

May 2023



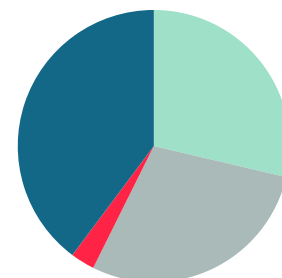
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	May 2023	+/-%
Closed Listings	90	80	-11.11%
Pending Listings	103	80	-22.33%
New Listings	118	96	-18.64%
Average List Price	186,477	213,736	14.62%
Average Sale Price	187,603	214,152	14.15%
Average Percent of Selling Price to List Price	100.01%	100.21%	0.20%
Average Days on Market to Sale	13.94	16.23	16.35%
End of Month Inventory	110	111	0.91%
Months Supply of Inventory	1.27	1.48	16.72%



■ Closed (28.67%)
■ Pending (28.67%)
■ Other OffMarket (2.87%)
■ Active (39.78%)

Absorption: Last 12 months, an Average of **75** Sales/Month
Active Inventory as of May 31, 2023 = **111**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2023 rose **0.91%** to 111 existing homes available for sale. Over the last 12 months this area has had an average of 75 closed sales per month. This represents an unsold inventory index of **1.48** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **14.15%** in May 2023 to \$214,152 versus the previous year at \$187,603.

Average Days on Market Lengthens

The average number of **16.23** days that homes spent on the market before selling increased by 2.28 days or **16.35%** in May 2023 compared to last year's same month at **13.94** DOM.

Sales Success for May 2023 is Positive

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

There were 96 New Listings in May 2023, down **18.64%** from last year at 118. Furthermore, there were 80 Closed Listings this month versus last year at 90, a **-11.11%** decrease.

Closed versus Listed trends yielded a **83.3%** ratio, up from previous year's, May 2022, at **76.3%**, a **9.26%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

May 2023



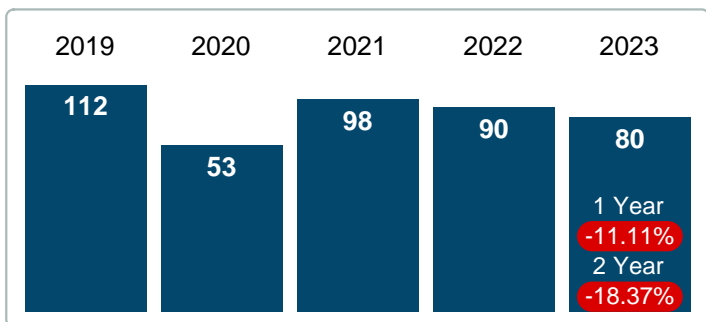
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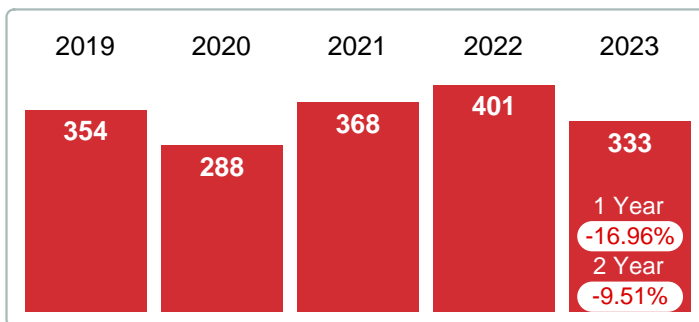
CLOSED LISTINGS

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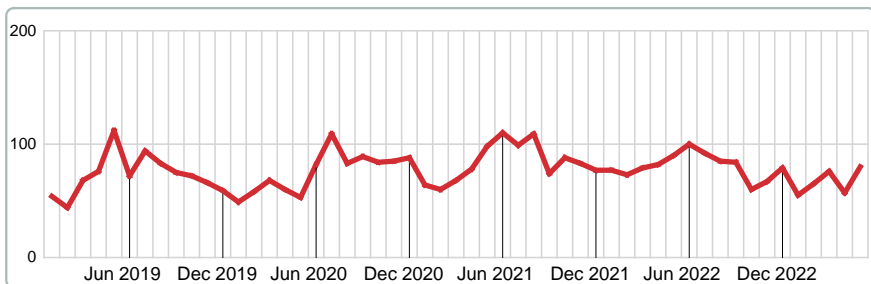
MAY



YEAR TO DATE (YTD)

