

March 2023



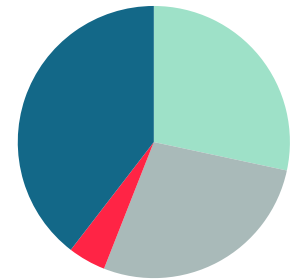
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	March 2023	+/-%
Closed Listings	79	76	-3.80%
Pending Listings	90	74	-17.78%
New Listings	104	104	0.00%
Median List Price	185,000	174,000	-5.95%
Median Sale Price	182,000	175,000	-3.85%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	11.00	7.50	-31.82%
End of Month Inventory	83	106	27.71%
Months Supply of Inventory	0.95	1.36	42.74%



■ Closed (28.36%)
■ Pending (27.61%)
■ Other OffMarket (4.48%)
■ Active (39.55%)

Absorption: Last 12 months, an Average of **78** Sales/Month
Active Inventory as of March 31, 2023 = **106**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2023 rose **27.71%** to 106 existing homes available for sale. Over the last 12 months this area has had an average of 78 closed sales per month. This represents an unsold inventory index of **1.36** 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 **3.85%** in March 2023 to \$175,000 versus the previous year at \$182,000.

Median Days on Market Shortens

The median number of **7.50** days that homes spent on the market before selling decreased by 3.50 days or **31.82%** in March 2023 compared to last year's same month at **11.00** DOM.

Sales Success for March 2023 is Positive

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

There were 104 New Listings in March 2023, down **0.00%** from last year at 104. Furthermore, there were 76 Closed Listings this month versus last year at 79, a **-3.80%** decrease.

Closed versus Listed trends yielded a **73.1%** ratio, down from previous year's, March 2022, at **76.0%**, a **3.80%** downswing. This will certainly create pressure on an increasing 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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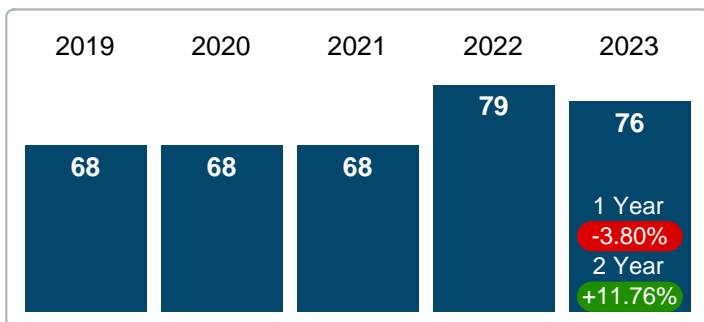
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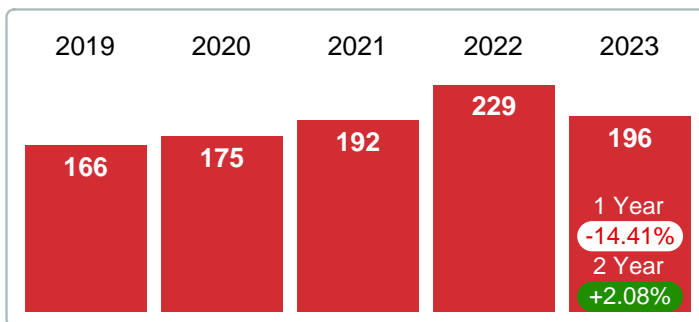
CLOSED LISTINGS

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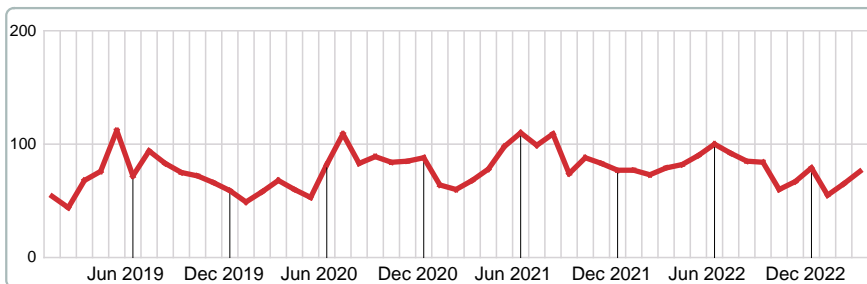
MARCH



YEAR TO DATE (YTD)

