0
\$200,001 - \$275,000	12	16.00%	8.0	0	6	4	2
\$275,001 - \$350,000	11	14.67%	26.0	0	2	8	1
\$350,001 and up	8	10.67%	20.0	0	4	4	0
<b>Total Pending Units</b>	<b>75</b>			<b>12</b>	<b>40</b>	<b>20</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>15,752,794</b>	<b>100%</b>	<b>10.0</b>	<b>1.08M</b>	<b>7.77M</b>	<b>6.13M</b>	<b>765.00K</b>
<b>Median Listing Price</b>	<b>\$185,000</b>			<b>\$88,500</b>	<b>\$162,500</b>	<b>\$293,700</b>	<b>\$225,000</b>

# June 2023



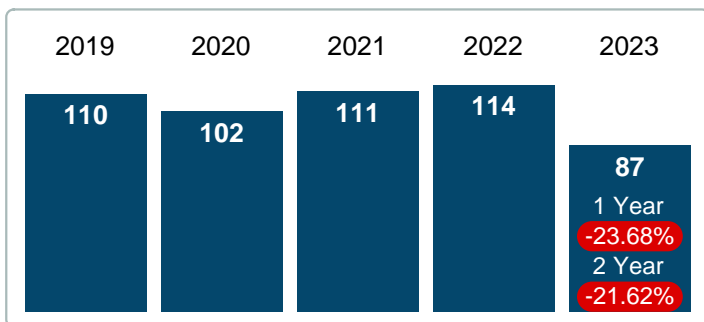
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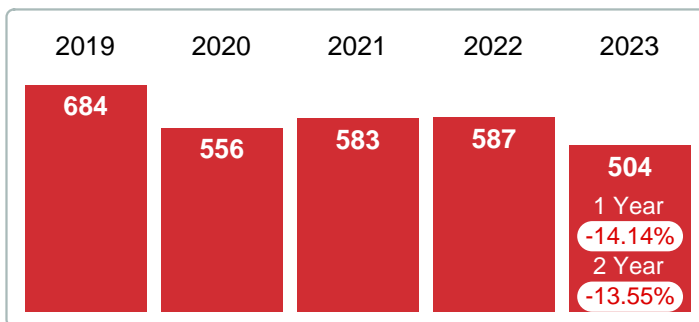
## NEW LISTINGS

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

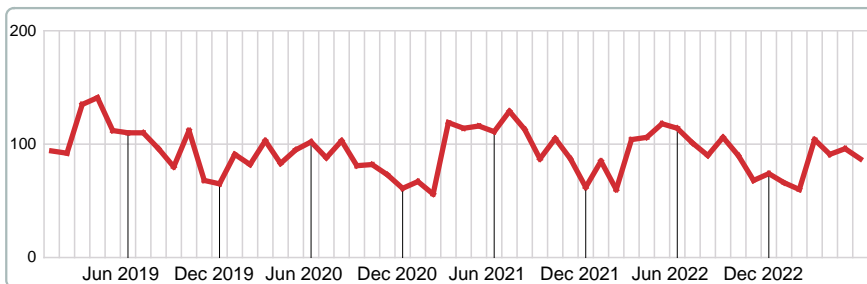
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 105

High Apr 2019 141 Low Feb 2021 56

New Listings this month at 87  
below the 5 yr JUN average of 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
<b>Total New Listed Units</b>	<b>87</b>		<b>11</b>	<b>52</b>	<b>20</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>20,085,797</b>	<b>100%</b>	<b>1.04M</b>	<b>8.69M</b>	<b>9.01M</b>	<b>1.35M</b>
<b>Median New Listed Listing Price</b>	<b>\$175,000</b>		<b>\$92,000</b>	<b>\$159,950</b>	<b>\$321,000</b>	<b>\$349,000</b>