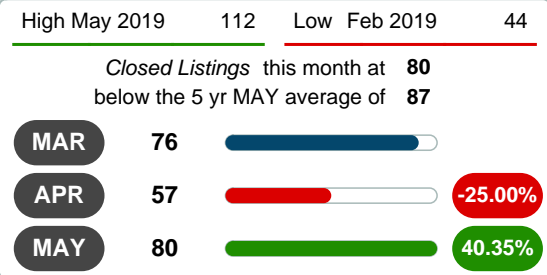


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 87



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	7.50%	22.8	3	2	1	0
\$75,001 - \$100,000	9	11.25%	14.6	4	5	0	0
\$100,001 - \$150,000	15	18.75%	18.3	3	11	1	0
\$150,001 - \$225,000	21	26.25%	8.7	2	15	4	0
\$225,001 - \$275,000	6	7.50%	41.8	0	4	2	0
\$275,001 - \$375,000	14	17.50%	8.9	0	4	10	0
\$375,001 and up	9	11.25%	21.8	0	1	6	2
Total Closed Units	80			12	42	24	2
Total Closed Volume	17,132,145	100%	16.2	1.22M	7.36M	7.40M	1.15M
Average Closed Price	\$214,152			\$101,763	\$175,176	\$308,508	\$574,700

May 2023



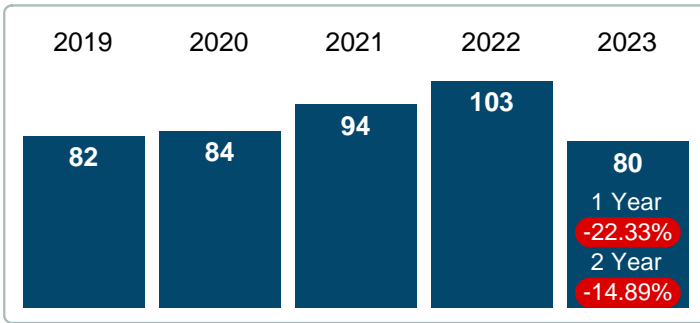
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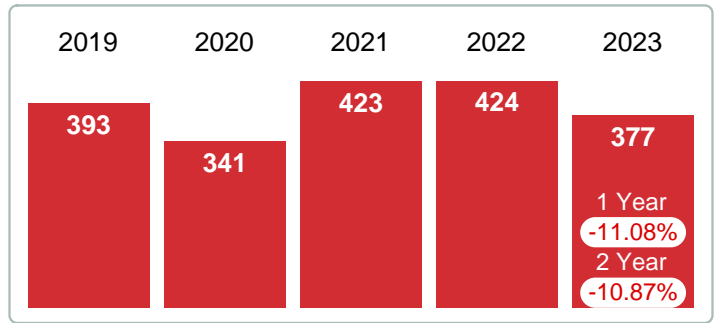
PENDING LISTINGS

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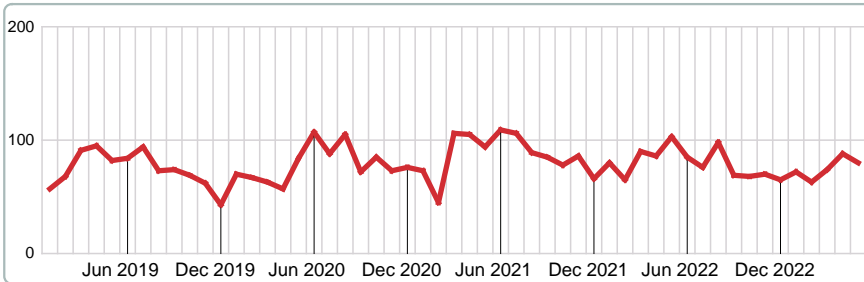
MAY



YEAR TO DATE (YTD)

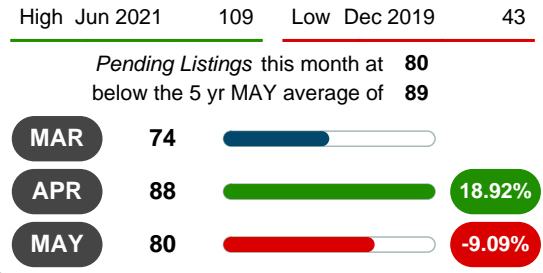


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 89



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	7.50%	9.7	5	1	0	0
\$25,001 - \$75,000	5	6.25%	7.2	4	1	0	0
\$75,001 - \$125,000	14	17.50%	7.2	6	8	0	0
\$125,001 - \$200,000	24	30.00%	18.6	2	20	1	1
\$200,001 - \$300,000	13	16.25%	30.5	1	7	5	0
\$300,001 - \$375,000	8	10.00%	21.0	0	1	7	0
\$375,001 and up	10	12.50%	25.5	0	1	6	3
Total Pending Units	80			18	39	19	4
Total Pending Volume	16,758,263	100%	18.8	1.50M	7.09M	6.36M	1.82M
Average Listing Price	\$209,031			\$83,111	\$181,718	\$334,498	\$454,950