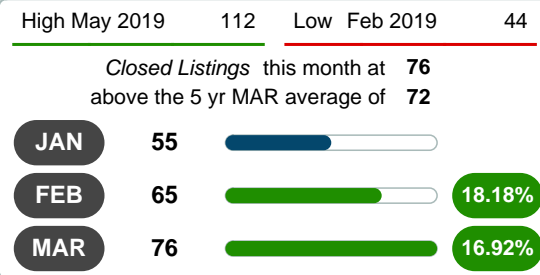


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 72



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	5	6.58%	7.0	5	0	0	0
\$50,001 - \$100,000	11	14.47%	21.0	5	6	0	0
\$100,001 - \$125,000	8	10.53%	3.0	1	6	1	0
\$125,001 - \$200,000	18	23.68%	5.0	3	10	2	3
\$200,001 - \$250,000	14	18.42%	16.0	0	9	4	1
\$250,001 - \$400,000	13	17.11%	28.0	0	3	8	2
\$400,001 and up	7	9.21%	13.0	0	0	3	4
Total Closed Units	76			14	34	18	10
Total Closed Volume	15,380,482	100%	7.5	1.06M	5.63M	5.25M	3.43M
Median Closed Price	\$175,000			\$75,250	\$153,500	\$275,158	\$277,180

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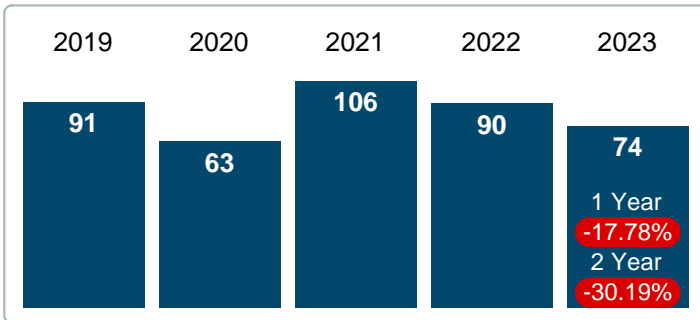
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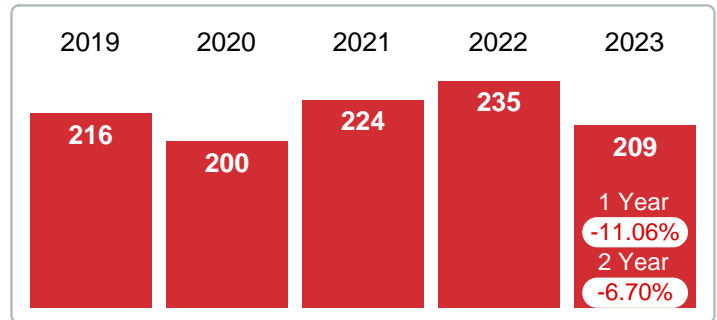
PENDING LISTINGS

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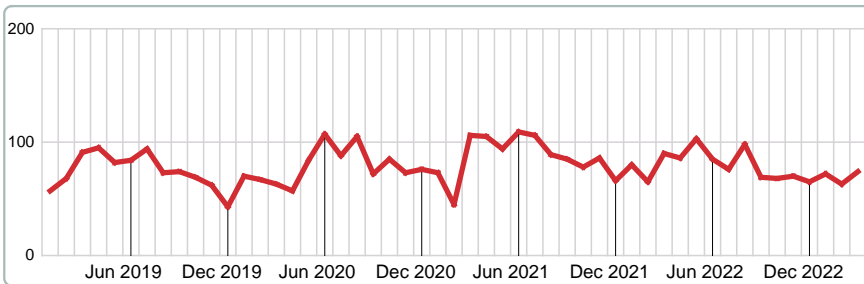
MARCH



YEAR TO DATE (YTD)

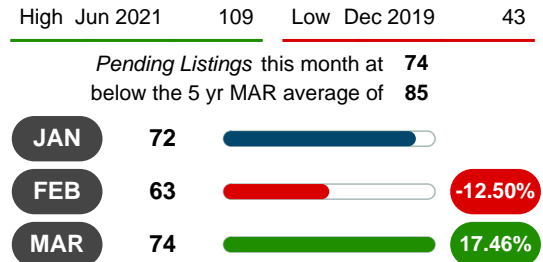


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 85



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	5.41%	1.0	3	0	1	0
\$30,001 - \$80,000	10	13.51%	18.0	2	8	0	0
\$80,001 - \$110,000	12	16.22%	17.0	6	4	2	0
\$110,001 - \$180,000	20	27.03%	5.5	1	15	3	1
\$180,001 - \$220,000	11	14.86%	8.0	1	7	3	0
\$220,001 - \$270,000	9	12.16%	56.0	0	5	4	0
\$270,001 and up	8	10.81%	9.0	0	1	6	1
Total Pending Units	74			13	40	19	2
Total Pending Volume	11,557,490	100%	10.0	1.08M	5.72M	4.03M	734.00K
Median Listing Price	\$134,750			\$82,000	\$134,500	\$225,000	\$367,000