# June 2023



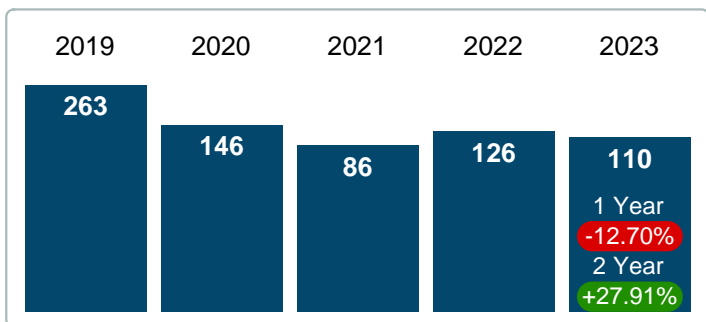
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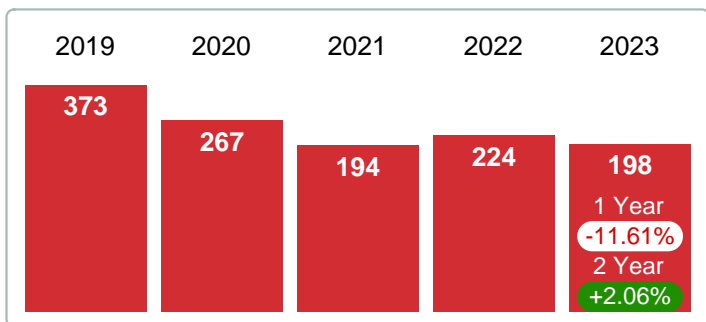
## ACTIVE INVENTORY

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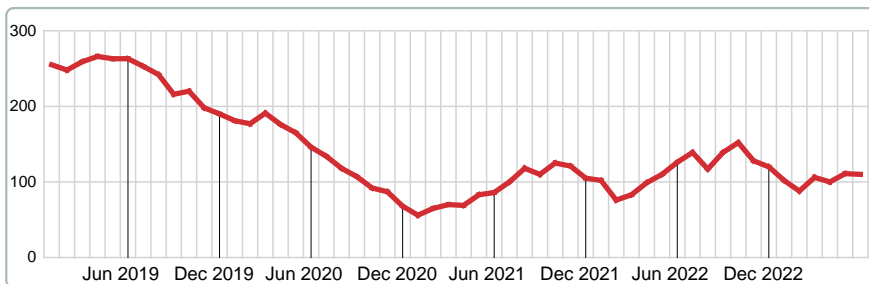
### END OF JUNE



### ACTIVE DURING JUNE

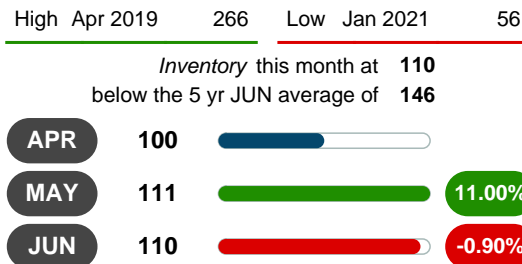


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 146



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	7.27%	77.0	0	6	2	0
\$100,001 - \$175,000	17	15.45%	15.0	3	14	0	0
\$175,001 - \$225,000	12	10.91%	15.5	0	8	4	0
\$225,001 - \$325,000	32	29.09%	51.0	0	9	21	2
\$325,001 - \$425,000	14	12.73%	79.5	0	5	7	2
\$425,001 - \$575,000	15	13.64%	67.0	1	4	6	4
\$575,001 and up	12	10.91%	62.5	0	1	8	3
<b>Total Active Inventory by Units</b>	<b>110</b>			<b>4</b>	<b>47</b>	<b>48</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>38,299,509</b>	<b>100%</b>	<b>44.5</b>	<b>878.90K</b>	<b>10.85M</b>	<b>20.10M</b>	<b>6.47M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$299,745</b>			<b>\$159,950</b>	<b>\$182,500</b>	<b>\$320,990</b>	<b>\$445,000</b>