May 2023



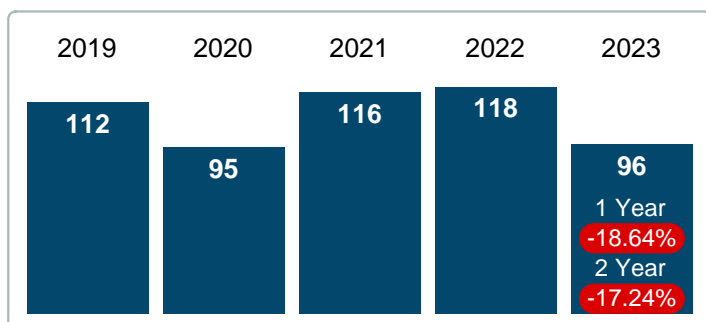
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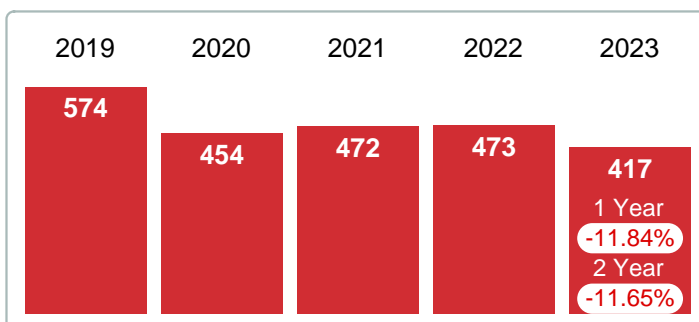
NEW LISTINGS

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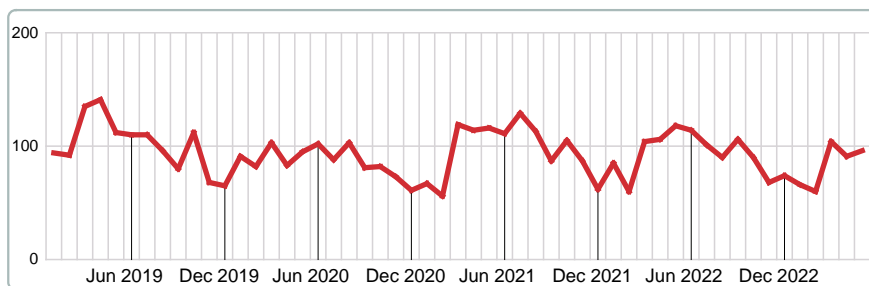
MAY



YEAR TO DATE (YTD)

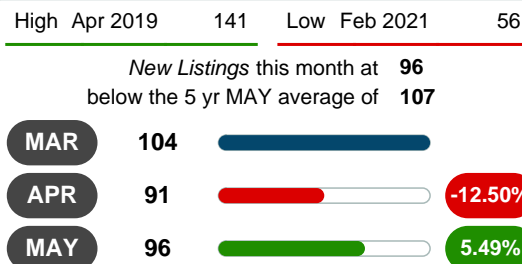


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 107



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	8.33%	7	1	0	0
\$75,001 - \$100,000	10	10.42%	3	7	0	0
\$100,001 - \$150,000	15	15.63%	1	14	0	0
\$150,001 - \$225,000	25	26.04%	1	17	5	2
\$225,001 - \$300,000	14	14.58%	0	5	8	1
\$300,001 - \$425,000	14	14.58%	0	2	11	1
\$425,001 and up	10	10.42%	0	2	5	3
Total New Listed Units	96		12	48	29	7
Total New Listed Volume	22,969,646	100%	817.10K	9.11M	9.39M	3.65M
Average New Listed Listing Price	\$188,641		\$68,092	\$189,767	\$323,963	\$521,257

May 2023



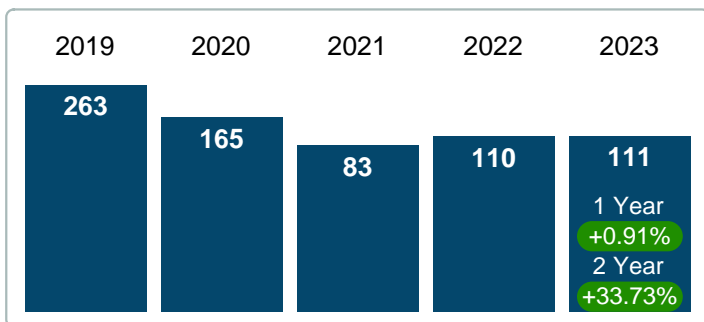
Area Delimited by County Of Washington - Residential Property Type



