

August 2023



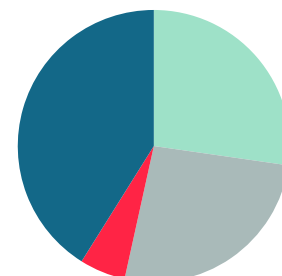
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	August 2023	+/-%
Closed Listings	85	75	-11.76%
Pending Listings	98	72	-26.53%
New Listings	90	77	-14.44%
Average List Price	188,885	215,235	13.95%
Average Sale Price	182,202	210,542	15.55%
Average Percent of Selling Price to List Price	98.02%	97.12%	-0.92%
Average Days on Market to Sale	18.56	26.77	44.22%
End of Month Inventory	117	113	-3.42%
Months Supply of Inventory	1.40	1.58	12.57%



■ Closed (27.27%)
■ Pending (26.18%)
■ Other OffMarket (5.45%)
■ Active (41.09%)

Absorption: Last 12 months, an Average of **72** Sales/Month
Active Inventory as of August 31, 2023 = **113**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2023 decreased **3.42%** to 113 existing homes available for sale. Over the last 12 months this area has had an average of 72 closed sales per month. This represents an unsold inventory index of **1.58** 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 **15.55%** in August 2023 to \$210,542 versus the previous year at \$182,202.

Average Days on Market Lengthens

The average number of **26.77** days that homes spent on the market before selling increased by 8.21 days or **44.22%** in August 2023 compared to last year's same month at **18.56** DOM.

Sales Success for August 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 77 New Listings in August 2023, down **14.44%** from last year at 90. Furthermore, there were 75 Closed Listings this month versus last year at 85, a **-11.76%** decrease.

Closed versus Listed trends yielded a **97.4%** ratio, up from previous year's, August 2022, at **94.4%**, a **3.13%** 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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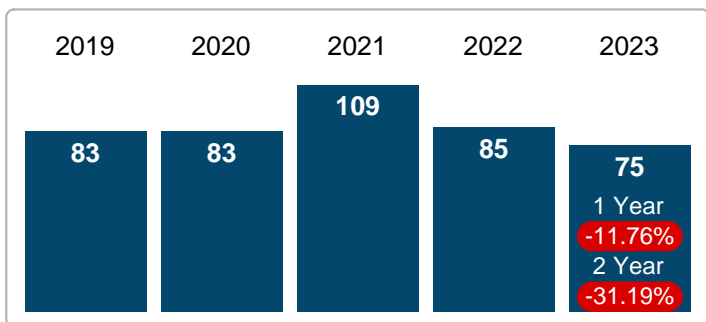
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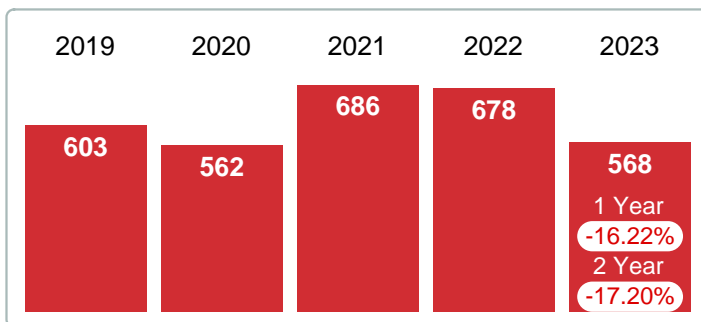
CLOSED LISTINGS

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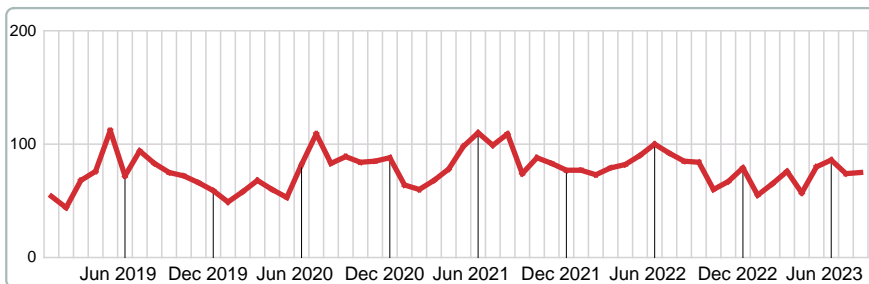
AUGUST



YEAR TO DATE (YTD)