# June 2023



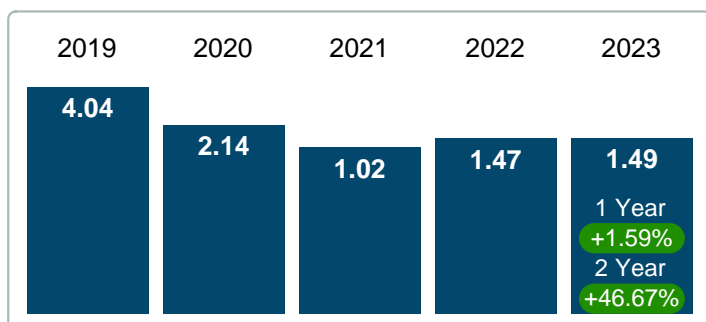
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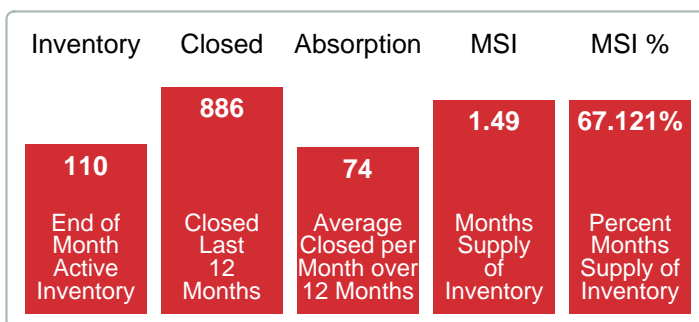
## MONTHS SUPPLY of INVENTORY (MSI)

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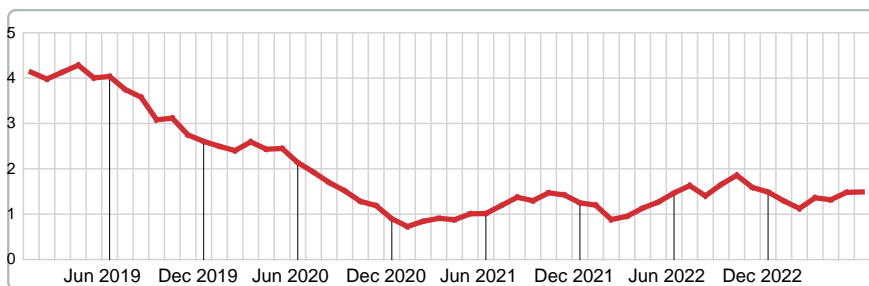
### MSI FOR JUNE



### INDICATORS FOR JUNE 2023

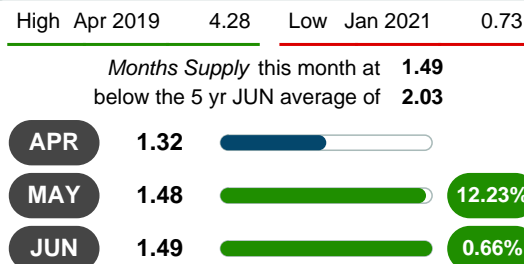


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 2.03



### 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%	110	4	47	48	11

# June 2023



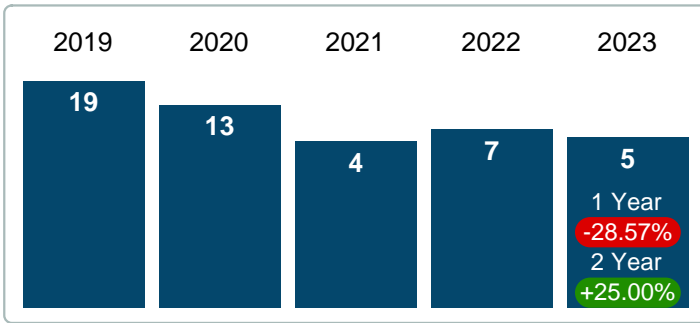
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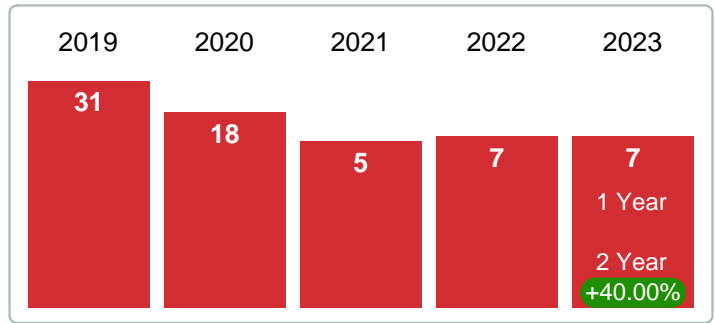
## MEDIAN DAYS ON MARKET TO SALE

