

May 2023



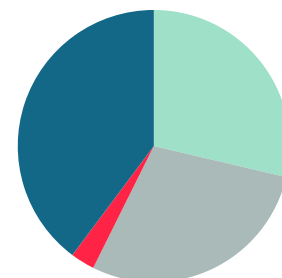
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	167,400	178,750	6.78%
Median Sale Price	172,500	189,500	9.86%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	6.00	7.00	16.67%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **9.86%** in May 2023 to \$189,500 versus the previous year at \$172,500.

Median Days on Market Lengthens

The median number of **7.00** days that homes spent on the market before selling increased by 1.00 days or **16.67%** in May 2023 compared to last year's same month at **6.00** DOM.

Sales Success for May 2023 is Positive

Overall, with Median 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.

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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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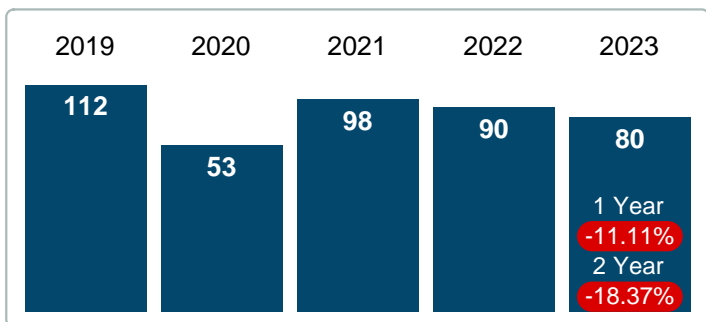
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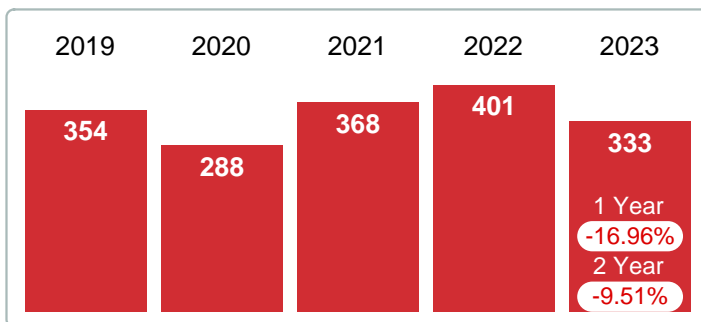
CLOSED LISTINGS

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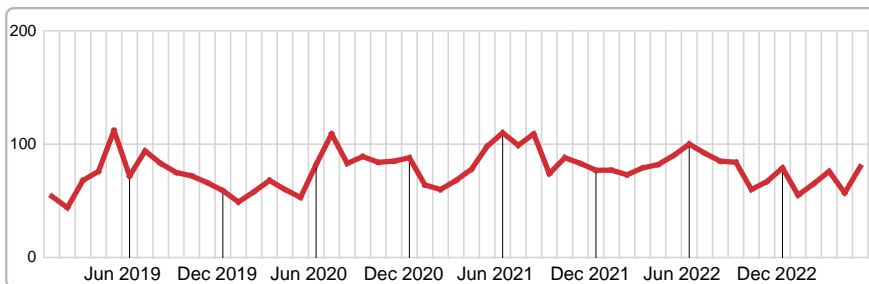
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 87

High May 2019: 112 | Low Feb 2019: 44

Closed Listings this month at **80**
below the 5 yr MAY average of **87**

- MAR: 76 (Progress bar)
- APR: 57 (-25.00%)
- MAY: 80 (40.35%)

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	7.50%	19.0	3	2	1	0
\$75,001 - \$100,000	9	11.25%	8.0	4	5	0	0
\$100,001 - \$150,000	15	18.75%	5.0	3	11	1	0
\$150,001 - \$225,000	21	26.25%	3.0	2	15	4	0
\$225,001 - \$275,000	6	7.50%	8.5	0	4	2	0
\$275,001 - \$375,000	14	17.50%	5.0	0	4	10	0
\$375,001 and up	9	11.25%	14.0	0	1	6	2
Total Closed Units	80			12	42	24	2
Total Closed Volume	17,132,145	100%	7.0	1.22M	7.36M	7.40M	1.15M
Median Closed Price	\$189,500			\$94,000	\$166,750	\$285,000	\$574,700