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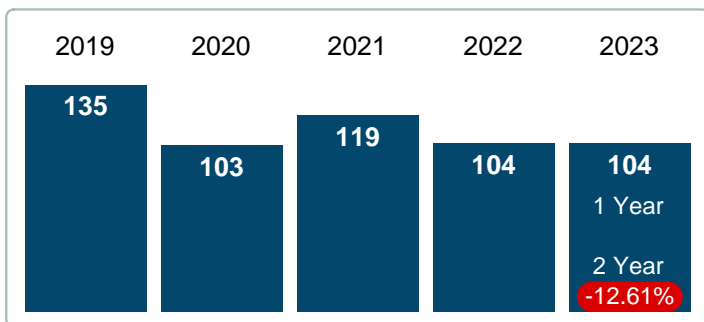
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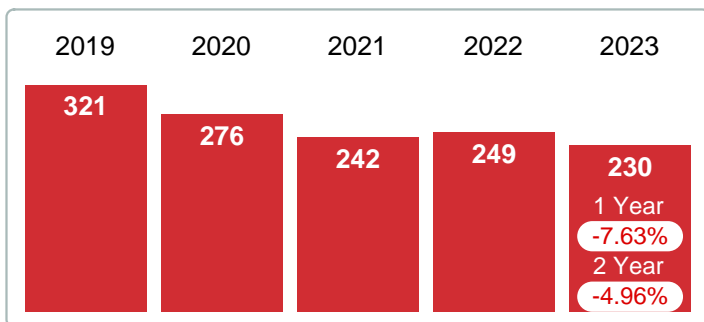
NEW LISTINGS

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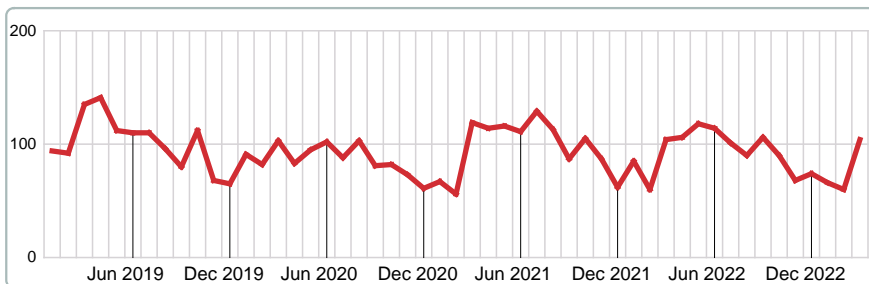
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 113

High Apr 2019 141 Low Feb 2021 56

New Listings this month at 104 below the 5 yr MAR average of 113



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	8.65%	4	4	1	0
\$50,001 - \$75,000	8	7.69%	4	3	1	0
\$75,001 - \$125,000	17	16.35%	3	11	3	0
\$125,001 - \$250,000	31	29.81%	3	22	6	0
\$250,001 - \$300,000	15	14.42%	0	2	11	2
\$300,001 - \$425,000	14	13.46%	0	2	11	1
\$425,001 and up	10	9.62%	0	3	4	3
Total New Listed Units	104		14	47	37	6
Total New Listed Volume	24,556,287	100%	1.18M	8.80M	11.67M	2.91M
Median New Listed Listing Price	\$195,250		\$75,000	\$149,900	\$293,990	\$460,150

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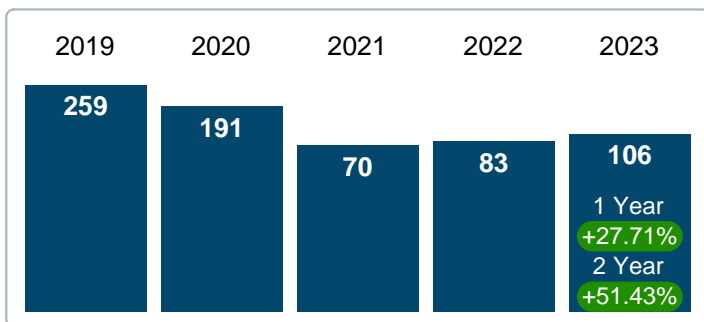
Area Delimited by County Of Washington - Residential Property Type



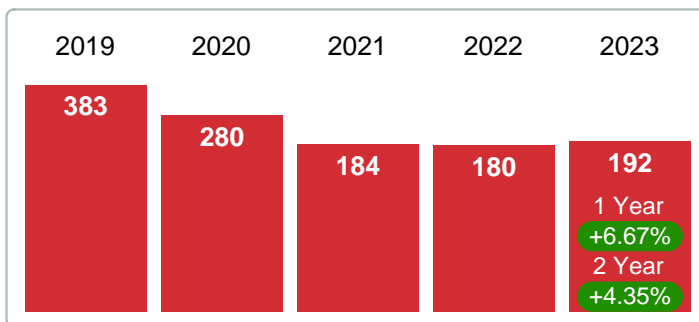
ACTIVE INVENTORY

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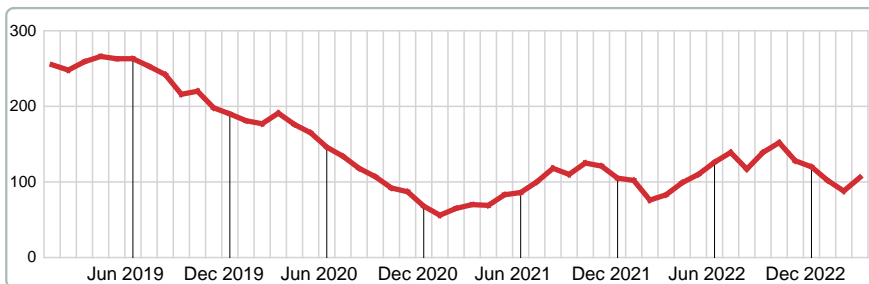
END OF MARCH