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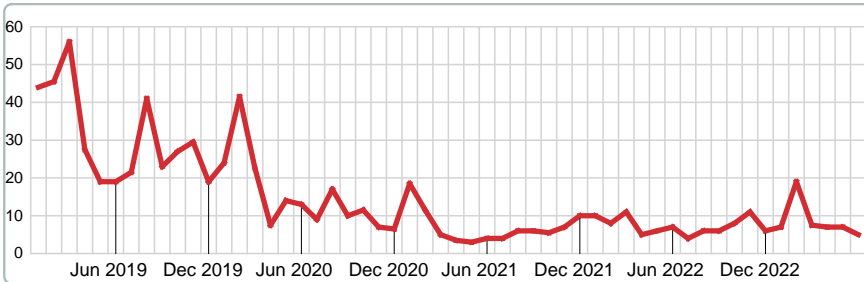
### JUNE



### YEAR TO DATE (YTD)

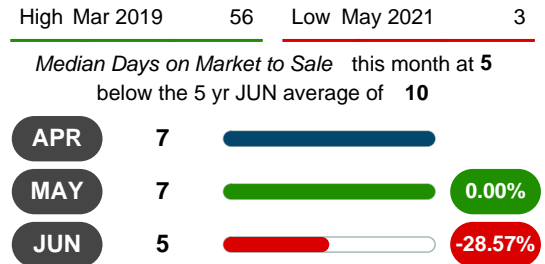


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 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	8.14%	5	5	22	0	0
\$50,001 - \$100,000	13.95%	5	9	2	0	0
\$100,001 - \$125,000	8.14%	1	1	2	0	48
\$125,001 - \$200,000	29.07%	4	4	4	7	7
\$200,001 - \$250,000	16.28%	5	0	3	29	28
\$250,001 - \$350,000	12.79%	5	0	7	9	1
\$350,001 and up	11.63%	7	0	0	3	26
Median Closed DOM		5	5	4	5	22
Total Closed Units	100%	86	17	41	20	8
Total Closed Volume		17,646,825	1.34M	6.74M	6.41M	3.16M

# June 2023



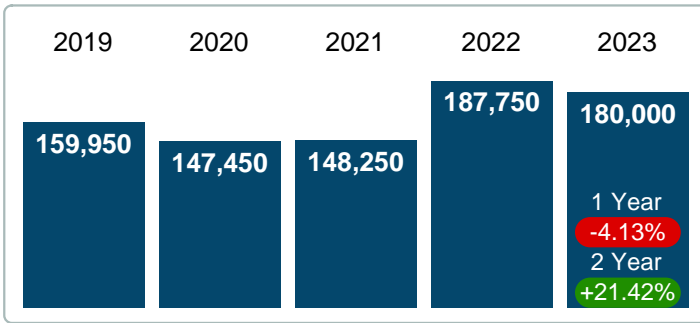
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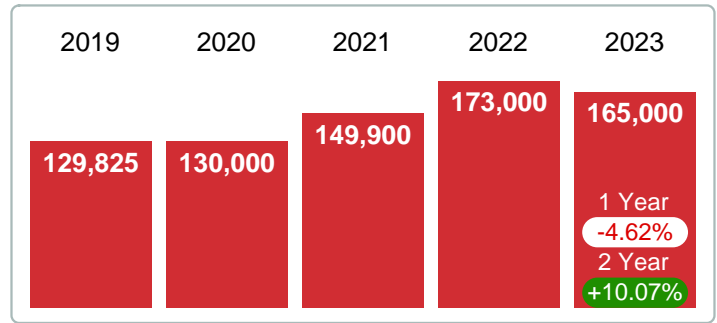
## MEDIAN LIST PRICE AT CLOSING