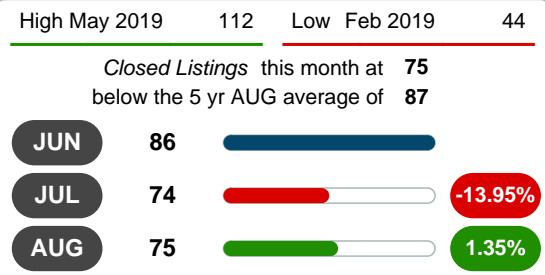


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG 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
\$50,000 and less	6	8.00%	25.2	3	3	0	0
\$50,001 - \$75,000	8	10.67%	23.9	2	5	1	0
\$75,001 - \$125,000	11	14.67%	8.5	2	9	0	0
\$125,001 - \$200,000	20	26.67%	14.1	4	12	4	0
\$200,001 - \$300,000	12	16.00%	16.8	0	7	5	0
\$300,001 - \$425,000	11	14.67%	46.1	0	3	7	1
\$425,001 and up	7	9.33%	83.1	0	3	1	3
Total Closed Units	75			11	42	18	4
Total Closed Volume	15,790,628	100%	26.8	1.02M	7.68M	4.97M	2.13M
Average Closed Price	\$210,542			\$92,577	\$182,794	\$275,886	\$532,250

August 2023



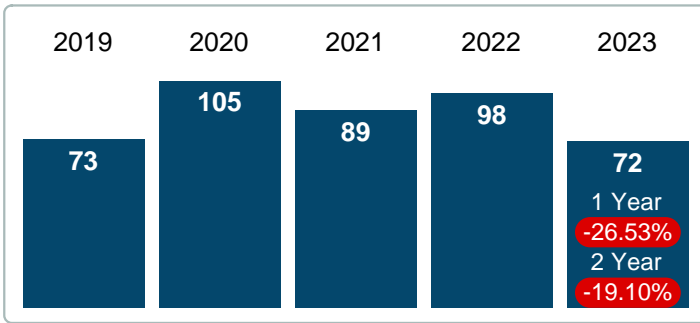
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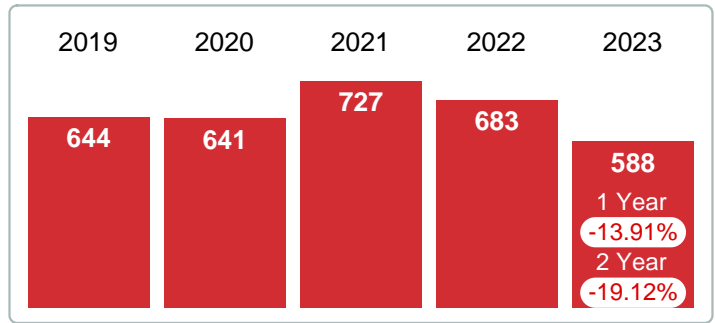
PENDING LISTINGS

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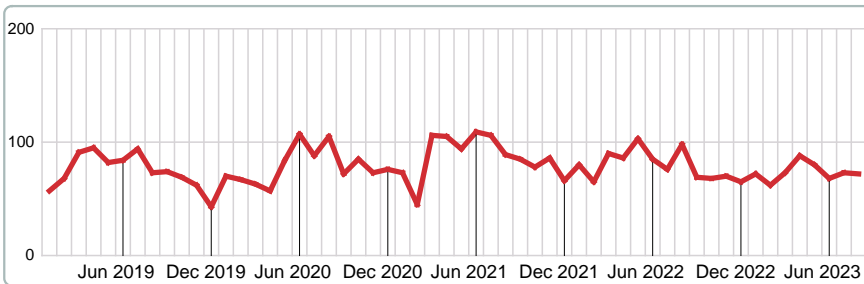
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 87

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at **72**
 below the 5 yr AUG average of **87**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	6.94%	46.4	3	2	0	0
\$75,001 - \$100,000	8	11.11%	34.6	2	5	1	0
\$100,001 - \$150,000	15	20.83%	16.5	3	12	0	0
\$150,001 - \$225,000	17	23.61%	10.6	2	10	4	1
\$225,001 - \$275,000	8	11.11%	46.3	0	4	3	1
\$275,001 - \$350,000	11	15.28%	54.3	0	7	2	2
\$350,001 and up	8	11.11%	33.9	0	5	3	0
Total Pending Units	72			10	45	13	4
Total Pending Volume	14,848,147	100%	13.9	945.09K	9.29M	3.57M	1.04M
Average Listing Price	\$164,638			\$94,509	\$206,427	\$274,612	\$260,975

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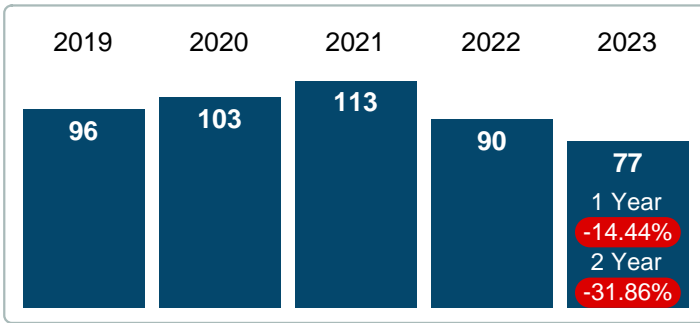
Area Delimited by County Of Washington - Residential Property Type