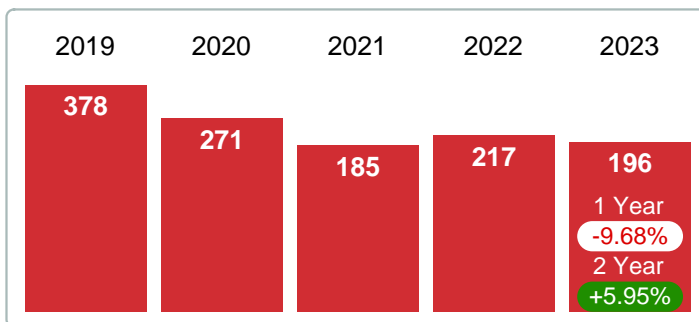
ACTIVE INVENTORY

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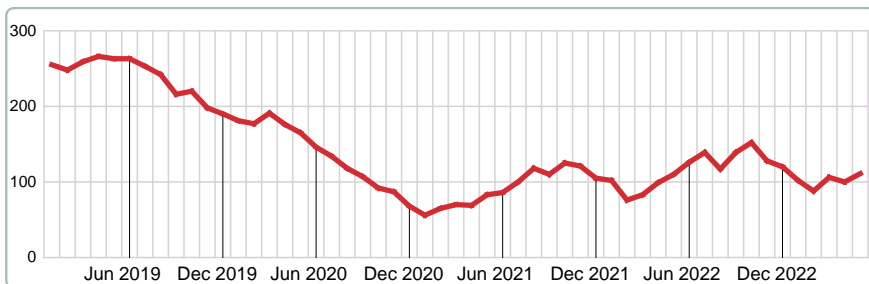
END OF MAY



ACTIVE DURING MAY

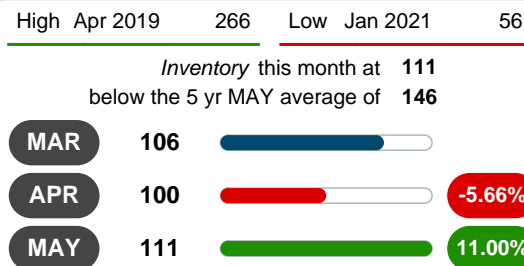


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 146



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	11	9.91%	122.8	2	7	2	0
\$75,001 - \$150,000	10	9.01%	28.9	2	7	1	0
\$150,001 - \$250,000	18	16.22%	24.8	1	11	4	2
\$250,001 - \$300,000	21	18.92%	30.6	0	6	14	1
\$300,001 - \$400,000	24	21.62%	56.0	0	4	19	1
\$400,001 - \$525,000	15	13.51%	93.7	1	7	4	3
\$525,001 and up	12	10.81%	75.3	0	2	7	3
Total Active Inventory by Units	111			6	44	51	10
Total Active Inventory by Volume	35,540,145	100%	57.5	969.90K	10.85M	17.82M	5.90M
Average Active Inventory Listing Price	\$320,181			\$161,650	\$246,598	\$349,354	\$590,290

May 2023



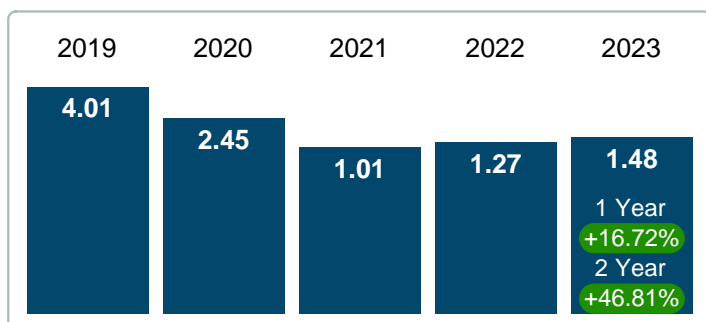
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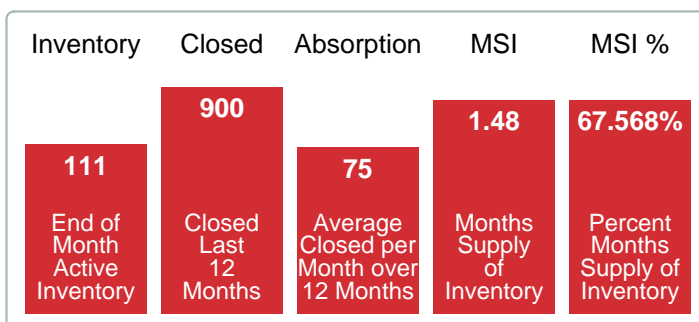
MONTHS SUPPLY of INVENTORY (MSI)

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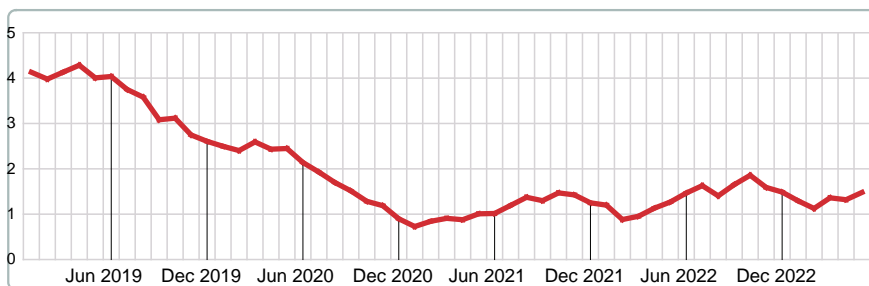
MSI FOR MAY