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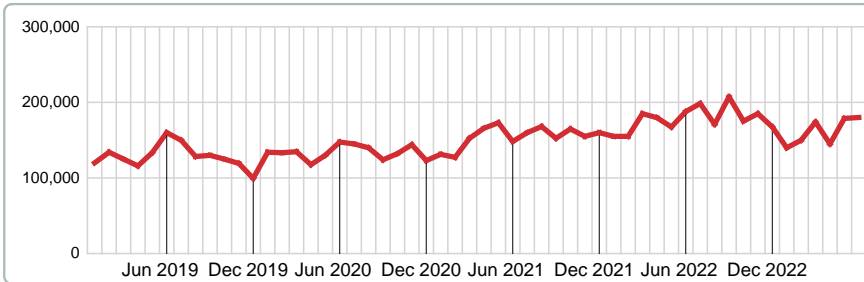
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

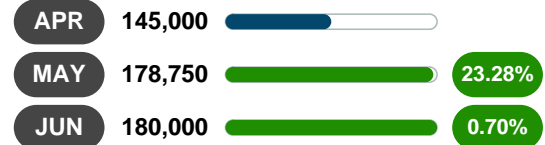


### 3 MONTHS

5 year JUN AVG = 164,680

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

Median List Price at Closing this month at **180,000**  
 above the 5 yr JUN average of **164,680**



### 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	6.98%	21,350	21,350	0	0	0
\$50,001 - \$100,000	18.60%	87,950	89,900	86,000	0	0
\$100,001 - \$125,000	6.98%	107,500	115,000	105,000	0	125,000
\$125,001 - \$200,000	26.74%	170,000	179,500	165,750	185,000	200,000
\$200,001 - \$250,000	15.12%	232,500	0	225,000	233,750	0
\$250,001 - \$350,000	13.95%	289,495	0	307,500	282,450	286,000
\$350,001 and up	11.63%	480,000	0	0	480,000	545,000
<b>Median List Price</b>		<b>180,000</b>	<b>85,000</b>	<b>165,000</b>	<b>282,450</b>	<b>349,950</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>180,000</b>	<b>17</b>	<b>41</b>	<b>20</b>	<b>8</b>
<b>Total Closed Volume</b>		<b>17,677,041</b>	<b>1.37M</b>	<b>6.72M</b>	<b>6.37M</b>	<b>3.22M</b>



# June 2023



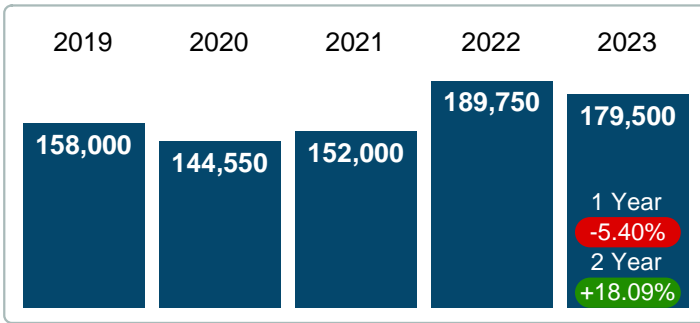
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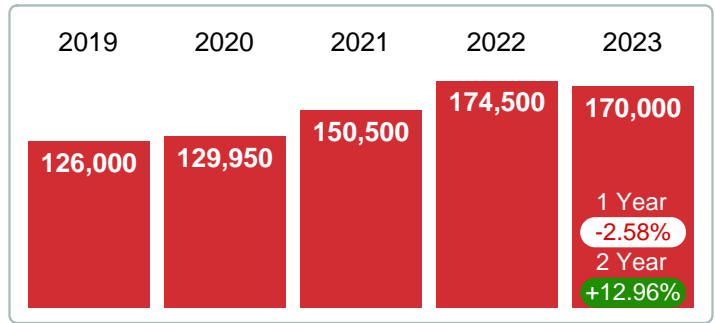
## MEDIAN SOLD PRICE AT CLOSING