ACTIVE DURING MARCH

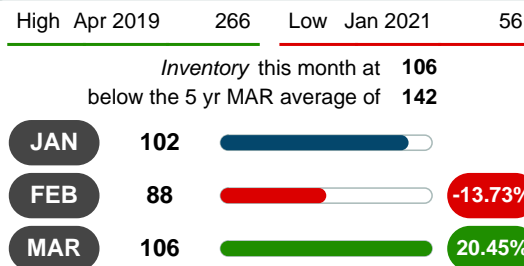


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 142



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	12	11.32%	102.0	4	7	1	0
\$50,001 - \$75,000	8	7.55%	16.5	3	4	1	0
\$75,001 - \$175,000	17	16.04%	17.0	4	12	1	0
\$175,001 - \$300,000	29	27.36%	23.0	3	10	14	2
\$300,001 - \$400,000	16	15.09%	19.0	0	3	12	1
\$400,001 - \$550,000	13	12.26%	44.0	1	3	6	3
\$550,001 and up	11	10.38%	25.0	0	4	4	3
Total Active Inventory by Units	106			15	43	39	9
Total Active Inventory by Volume	31,172,277	100%	27.0	1.93M	9.91M	14.14M	5.19M
Median Active Inventory Listing Price	\$253,500			\$76,500	\$169,900	\$317,490	\$489,000

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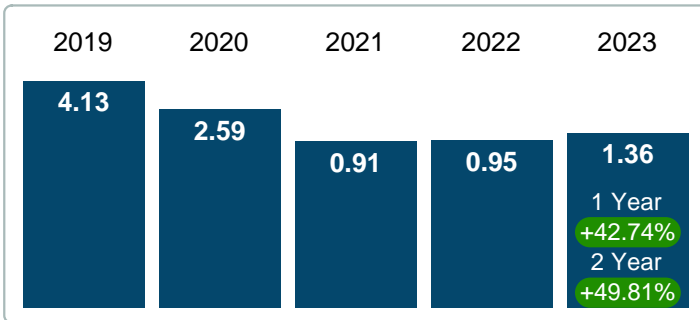
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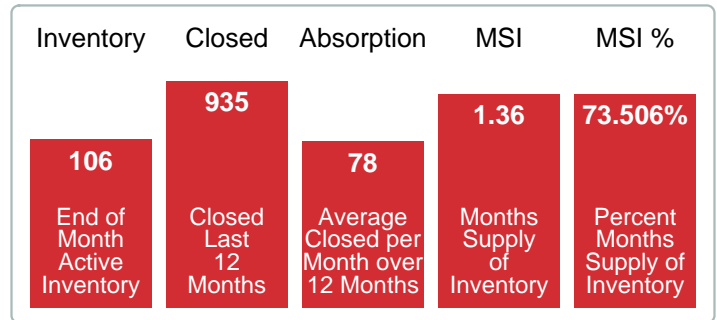
MONTHS SUPPLY of INVENTORY (MSI)

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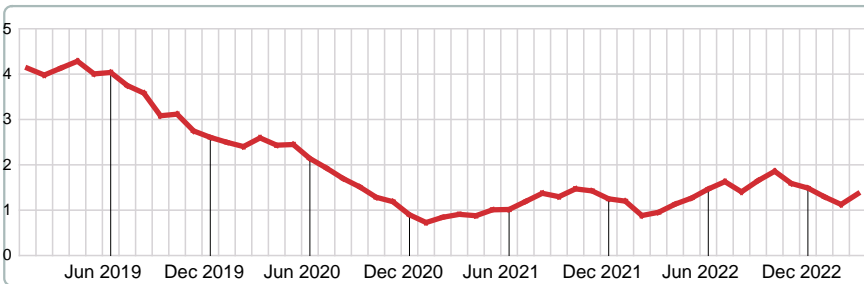
MSI FOR MARCH