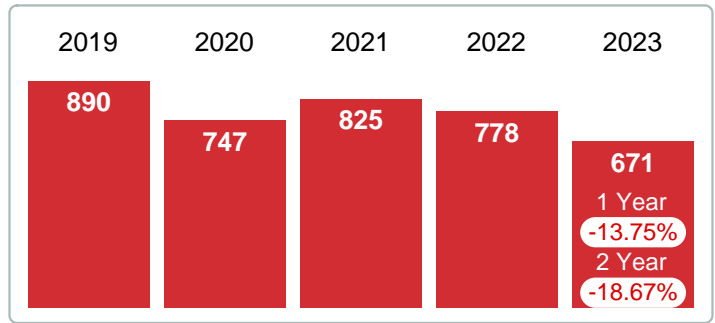
NEW LISTINGS

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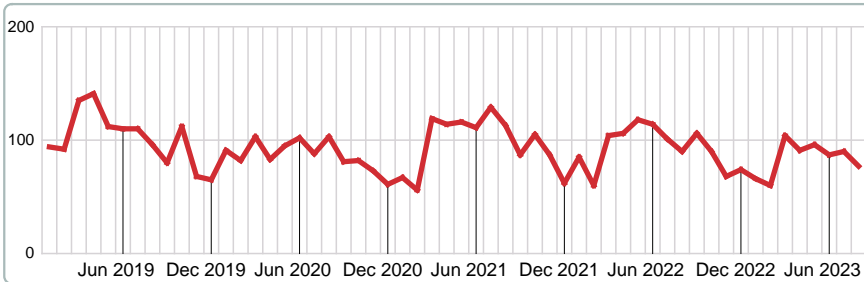
AUGUST



YEAR TO DATE (YTD)

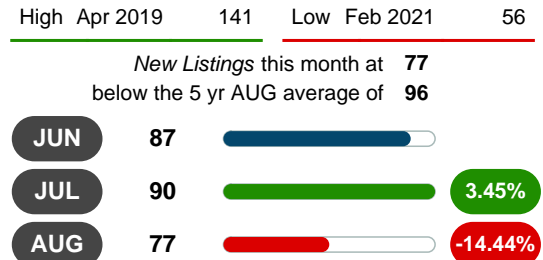


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 96



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
\$80,000 and less	7	9.09%	3	4	0	0
\$80,001 - \$110,000	12	15.58%	8	4	0	0
\$110,001 - \$150,000	8	10.39%	2	5	1	0
\$150,001 - \$220,000	21	27.27%	1	12	8	0
\$220,001 - \$300,000	11	14.29%	1	4	6	0
\$300,001 - \$460,000	10	12.99%	0	6	3	1
\$460,001 and up	8	10.39%	0	1	3	4
Total New Listed Units	77		15	36	21	5
Total New Listed Volume	19,675,887	100%	1.65M	7.17M	6.36M	4.50M
Average New Listed Listing Price	\$136,925		\$109,853	\$199,097	\$302,698	\$900,785

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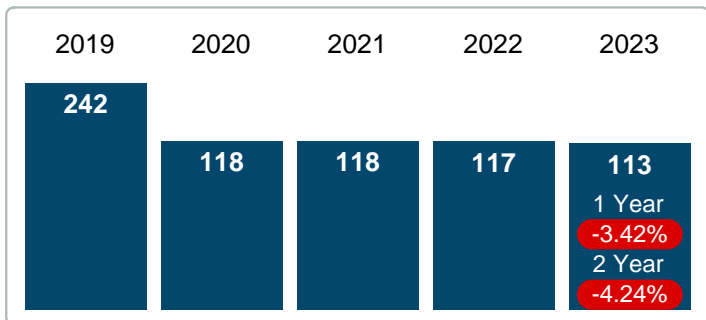
Area Delimited by County Of Washington - Residential Property Type



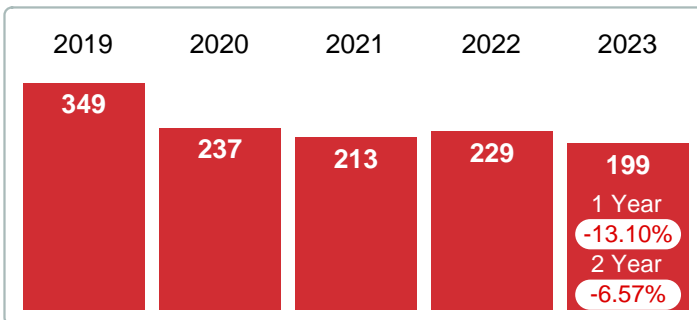
ACTIVE INVENTORY

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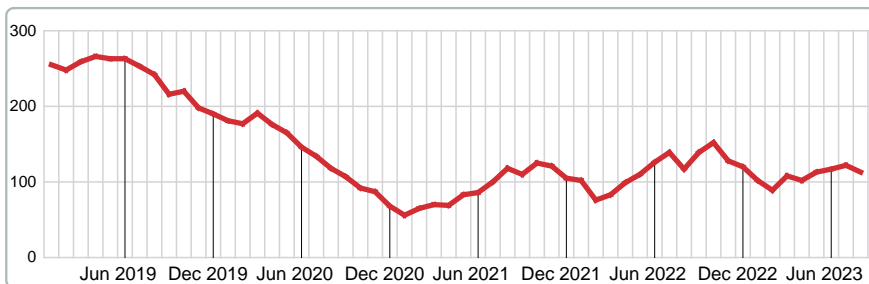
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 142