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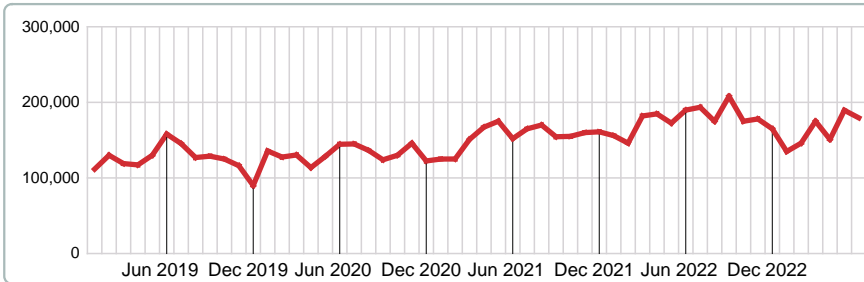
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

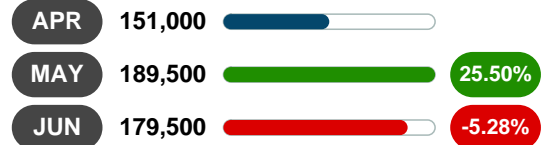


### 3 MONTHS

5 year JUN AVG = 164,760

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

Median Sold Price at Closing this month at 179,500 above the 5 yr JUN average of 164,760



### 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	8.14%	24,700	21,350	50,000	0	0
\$50,001 - \$100,000	13.95%	90,000	90,000	87,500	0	0
\$100,001 - \$125,000	8.14%	105,000	104,000	106,000	0	112,000
\$125,001 - \$200,000	29.07%	170,000	150,000	170,000	185,000	190,000
\$200,001 - \$250,000	16.28%	231,000	0	225,000	233,500	245,000
\$250,001 - \$350,000	12.79%	290,000	0	302,500	284,000	320,000
\$350,001 and up	11.63%	472,500	0	0	470,000	545,000
Median Sold Price		179,500	90,000	170,000	284,000	345,000
Total Closed Units	100%	86	17	41	20	8
Total Closed Volume		17,646,825	1.34M	6.74M	6.41M	3.16M

# June 2023



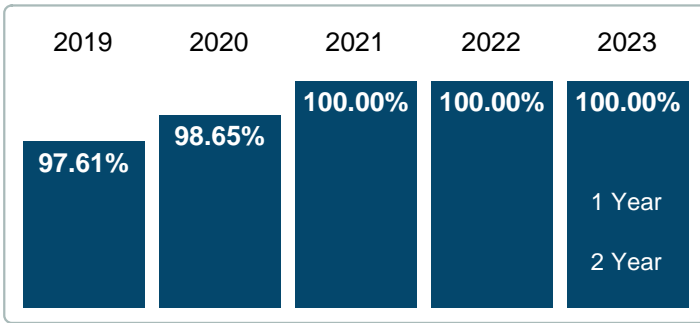
Area Delimited by County Of Washington - Residential Property Type



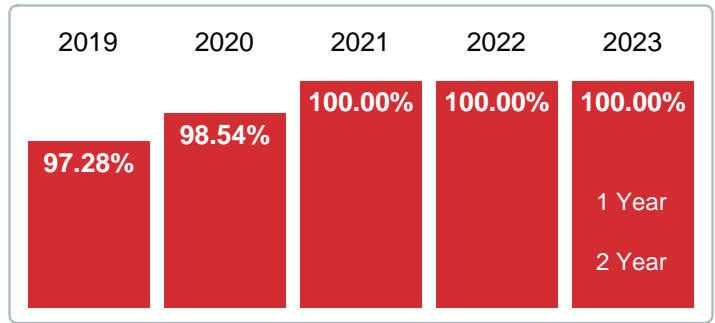
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