INDICATORS FOR MARCH 2023



5 YEAR MARKET ACTIVITY TRENDS

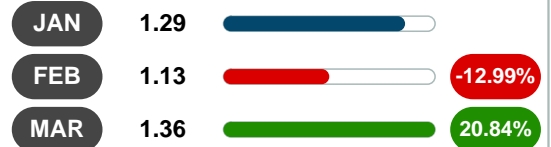


3 MONTHS

5 year MAR AVG = 1.99

High Apr 2019 4.28 Low Jan 2021 0.73

Months Supply this month at 1.36 below the 5 yr MAR average of 1.99



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	12	11.32%	3.00	2.40	3.50	3.00	0.00
\$50,001 - \$75,000	8	7.55%	1.35	1.09	1.37	4.00	0.00
\$75,001 - \$175,000	17	16.04%	0.57	0.66	0.59	0.32	0.00
\$175,001 - \$300,000	29	27.36%	1.08	5.14	0.75	1.19	1.71
\$300,001 - \$400,000	16	15.09%	2.40	0.00	2.00	2.57	2.40
\$400,001 - \$550,000	13	12.26%	3.90	0.00	4.50	3.00	4.50
\$550,001 and up	11	10.38%	7.76	0.00	16.00	5.33	9.00
Market Supply of Inventory (MSI)			1.36	1.33	1.05	1.70	3.18
Total Active Inventory by Units		100%	106	15	43	39	9

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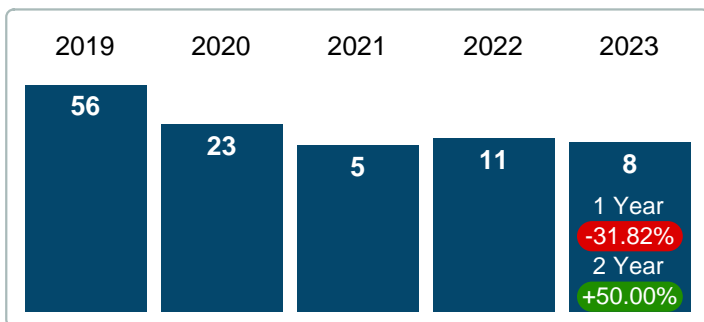
Area Delimited by County Of Washington - Residential Property Type



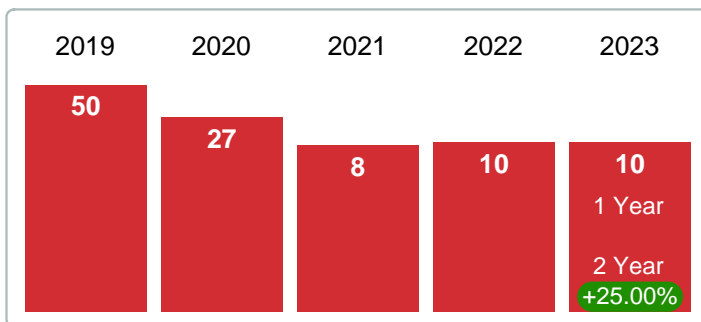
MEDIAN DAYS ON MARKET TO SALE

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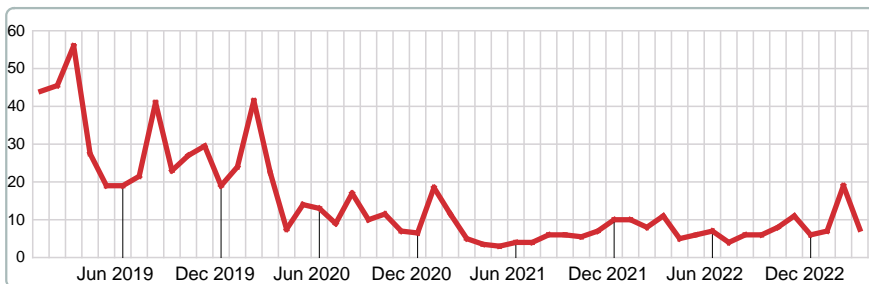
MARCH



YEAR TO DATE (YTD)

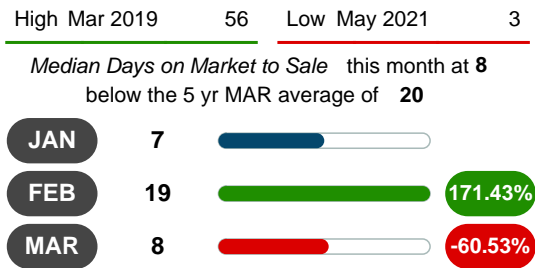


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 20



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	6.58%	7	7	0	0	0
\$50,001 - \$100,000	14.47%	21	23	7	0	0
\$100,001 - \$125,000	10.53%	3	3	3	62	0
\$125,001 - \$200,000	23.68%	5	12	4	2	35
\$200,001 - \$250,000	18.42%	16	0	3	34	85
\$250,001 - \$400,000	17.11%	28	0	5	32	47
\$400,001 and up	9.21%	13	0	0	3	32
Median Closed DOM		8	10	4	24	44
Total Closed Units	100%	76	14	34	18	10
Total Closed Volume		15,380,482	1.06M	5.63M	5.25M	3.43M