May 2023



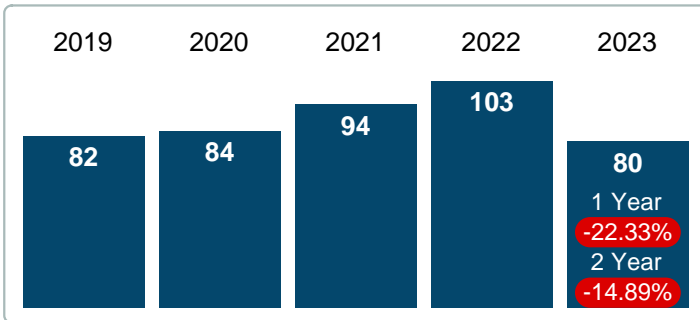
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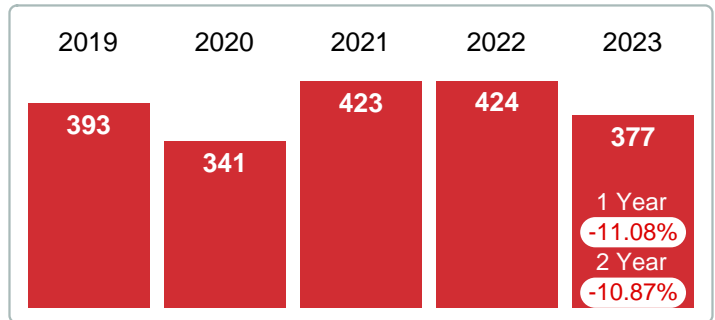
PENDING LISTINGS

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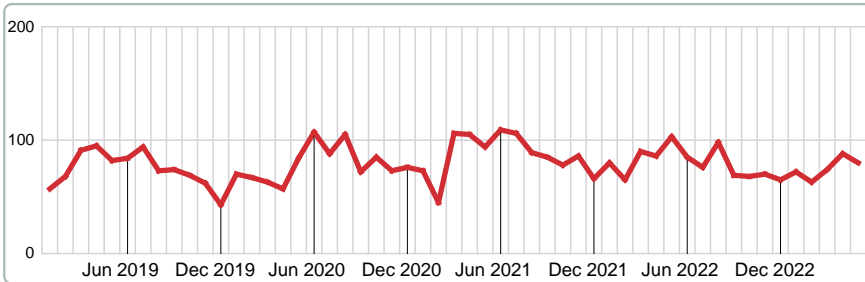
MAY



YEAR TO DATE (YTD)

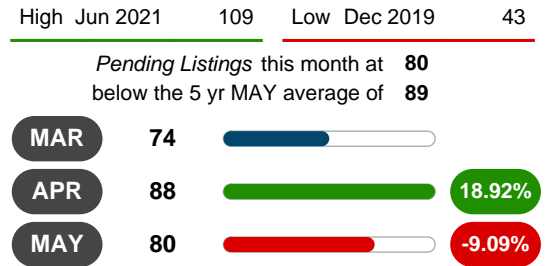


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 89



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	7.50%	5.0	5	1	0	0
\$25,001 - \$75,000	5	6.25%	7.0	4	1	0	0
\$75,001 - \$125,000	14	17.50%	4.5	6	8	0	0
\$125,001 - \$200,000	24	30.00%	7.0	2	20	1	1
\$200,001 - \$300,000	13	16.25%	8.0	1	7	5	0
\$300,001 - \$375,000	8	10.00%	24.0	0	1	7	0
\$375,001 and up	10	12.50%	22.5	0	1	6	3
Total Pending Units	80			18	39	19	4
Total Pending Volume	16,758,263	100%	7.5	1.50M	7.09M	6.36M	1.82M
Median Listing Price	\$177,500			\$77,500	\$164,500	\$322,490	\$384,900