INDICATORS FOR MAY 2023

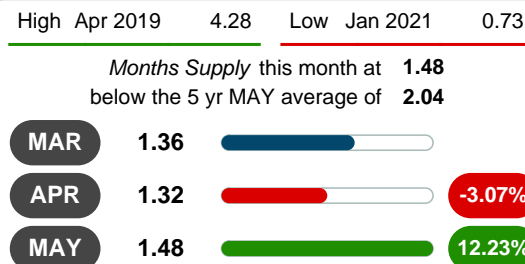


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 2.04



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
\$75,000 and less	11	9.91%	1.19	0.46	1.62	3.43	0.00
\$75,001 - \$150,000	10	9.01%	0.47	0.34	0.51	0.60	0.00
\$150,001 - \$250,000	18	16.22%	0.72	1.09	0.66	0.62	3.00
\$250,001 - \$300,000	21	18.92%	2.42	0.00	2.57	2.40	3.00
\$300,001 - \$400,000	24	21.62%	3.84	0.00	2.82	4.38	2.40
\$400,001 - \$525,000	15	13.51%	6.00	0.00	12.00	2.53	9.00
\$525,001 and up	12	10.81%	6.00	0.00	6.00	8.40	4.00
Market Supply of Inventory (MSI)			1.48	0.52	1.12	2.39	3.64
Total Active Inventory by Units		100%	111	6	44	51	10

May 2023



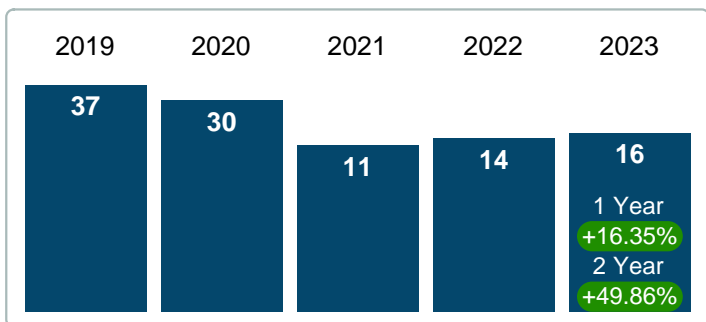
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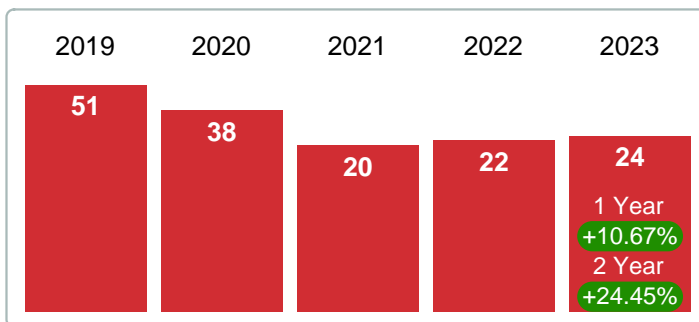
AVERAGE DAYS ON MARKET TO SALE

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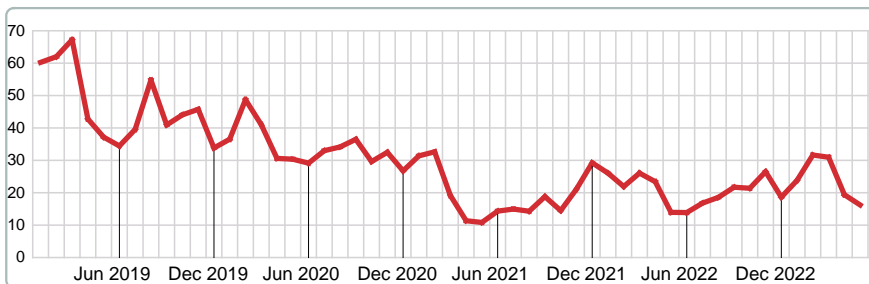
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

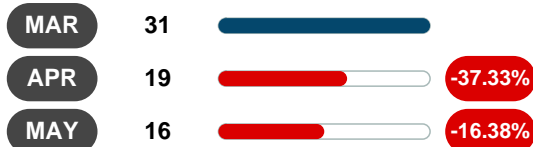


3 MONTHS

5 year MAY AVG = 22

High Mar 2019 67 Low May 2021 11

Average Days on Market to Sale this month at 16 below the 5 yr MAY average of 22



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
\$75,000 and less	7.50%	23	16	34	23	0
\$75,001 - \$100,000	11.25%	15	10	18	0	0
\$100,001 - \$150,000	18.75%	18	12	21	9	0
\$150,001 - \$225,000	26.25%	9	35	5	10	0
\$225,001 - \$275,000	7.50%	42	0	19	87	0
\$275,001 - \$375,000	17.50%	9	0	9	9	0
\$375,001 and up	11.25%	22	0	1	28	13
Average Closed DOM		16				
Total Closed Units	100%	16	12	42	24	2
Total Closed Volume		17,132,145	1.22M	7.36M	7.40M	1.15M