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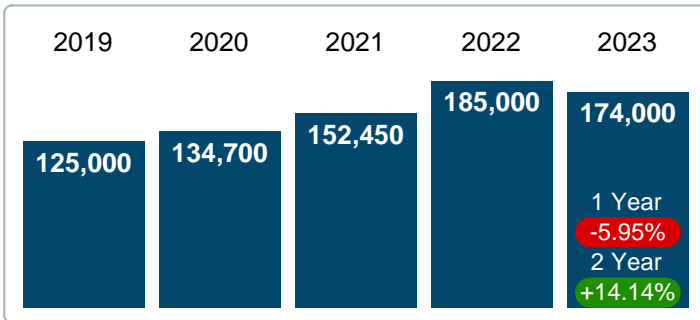
Area Delimited by County Of Washington - Residential Property Type



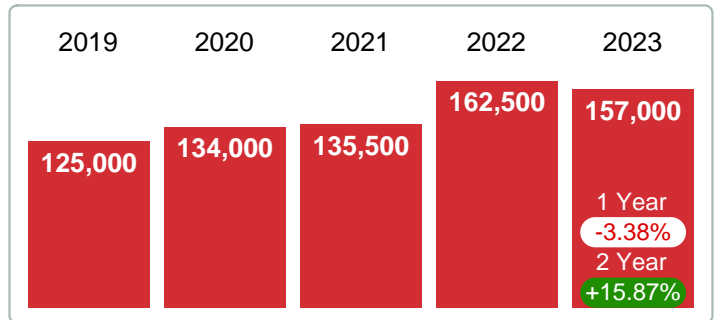
MEDIAN LIST PRICE AT CLOSING

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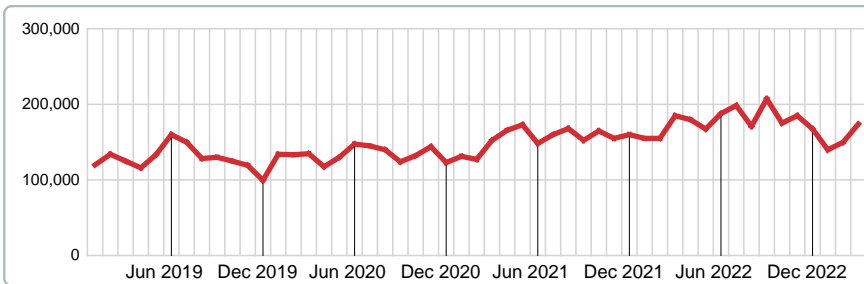
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

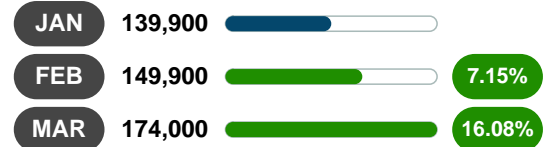


3 MONTHS

5 year MAR AVG = 154,230

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

Median List Price at Closing this month at **174,000**
 above the 5 yr MAR average of **154,230**



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	6.58%	32,000	32,000	0	0	0
\$50,001 - \$100,000	15.79%	75,000	82,000	74,000	74,900	0
\$100,001 - \$125,000	9.21%	115,000	119,000	112,500	0	119,900
\$125,001 - \$200,000	26.32%	152,500	137,450	145,000	170,000	177,500
\$200,001 - \$250,000	14.47%	224,900	0	221,195	237,450	239,900
\$250,001 - \$400,000	18.42%	295,000	0	292,000	295,000	290,680
\$400,001 and up	9.21%	529,900	0	0	495,000	543,450
Median List Price		174,000	78,500	150,000	284,245	290,680
Total Closed Units	100%	174,000	14	34	18	10
Total Closed Volume		15,614,190	1.09M	5.64M	5.38M	3.50M

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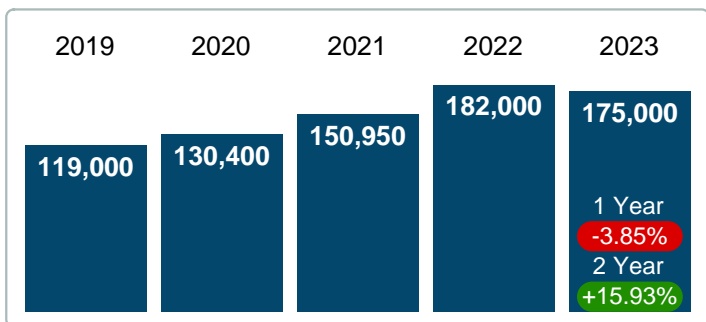
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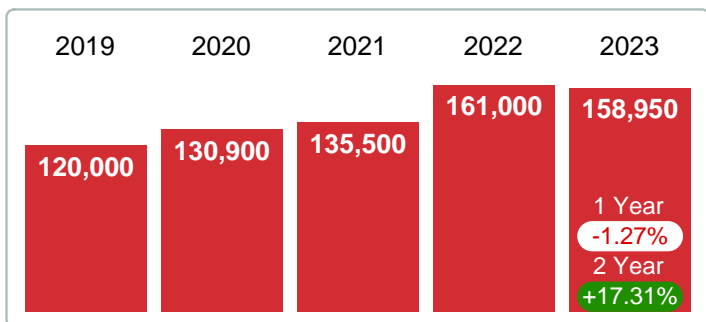
MEDIAN SOLD PRICE AT CLOSING