High Apr 2019 266 Low Jan 2021 56

Inventory this month at 113
below the 5 yr AUG average of 142



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	12	10.62%	39.3	7	5	0	0
\$75,001 - \$125,000	13	11.50%	41.2	5	7	1	0
\$125,001 - \$200,000	14	12.39%	58.6	2	11	1	0
\$200,001 - \$300,000	23	20.35%	48.3	2	3	18	0
\$300,001 - \$400,000	23	20.35%	93.3	0	5	17	1
\$400,001 - \$575,000	16	14.16%	90.9	1	2	10	3
\$575,001 and up	12	10.62%	63.3	1	0	8	3
Total Active Inventory by Units	113			18	33	55	7
Total Active Inventory by Volume	36,146,476	100%	64.6	2.78M	6.25M	21.77M	5.35M
Average Active Inventory Listing Price	\$319,880			\$154,361	\$189,397	\$395,799	\$764,132

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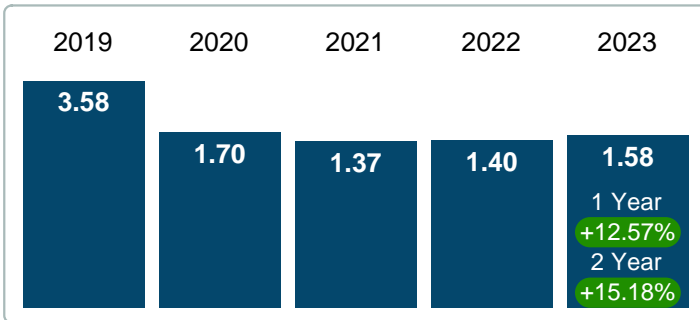
Area Delimited by County Of Washington - Residential Property Type



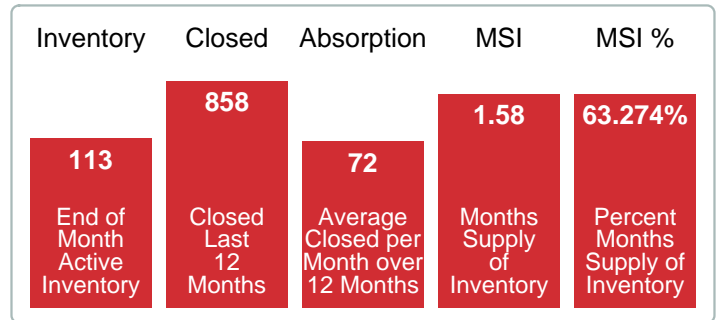
MONTHS SUPPLY of INVENTORY (MSI)

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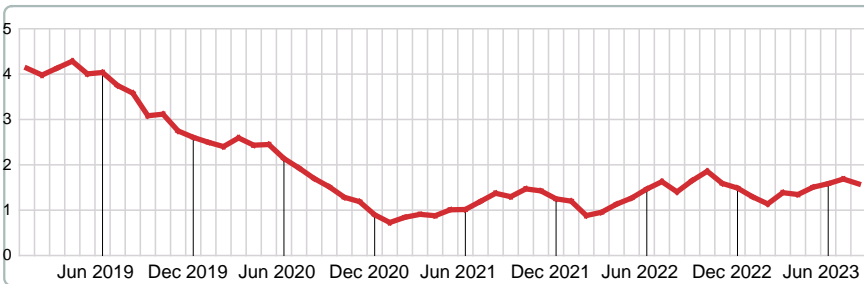
MSI FOR AUGUST