May 2023



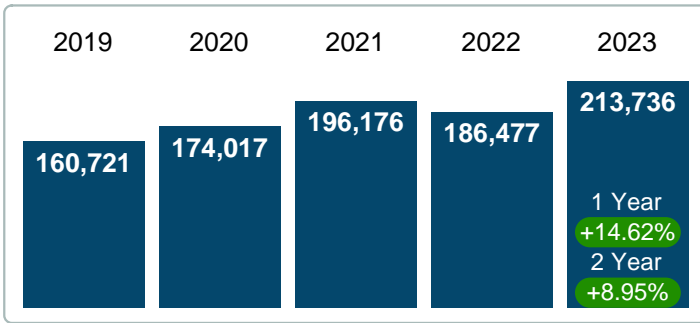
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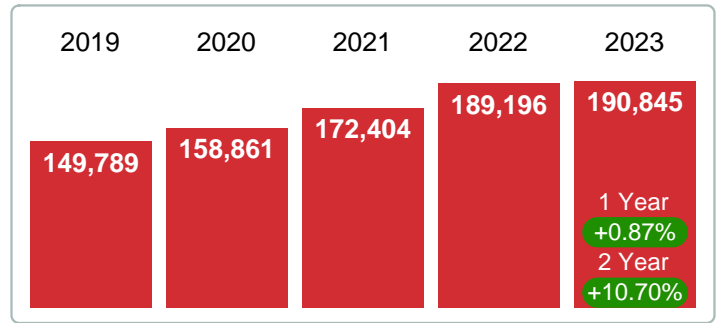
AVERAGE LIST PRICE AT CLOSING

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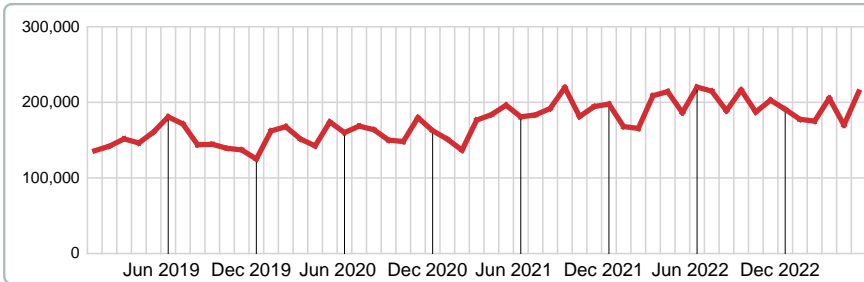
MAY



YEAR TO DATE (YTD)

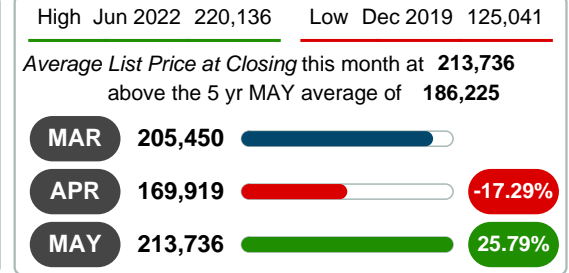


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 186,225



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
\$75,000 and less	11.25%	50,533	39,967	44,000	29,900	0
\$75,001 - \$100,000	6.25%	88,900	83,875	88,100	0	0
\$100,001 - \$150,000	22.50%	126,689	129,833	127,000	114,900	0
\$150,001 - \$225,000	26.25%	189,376	180,500	184,627	166,875	0
\$225,001 - \$275,000	6.25%	244,899	0	232,499	234,500	0
\$275,001 - \$375,000	16.25%	305,277	0	309,975	299,770	0
\$375,001 and up	11.25%	527,689	0	380,000	536,633	574,700
Average List Price		213,736	100,492	172,495	312,450	574,700
Total Closed Units	100%	213,736	12	42	24	2
Total Closed Volume		17,098,894	1.21M	7.24M	7.50M	1.15M

May 2023



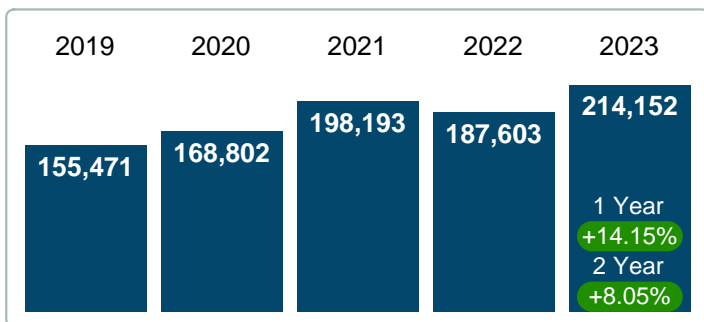
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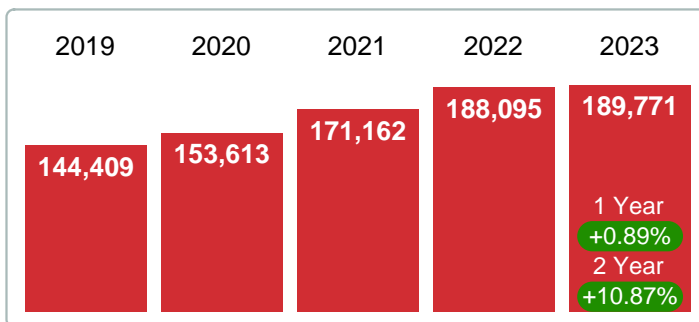
AVERAGE SOLD PRICE AT CLOSING