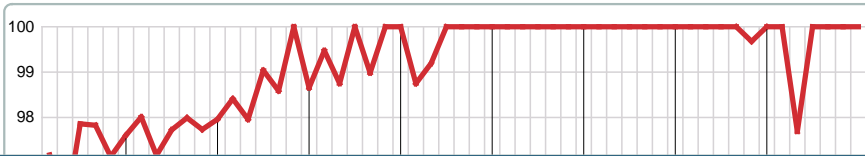
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 99.25%

High Jun 2023 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUN average of **99.25%**

APR 100.00%  
MAY 100.00%  
JUN 100.00%

0.00%  
0.00%

### 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	7	8.14%	100.00%	100.00%	90.91%	0.00%	0.00%	
\$50,001 - \$100,000	12	13.95%	100.00%	100.06%	100.00%	0.00%	0.00%	
\$100,001 - \$125,000	7	8.14%	100.00%	102.55%	100.95%	0.00%	89.60%	
\$125,001 - \$200,000	25	29.07%	100.00%	100.00%	100.00%	100.00%	95.00%	
\$200,001 - \$250,000	14	16.28%	99.89%	0.00%	100.00%	99.89%	97.22%	
\$250,001 - \$350,000	11	12.79%	100.00%	0.00%	98.41%	100.38%	100.00%	
\$350,001 and up	10	11.63%	99.73%	0.00%	0.00%	100.00%	98.75%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	97.81%	
Total Closed Units		86	100%	100.00%	17	41	20	8
Total Closed Volume		17,646,825			1.34M	6.74M	6.41M	3.16M

# June 2023



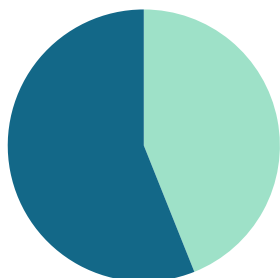
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

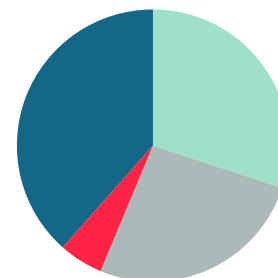


**Inventory**  
 New Listings  
**87 = 43.94%**  
 Start Inventory  
**111**  
 Total Inventory Units  
**198**  
 Volume  
**\$55,745,792**

### 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%
Median List Price	187,750	180,000	-4.13%	173,000	165,000	-4.62%
Median Sale Price	189,750	179,500	-5.40%	174,500	170,000	-2.58%
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	7.00	5.00	-28.57%	7.00	7.00	0.00%
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

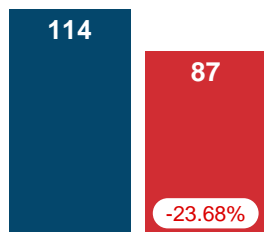
**Inventory** on June 30, 2023 = **110**

**2022** **2023**

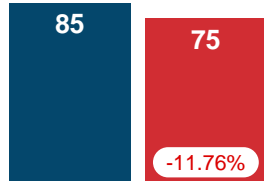
### JUNE MARKET

### MEDIAN PRICES

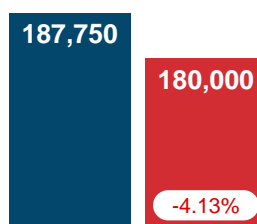
#### New Listings



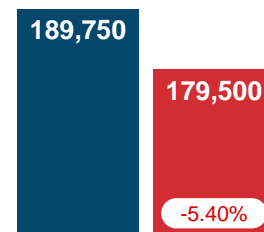
#### Pending Listings



#### List Price



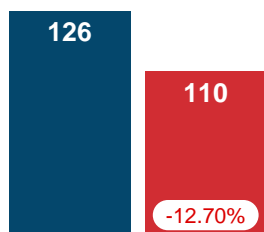
#### Sale Price



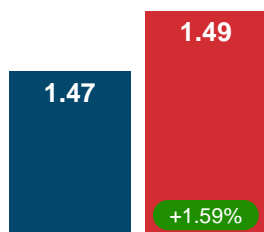
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