INDICATORS FOR AUGUST 2023



5 YEAR MARKET ACTIVITY TRENDS

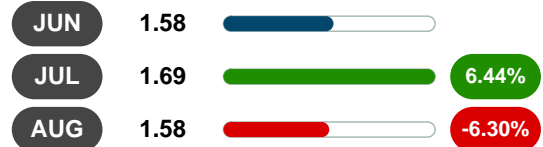


3 MONTHS

5 year AUG AVG = 1.93

High Apr 2019 4.28 Low Jan 2021 0.73

Months Supply this month at 1.58 below the 5 yr AUG average of 1.93



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	12	10.62%	1.30	1.58	1.13	0.00	0.00
\$75,001 - \$125,000	13	11.50%	0.99	1.11	0.89	1.33	0.00
\$125,001 - \$200,000	14	12.39%	0.66	0.89	0.75	0.27	0.00
\$200,001 - \$300,000	23	20.35%	1.34	8.00	0.36	2.27	0.00
\$300,001 - \$400,000	23	20.35%	3.68	0.00	3.75	4.00	1.50
\$400,001 - \$575,000	16	14.16%	4.68	0.00	2.18	6.32	3.27
\$575,001 and up	12	10.62%	10.29	12.00	0.00	16.00	9.00
Market Supply of Inventory (MSI)			1.58	1.57	0.88	2.88	2.15
Total Active Inventory by Units		100%	113	18	33	55	7

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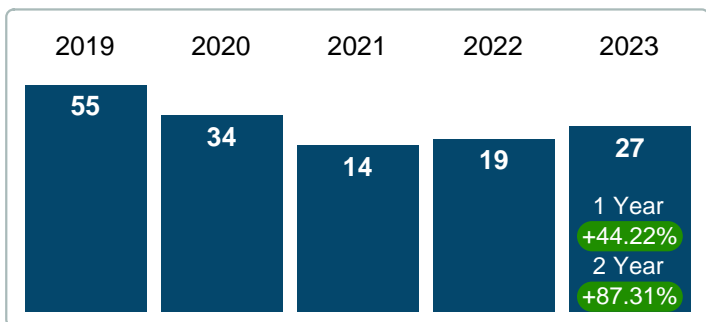
Area Delimited by County Of Washington - Residential Property Type



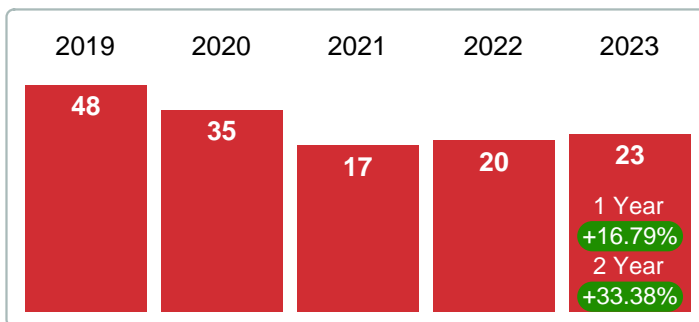
AVERAGE DAYS ON MARKET TO SALE

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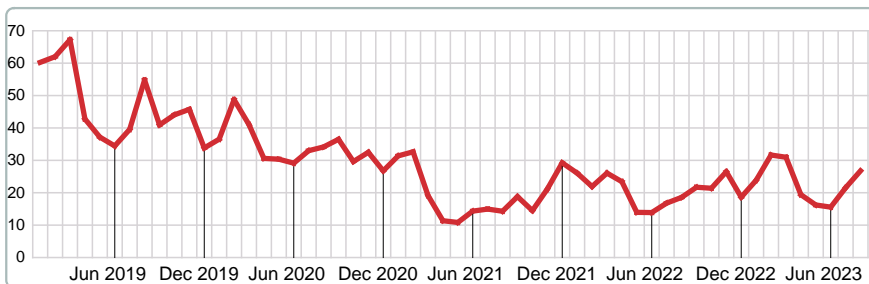
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

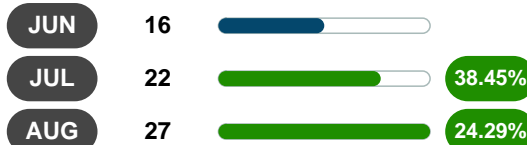


3 MONTHS

5 year AUG AVG = 30

High Mar 2019 67 Low May 2021 11

Average Days on Market to Sale this month at 27 below the 5 yr AUG average of 30



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	8.00%	25	49	2	0	0
\$50,001 - \$75,000	10.67%	24	7	7	141	0
\$75,001 - \$125,000	14.67%	8	14	7	0	0
\$125,001 - \$200,000	26.67%	14	41	7	8	0
\$200,001 - \$300,000	16.00%	17	0	23	8	0
\$300,001 - \$425,000	14.67%	46	0	17	62	22
\$425,001 and up	9.33%	83	0	89	2	104
Average Closed DOM		27	32	16	36	84
Total Closed Units	100%	75	11	42	18	4
Total Closed Volume		15,790,628	1.02M	7.68M	4.97M	2.13M