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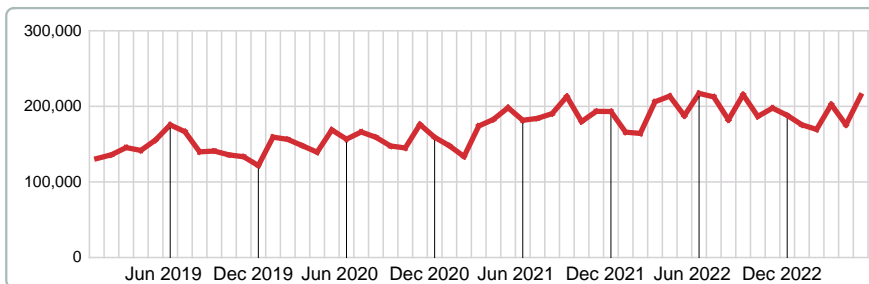
MAY



YEAR TO DATE (YTD)

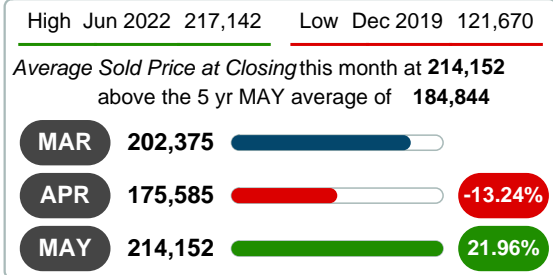


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 184,844



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
\$75,000 and less	7.50%	34,467	37,300	35,000	24,900	0
\$75,001 - \$100,000	11.25%	86,222	85,125	87,100	0	0
\$100,001 - \$150,000	18.75%	129,983	134,583	129,364	123,000	0
\$150,001 - \$225,000	26.25%	187,714	182,500	191,667	175,500	0
\$225,001 - \$275,000	7.50%	232,499	0	233,249	231,000	0
\$275,001 - \$375,000	17.50%	300,657	0	310,225	296,830	0
\$375,001 and up	11.25%	517,044	0	380,000	520,667	574,700
Average Sold Price		214,152	101,763	175,176	308,508	574,700
Total Closed Units	100%	214,152	12	42	24	2
Total Closed Volume		17,132,145	1.22M	7.36M	7.40M	1.15M

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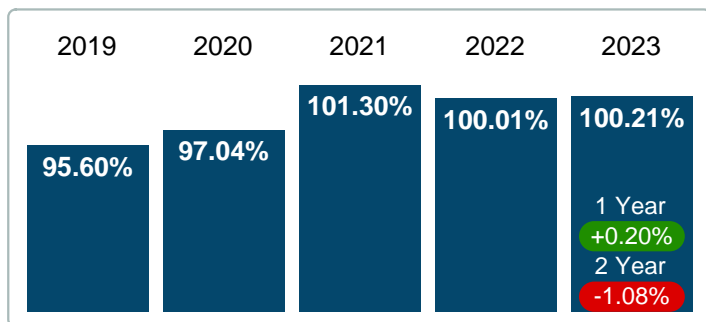
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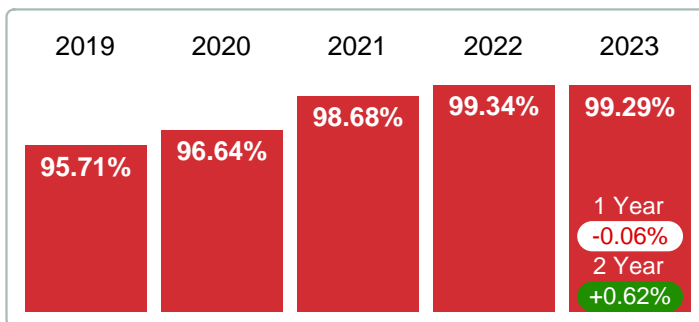
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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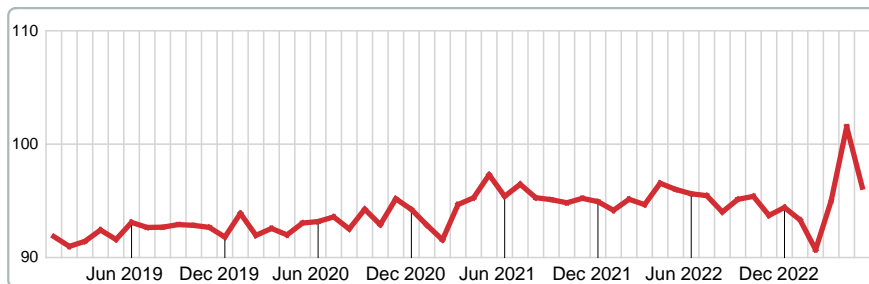
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