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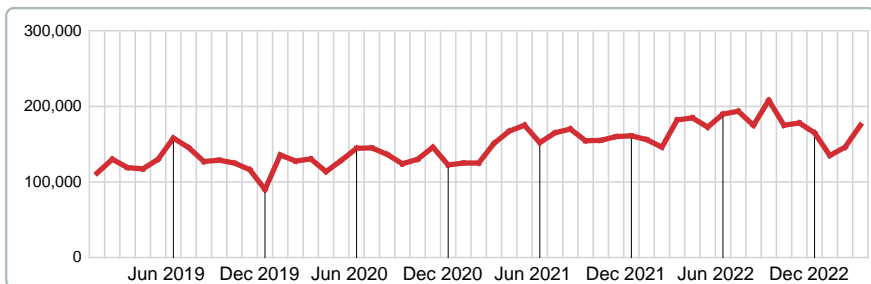
MARCH



YEAR TO DATE (YTD)

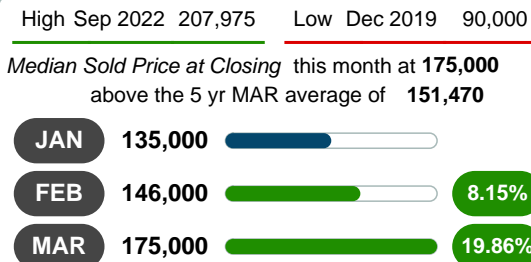


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 151,470



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	6.58%	27,000	27,000	0	0	0
\$50,001 - \$100,000	14.47%	73,000	78,500	72,000	0	0
\$100,001 - \$125,000	10.53%	112,000	113,000	115,000	111,000	0
\$125,001 - \$200,000	23.68%	142,500	130,000	153,500	170,000	140,000
\$200,001 - \$250,000	18.42%	219,500	0	219,000	223,637	250,000
\$250,001 - \$400,000	17.11%	282,000	0	276,200	288,000	277,180
\$400,001 and up	9.21%	540,400	0	0	440,000	545,700
Median Sold Price		175,000	75,250	153,500	275,158	277,180
Total Closed Units		76	14	34	18	10
Total Closed Volume		15,380,482	1.06M	5.63M	5.25M	3.43M

March 2023



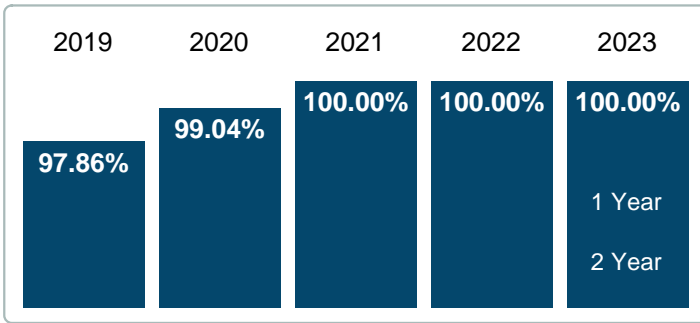
Area Delimited by County Of Washington - Residential Property Type



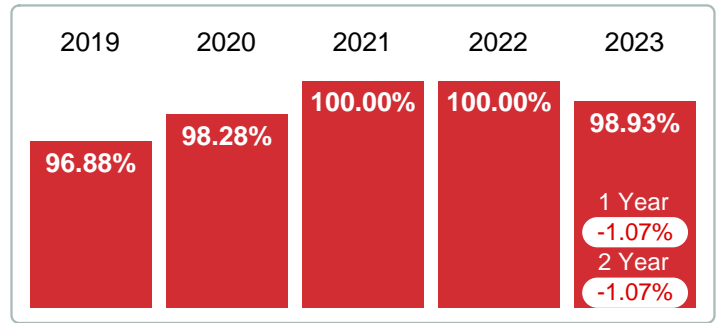
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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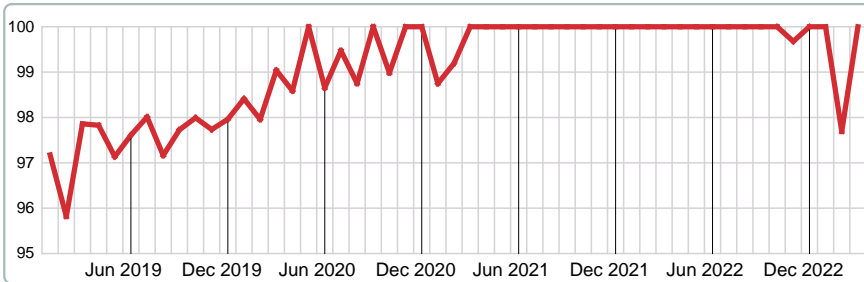
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