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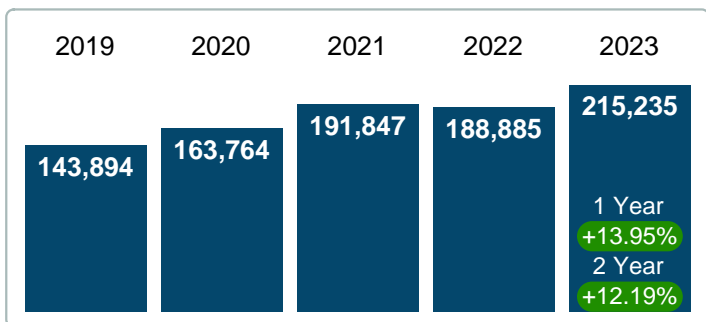
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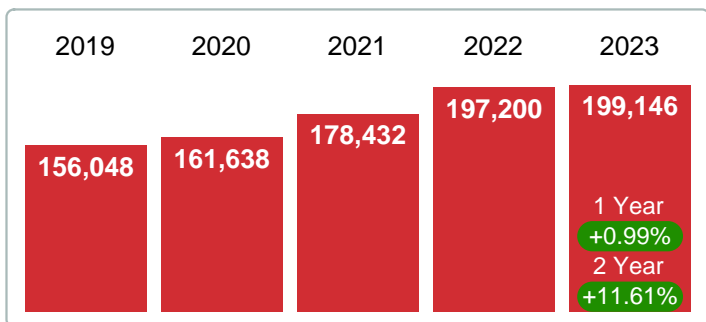
AVERAGE LIST PRICE AT CLOSING

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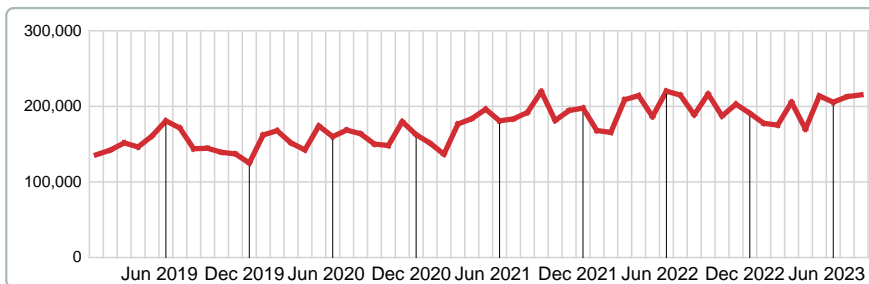
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

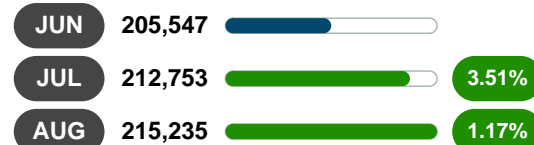


3 MONTHS

5 year AUG AVG = 180,725

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

Average List Price at Closing this month at **215,235** above the 5 yr AUG average of **180,725**



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	8.00%	28,817	39,267	21,667	0	0
\$50,001 - \$75,000	8.00%	62,883	76,450	64,700	56,000	0
\$75,001 - \$125,000	16.00%	105,125	104,000	114,500	0	0
\$125,001 - \$200,000	28.00%	159,657	154,700	154,000	186,000	0
\$200,001 - \$300,000	16.00%	240,400	0	240,843	239,780	0
\$300,001 - \$425,000	14.67%	360,572	0	363,300	356,913	378,000
\$425,001 and up	9.33%	589,571	0	608,000	525,000	592,666
Average List Price		215,235	99,773	187,305	279,016	539,000
Total Closed Units	100%	215,235	11	42	18	4
Total Closed Volume		16,142,589	1.10M	7.87M	5.02M	2.16M

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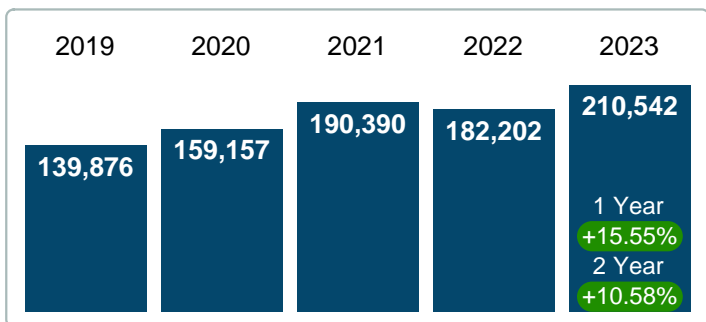
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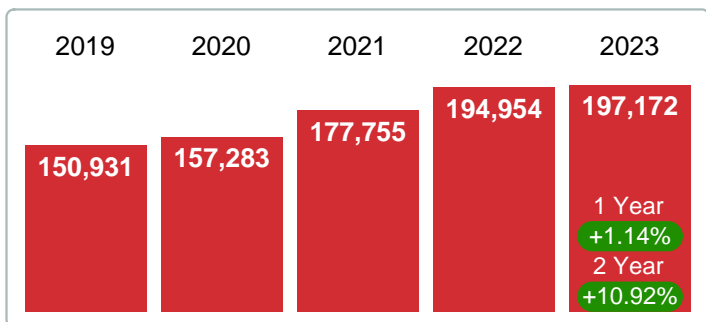
AVERAGE SOLD PRICE AT CLOSING