May 2023



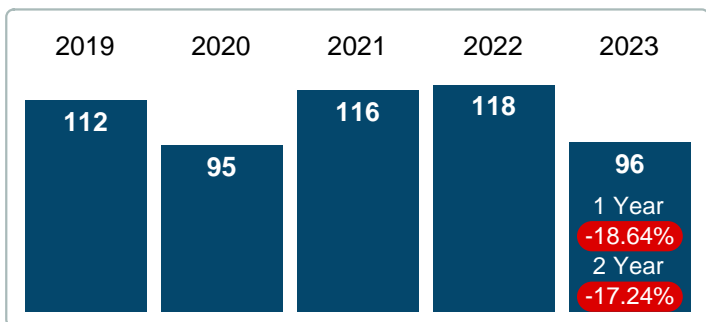
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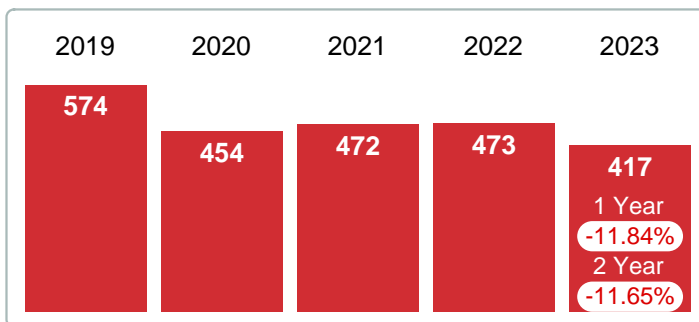
NEW LISTINGS

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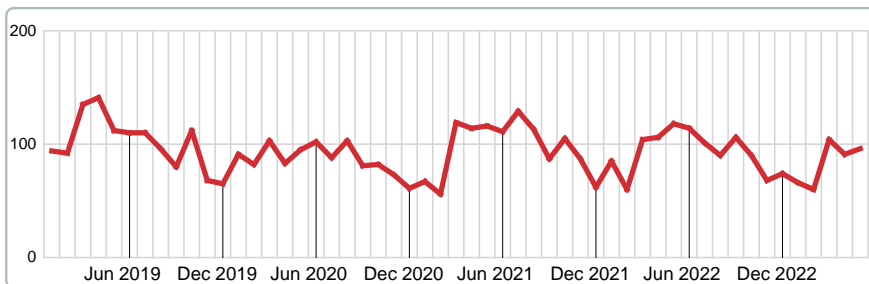
MAY



YEAR TO DATE (YTD)

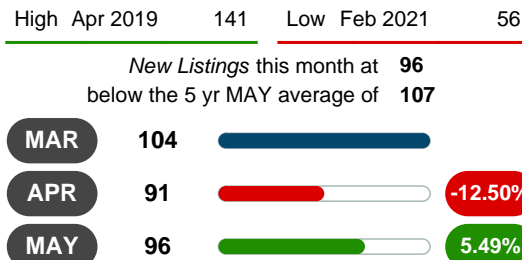


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 107



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	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
Median New Listed Listing Price	\$199,450		\$57,500	\$157,500	\$305,990	\$389,900

May 2023



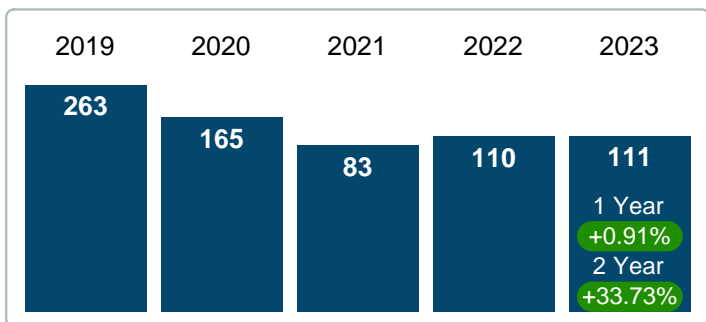
Area Delimited by County Of Washington - Residential Property Type