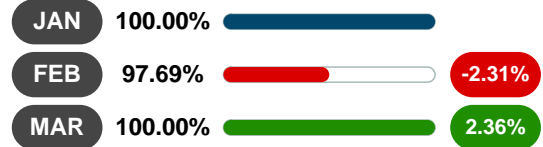


3 MONTHS

5 year MAR AVG = 99.38%

High Mar 2023 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAR average of **99.38%**



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	5	6.58%	100.00%	100.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	11	14.47%	97.26%	96.00%	97.30%	0.00%	0.00%
\$100,001 - \$125,000	8	10.53%	100.00%	100.00%	100.00%	148.20%	0.00%
\$125,001 - \$200,000	18	23.68%	100.00%	98.15%	100.19%	106.67%	92.31%
\$200,001 - \$250,000	14	18.42%	100.00%	0.00%	100.00%	96.64%	104.21%
\$250,001 - \$400,000	13	17.11%	96.95%	0.00%	97.59%	95.26%	95.63%
\$400,001 and up	7	9.21%	100.00%	0.00%	0.00%	100.02%	99.46%
Median Sold/List Ratio		100.00%		98.69%	100.00%	98.47%	99.46%
Total Closed Units		76	100%	14	34	18	10
Total Closed Volume		15,380,482		1.06M	5.63M	5.25M	3.43M

March 2023



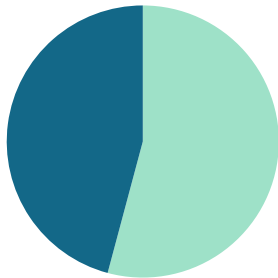
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

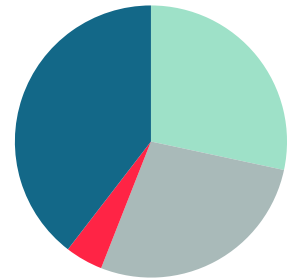


Inventory
 New Listings
104 = 54.17%
 Start Inventory
88
 Total Inventory Units
192
 Volume
\$45,816,556

Market Activity

Closed Sales
76 = 28.36%
 Pending Sales
74 = 27.61%
 Other Off Market
12 = 4.48%
 Active Inventory
106 = 39.55%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	79	76	-3.80%	229	196	-14.41%
Pending Sales	90	74	-17.78%	235	209	-11.06%
New Listings	104	104	0.00%	249	230	-7.63%
Median List Price	185,000	174,000	-5.95%	162,500	157,000	-3.38%
Median Sale Price	182,000	175,000	-3.85%	161,000	158,950	-1.27%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	98.93%	-1.07%
Median Days on Market to Sale	11.00	7.50	-31.82%	10.00	10.00	0.00%
Monthly Inventory	83	106	27.71%	83	106	27.71%
Months Supply of Inventory	0.95	1.36	42.74%	0.95	1.36	42.74%

Absorption: Last 12 months, an Average of **78** Sales/Month

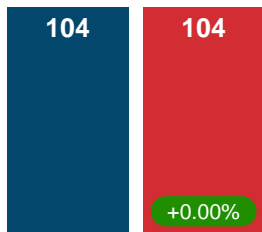
Inventory on March 31, 2023 = **106**

2022 **2023**

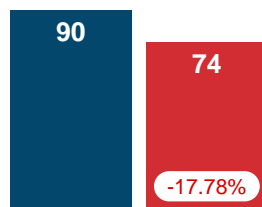
MARCH MARKET

MEDIAN PRICES

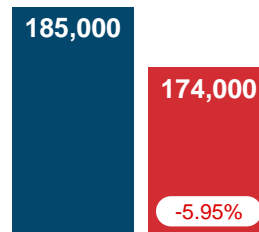
New Listings



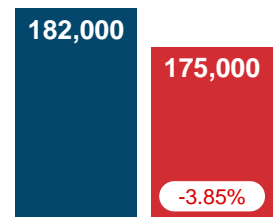
Pending Listings



List Price



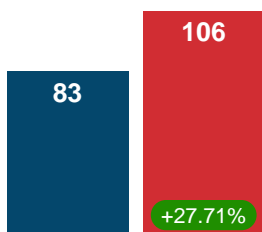
Sale Price



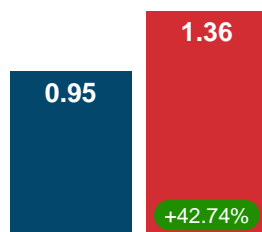
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