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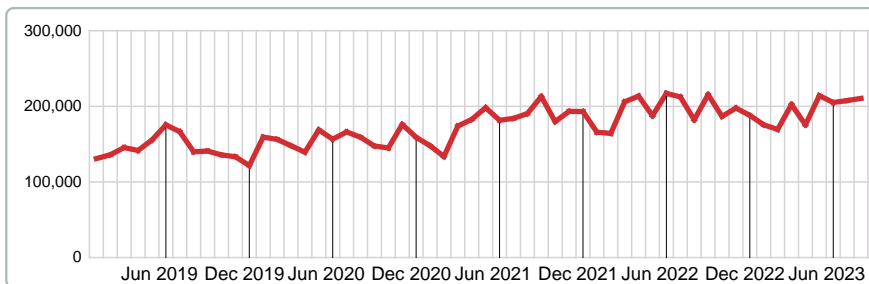
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

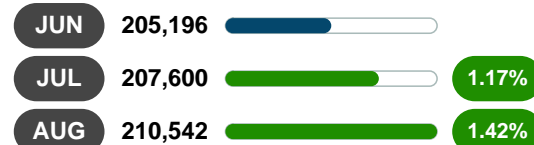


3 MONTHS

5 year AUG AVG = 176,433

High Jun 2022 217,142 Low Dec 2019 121,670

Average Sold Price at Closing this month at **210,542** above the 5 yr AUG average of **176,433**



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	8.00%	23,583	25,500	21,667	0	0
\$50,001 - \$75,000	10.67%	64,925	69,450	64,900	56,000	0
\$75,001 - \$125,000	14.67%	104,401	88,500	107,934	0	0
\$125,001 - \$200,000	26.67%	160,173	156,488	155,217	178,725	0
\$200,001 - \$300,000	16.00%	240,033	0	238,643	241,980	0
\$300,001 - \$425,000	14.67%	349,406	0	338,110	351,877	366,000
\$425,001 and up	9.33%	579,143	0	589,667	522,000	587,667
Average Sold Price		210,542	92,577	182,794	275,886	532,250
Total Closed Units	100%	210,542	11	42	18	4
Total Closed Volume		15,790,628	1.02M	7.68M	4.97M	2.13M

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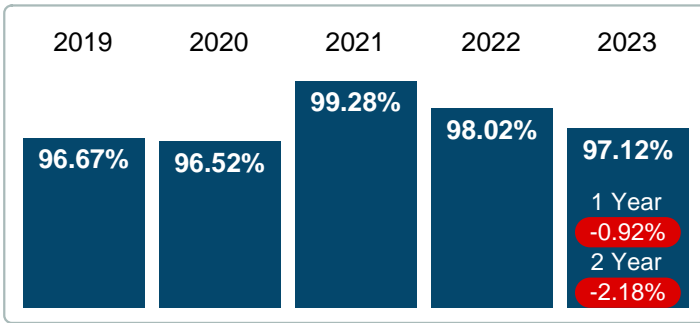
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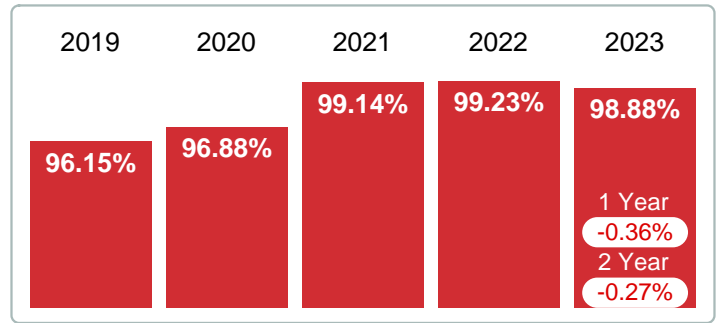
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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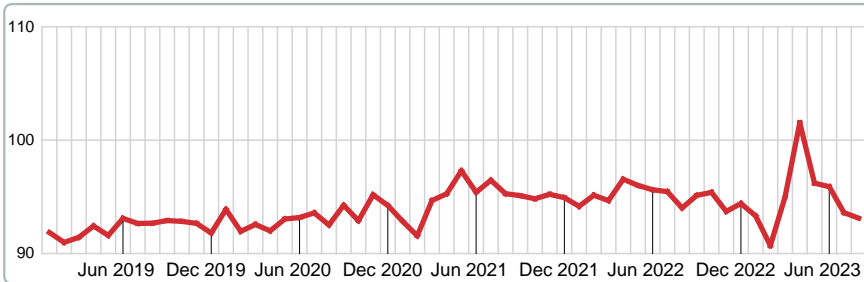
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