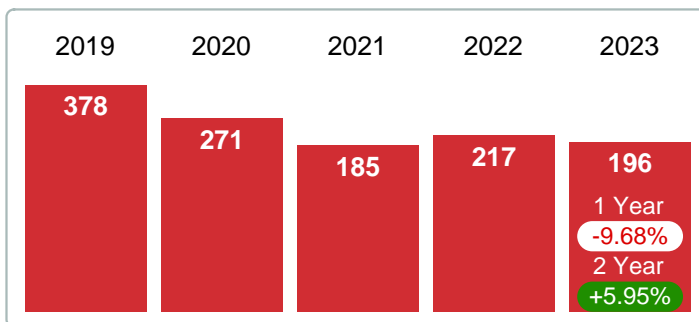
ACTIVE INVENTORY

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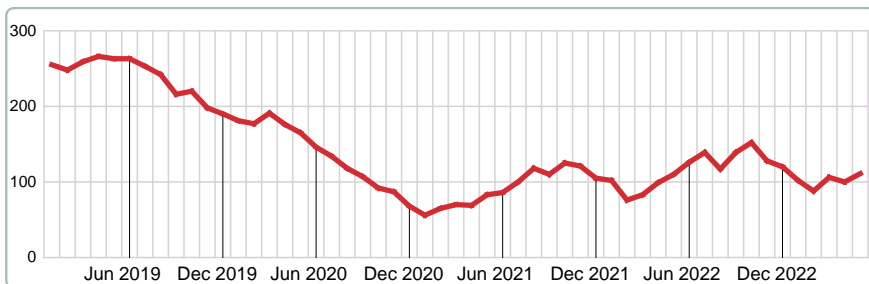
END OF MAY



ACTIVE DURING MAY

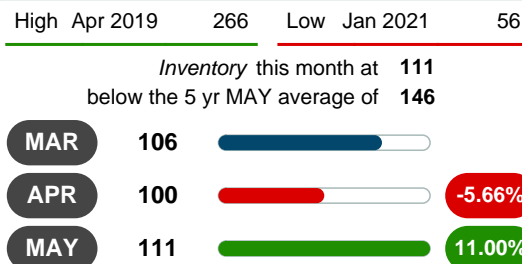


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 146



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	11	9.91%	113.0	2	7	2	0
\$75,001 - \$150,000	10	9.01%	20.0	2	7	1	0
\$150,001 - \$250,000	18	16.22%	17.0	1	11	4	2
\$250,001 - \$300,000	21	18.92%	33.0	0	6	14	1
\$300,001 - \$400,000	24	21.62%	42.0	0	4	19	1
\$400,001 - \$525,000	15	13.51%	93.0	1	7	4	3
\$525,001 and up	12	10.81%	67.5	0	2	7	3
Total Active Inventory by Units	111			6	44	51	10
Total Active Inventory by Volume	35,540,145	100%	36.0	969.90K	10.85M	17.82M	5.90M
Median Active Inventory Listing Price	\$297,990			\$116,450	\$204,450	\$313,990	\$452,000

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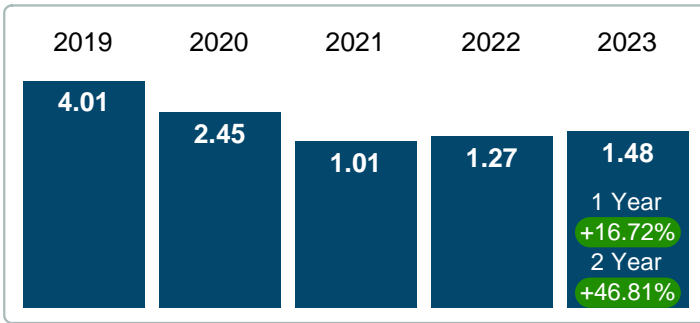
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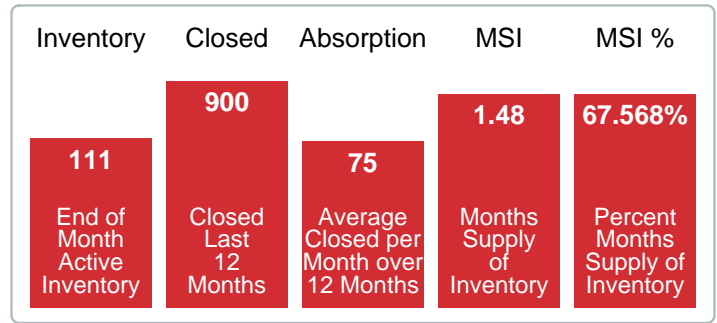
MONTHS SUPPLY of INVENTORY (MSI)

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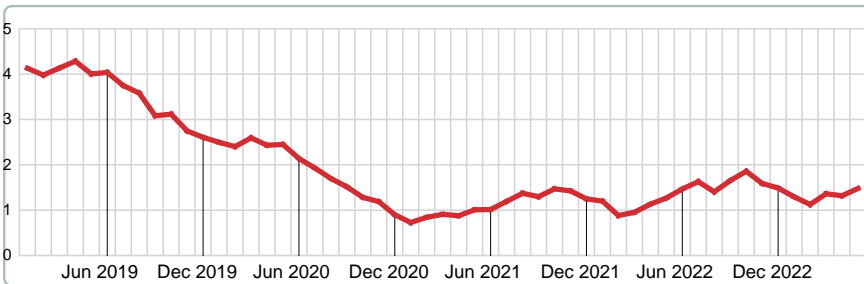
MSI FOR MAY