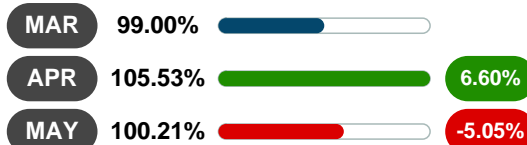


3 MONTHS

5 year MAY AVG = 98.83%

High Apr 2023 105.53% Low Feb 2023 94.69%

Average Sold/List Ratio this month at **100.21%** above the 5 yr MAY average of **98.83%**



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
\$75,000 and less	6	7.50%	83.81%	90.77%	73.65%	83.28%	0.00%
\$75,001 - \$100,000	9	11.25%	101.41%	101.46%	101.38%	0.00%	0.00%
\$100,001 - \$150,000	15	18.75%	102.69%	103.72%	102.02%	107.05%	0.00%
\$150,001 - \$225,000	21	26.25%	104.24%	100.81%	104.14%	106.33%	0.00%
\$225,001 - \$275,000	6	7.50%	99.81%	0.00%	100.39%	98.65%	0.00%
\$275,001 - \$375,000	14	17.50%	99.39%	0.00%	100.08%	99.12%	0.00%
\$375,001 and up	9	11.25%	97.88%	0.00%	100.00%	96.82%	100.00%
Average Sold/List Ratio		100.20%		99.24%	100.96%	99.38%	100.00%
Total Closed Units		80	100%	12	42	24	2
Total Closed Volume		17,132,145		1.22M	7.36M	7.40M	1.15M

May 2023



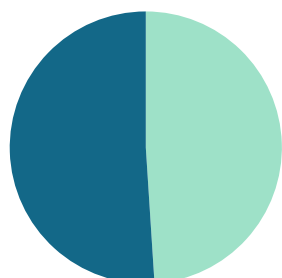
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

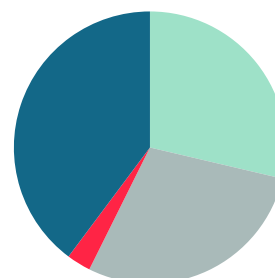


Inventory
 New Listings
96 = 48.98%
 Start Inventory
100
 Total Inventory Units
196
 Volume
\$54,096,018

Market Activity

Closed Sales
80 = 28.67%
 Pending Sales
80 = 28.67%
 Other Off Market
8 = 2.87%
 Active Inventory
111 = 39.78%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	90	80	-11.11%	401	333	-16.96%
Pending Sales	103	80	-22.33%	424	377	-11.08%
New Listings	118	96	-18.64%	473	417	-11.84%
Average List Price	186,477	213,736	14.62%	189,196	190,845	0.87%
Average Sale Price	187,603	214,152	14.15%	188,095	189,771	0.89%
Average Percent of Selling Price to List Price	100.01%	100.21%	0.20%	99.34%	99.29%	-0.06%
Average Days on Market to Sale	13.94	16.23	16.35%	22.05	24.40	10.67%
Monthly Inventory	110	111	0.91%	110	111	0.91%
Months Supply of Inventory	1.27	1.48	16.72%	1.27	1.48	16.72%

Absorption: Last 12 months, an Average of **75** Sales/Month

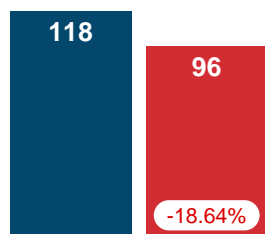
Inventory on May 31, 2023 = **111**

2022 **2023**

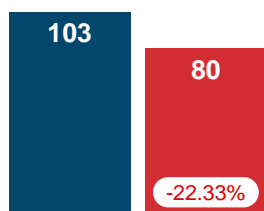
MAY MARKET

AVERAGE PRICES

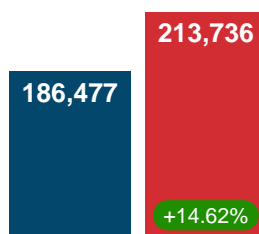
New Listings



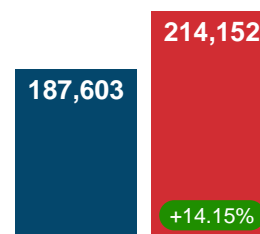
Pending Listings



List Price



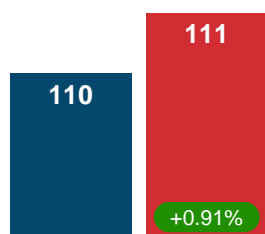
Sale Price



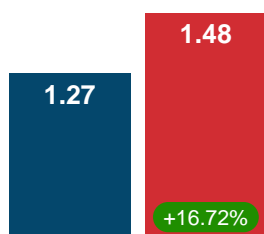
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

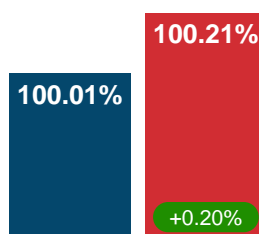
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