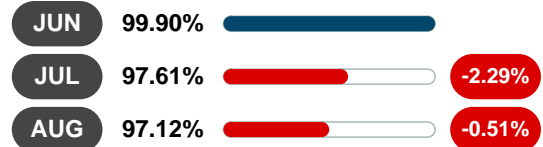


3 MONTHS

5 year AUG AVG = 97.52%

High Apr 2023 105.53% Low Feb 2023 94.69%

Average Sold/List Ratio this month at **97.12%**
below the 5 yr AUG average of **97.52%**



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	6	8.00%	84.93%	69.86%	100.00%	0.00%	0.00%
\$50,001 - \$75,000	8	10.67%	98.85%	91.76%	101.45%	100.00%	0.00%
\$75,001 - \$125,000	11	14.67%	93.17%	85.46%	94.89%	0.00%	0.00%
\$125,001 - \$200,000	20	26.67%	100.15%	101.50%	100.96%	96.36%	0.00%
\$200,001 - \$300,000	12	16.00%	99.81%	0.00%	98.93%	101.05%	0.00%
\$300,001 - \$425,000	11	14.67%	97.10%	0.00%	93.54%	98.66%	96.83%
\$425,001 and up	7	9.33%	98.53%	0.00%	97.45%	99.43%	99.32%
Average Sold/List Ratio		97.10%		88.19%	98.53%	98.93%	98.69%
Total Closed Units		75	100%	11	42	18	4
Total Closed Volume		15,790,628		1.02M	7.68M	4.97M	2.13M

August 2023



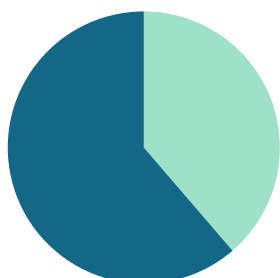
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

Report produced on Sep 11, 2023 for MLS Technology Inc.

INVENTORY

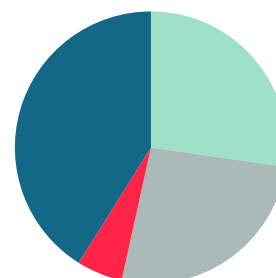


Inventory
 New Listings
77 = 38.69%
 Start Inventory
122
 Total Inventory Units
199
 Volume
\$55,191,234

Market Activity

Closed Sales
75 = 27.27%
 Pending Sales
72 = 26.18%
 Other Off Market
15 = 5.45%
 Active Inventory
113 = 41.09%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	85	75	-11.76%	678	568	-16.22%
Pending Sales	98	72	-26.53%	683	588	-13.91%
New Listings	90	77	-14.44%	778	671	-13.75%
Average List Price	188,885	215,235	13.95%	197,200	199,146	0.99%
Average Sale Price	182,202	210,542	15.55%	194,954	197,172	1.14%
Average Percent of Selling Price to List Price	98.02%	97.12%	-0.92%	99.23%	98.88%	-0.36%
Average Days on Market to Sale	18.56	26.77	44.22%	19.69	23.00	16.79%
Monthly Inventory	117	113	-3.42%	117	113	-3.42%
Months Supply of Inventory	1.40	1.58	12.57%	1.40	1.58	12.57%

Absorption: Last 12 months, an Average of **72** Sales/Month

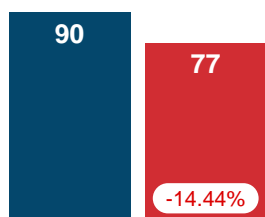
Inventory on August 31, 2023 = **113**

2022 **2023**

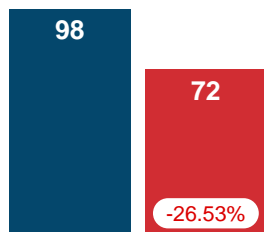
AUGUST MARKET

AVERAGE PRICES

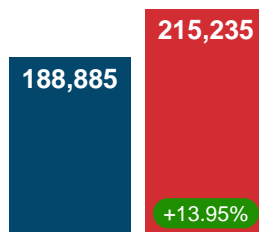
New Listings



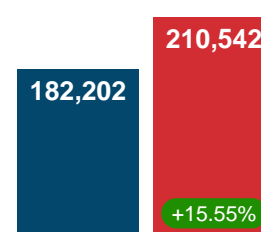
Pending Listings



List Price



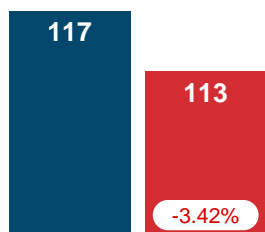
Sale Price



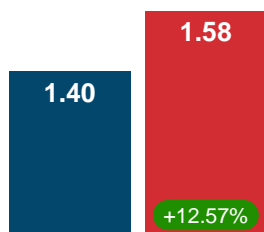
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

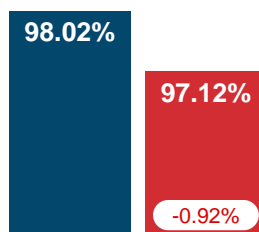
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