INDICATORS FOR MAY 2023

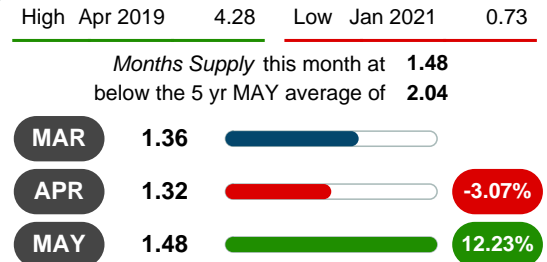


5 YEAR MARKET ACTIVITY TRENDS



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

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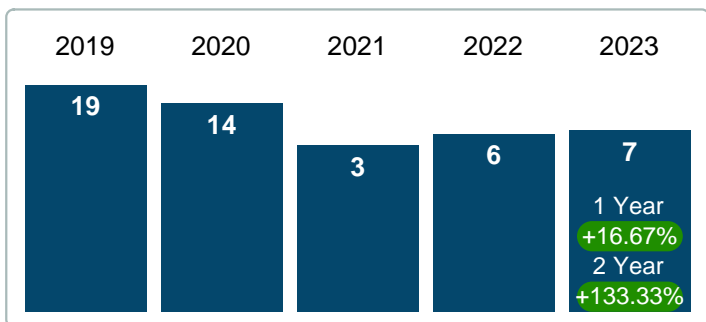
Area Delimited by County Of Washington - Residential Property Type



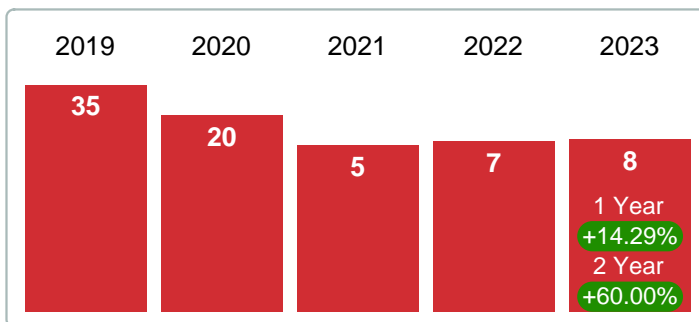
MEDIAN DAYS ON MARKET TO SALE

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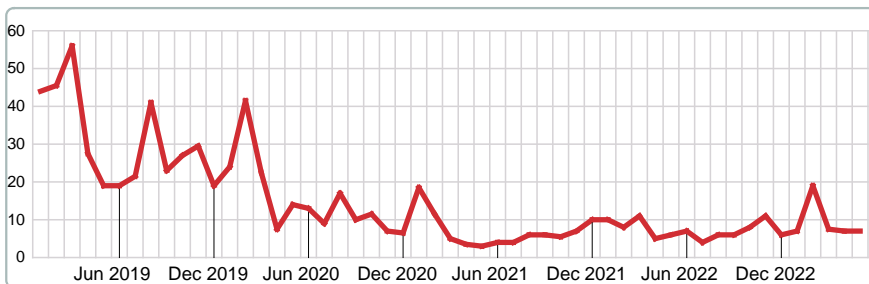
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 10

High Mar 2019: 56 | Low May 2021: 3

Median Days on Market to Sale this month at 7 below the 5 yr MAY average of 10

- MAR: 8 (Progress bar)
- APR: 7 (-6.67%)
- MAY: 7 (0.00%)

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
\$75,000 and less	7.50%	19	15	34	23	0
\$75,001 - \$100,000	11.25%	8	2	8	0	0
\$100,001 - \$150,000	18.75%	5	3	5	9	0
\$150,001 - \$225,000	26.25%	3	35	2	9	0
\$225,001 - \$275,000	7.50%	9	0	9	87	0
\$275,001 - \$375,000	17.50%	5	0	5	6	0
\$375,001 and up	11.25%	14	0	1	24	13
Median Closed DOM		7	3	6	11	13
Total Closed Units	100%	80	12	42	24	2
Total Closed Volume		17,132,145	1.22M	7.36M	7.40M	1.15M

May 2023



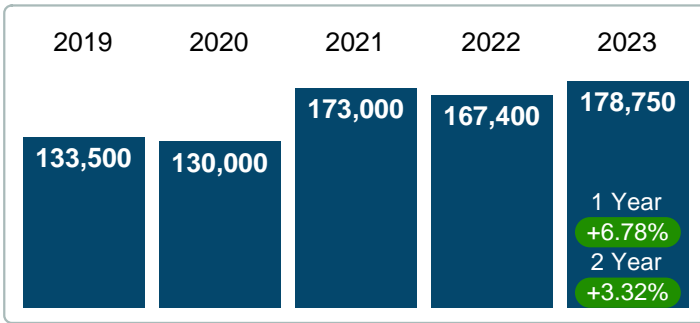
Area Delimited by County Of Washington - Residential Property Type



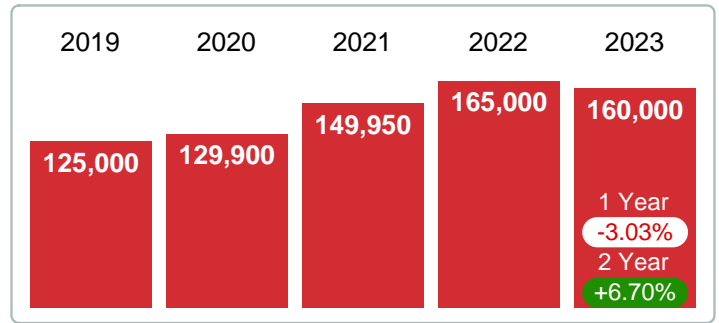
MEDIAN LIST PRICE AT CLOSING

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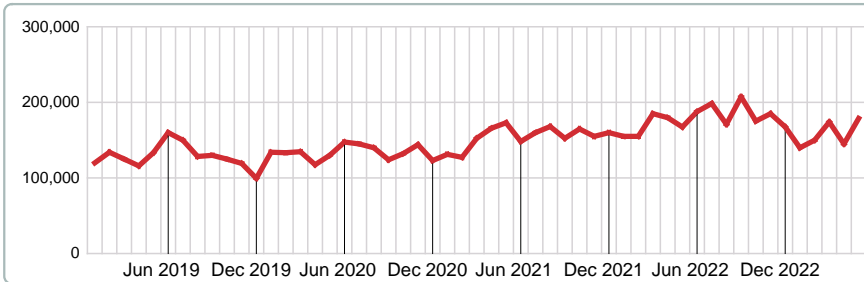
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

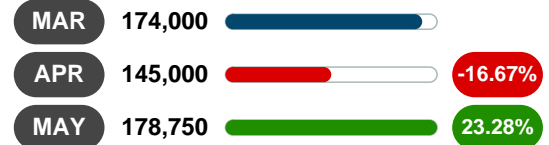


3 MONTHS

5 year MAY AVG = 156,530

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

Median List Price at Closing this month at **178,750** above the 5 yr MAY average of **156,530**



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
\$75,000 and less	11.25%	63,000	52,450	65,250	29,900	0
\$75,001 - \$100,000	6.25%	89,000	89,000	92,000	0	0
\$100,001 - \$150,000	22.50%	124,000	125,000	122,000	122,450	0
\$150,001 - \$225,000	26.25%	195,500	180,500	195,500	187,000	0
\$225,001 - \$275,000	6.25%	239,995	0	236,500	256,500	0
\$275,001 - \$375,000	16.25%	299,900	0	314,950	299,900	0
\$375,001 and up	11.25%	485,000	0	380,000	455,000	574,700
Median List Price		178,750	92,000	164,000	289,500	574,700
Total Closed Units	100%	178,750	12	42	24	2
Total Closed Volume		17,098,894	1.21M	7.24M	7.50M	1.15M

May 2023



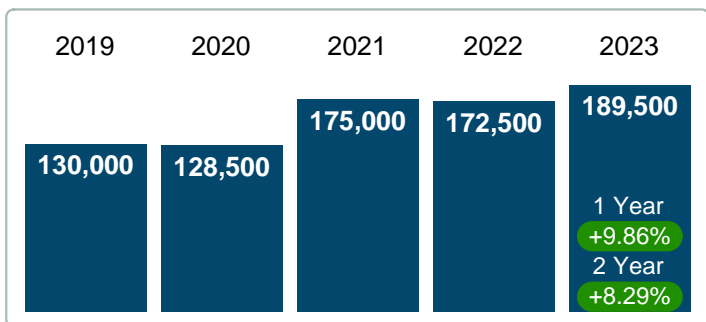
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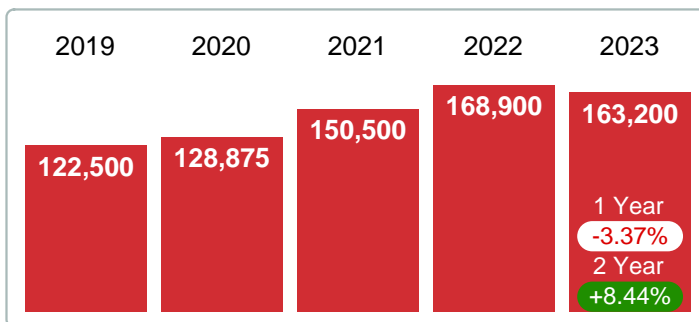
MEDIAN SOLD PRICE AT CLOSING

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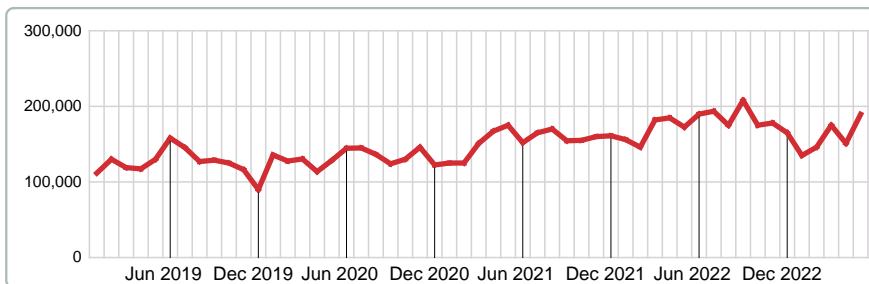
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

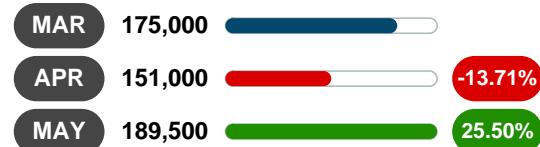


3 MONTHS

5 year MAY AVG = 159,100

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

Median Sold Price at Closing this month at **189,500** above the 5 yr MAY average of **159,100**



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
\$75,000 and less	7.50%	32,400	39,900	35,000	24,900	0
\$75,001 - \$100,000	11.25%	85,000	84,750	85,000	0	0
\$100,001 - \$150,000	18.75%	130,000	132,250	130,000	123,000	0
\$150,001 - \$225,000	26.25%	194,000	182,500	195,000	173,500	0
\$225,001 - \$275,000	7.50%	231,500	0	233,000	231,000	0
\$275,001 - \$375,000	17.50%	292,000	0	312,450	285,000	0
\$375,001 and up	11.25%	460,000	0	380,000	430,000	574,700
Median Sold Price		189,500	94,000	166,750	285,000	574,700
Total Closed Units	100%	189,500	12	42	24	2
Total Closed Volume		17,132,145	1.22M	7.36M	7.40M	1.15M

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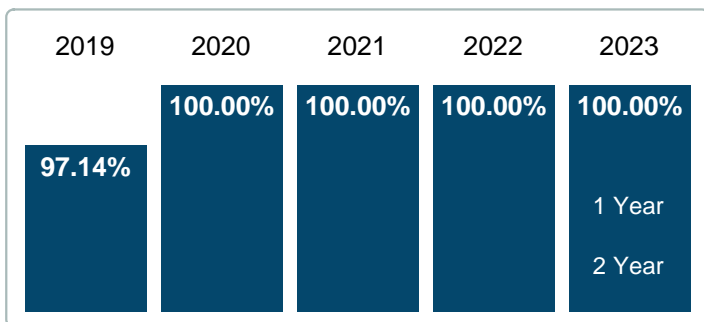
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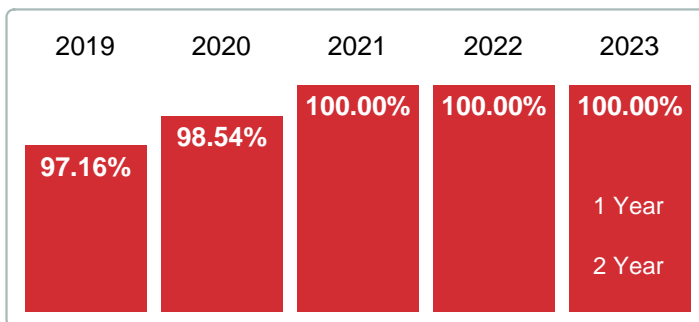
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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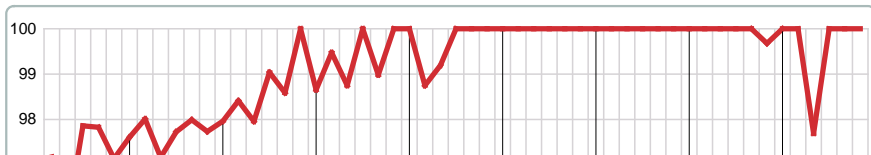
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 99.43%

High May 2023 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAY average of **99.43%**

MAR 100.00%
APR 100.00%
MAY 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
\$75,000 and less	6	7.50%	85.29%	92.31%	73.65%	83.28%	0.00%
\$75,001 - \$100,000	9	11.25%	100.00%	100.67%	100.00%	0.00%	0.00%
\$100,001 - \$150,000	15	18.75%	103.20%	103.20%	102.50%	107.05%	0.00%
\$150,001 - \$225,000	21	26.25%	101.49%	100.81%	101.49%	103.52%	0.00%
\$225,001 - \$275,000	6	7.50%	100.00%	0.00%	100.00%	98.65%	0.00%
\$275,001 - \$375,000	14	17.50%	100.00%	0.00%	100.00%	99.85%	0.00%
\$375,001 and up	9	11.25%	98.86%	0.00%	100.00%	96.36%	100.00%
Median Sold/List Ratio		100.00%		100.67%	100.00%	99.28%	100.00%
Total Closed Units	80	100%	100.00%	12	42	24	2
Total Closed Volume	17,132,145			1.22M	7.36M	7.40M	1.15M

May 2023



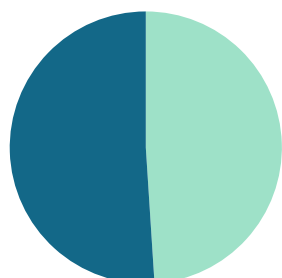
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

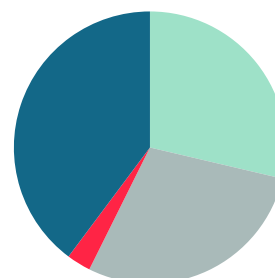


Inventory
 New Listings
96 = 48.98%
 Start Inventory
100
 Total Inventory Units
196
 Volume
\$54,096,018

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%
Median List Price	167,400	178,750	6.78%	165,000	160,000	-3.03%
Median Sale Price	172,500	189,500	9.86%	168,900	163,200	-3.37%
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	6.00	7.00	16.67%	7.00	8.00	14.29%
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

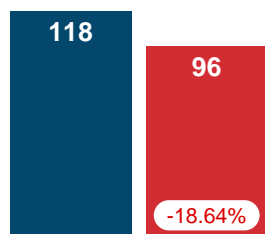
Inventory on May 31, 2023 = **111**

2022 **2023**

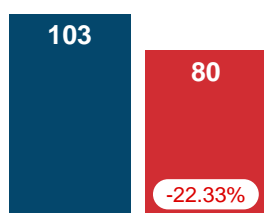
MAY MARKET

MEDIAN PRICES

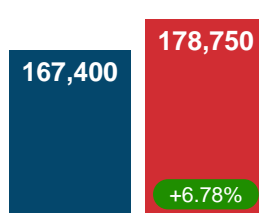
New Listings



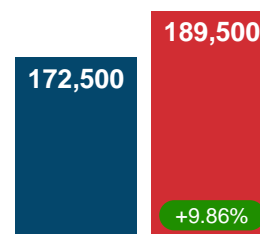
Pending Listings



List Price



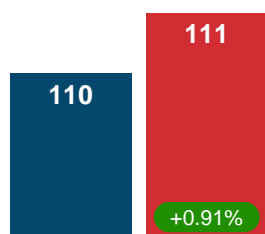
Sale Price



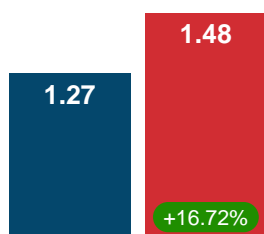
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

