

August 2023



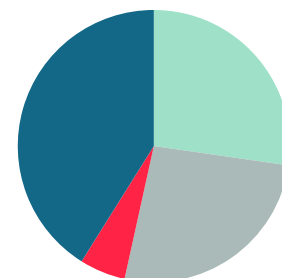
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	171,000	175,000	2.34%
Median Sale Price	174,900	170,000	-2.80%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	6.00	8.00	33.33%
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.

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 **2.80%** in August 2023 to \$170,000 versus the previous year at \$174,900.

Median Days on Market Lengthens

The median number of **8.00** days that homes spent on the market before selling increased by 2.00 days or **33.33%** in August 2023 compared to last year's same month at **6.00** DOM.

Sales Success for August 2023 is Positive

Overall, with Median Prices falling 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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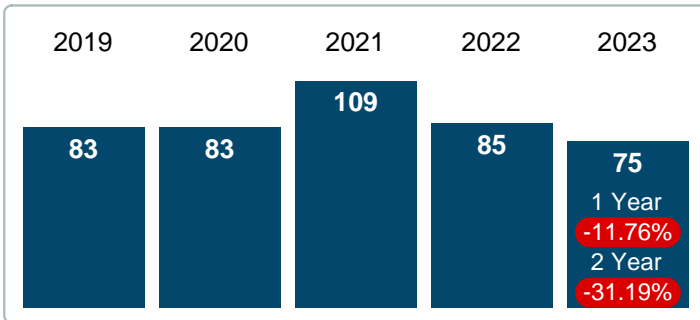
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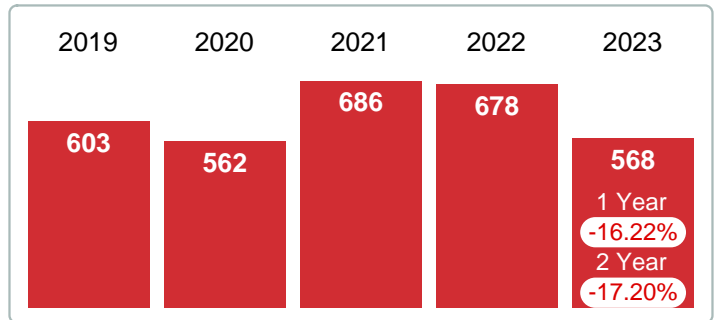
CLOSED LISTINGS

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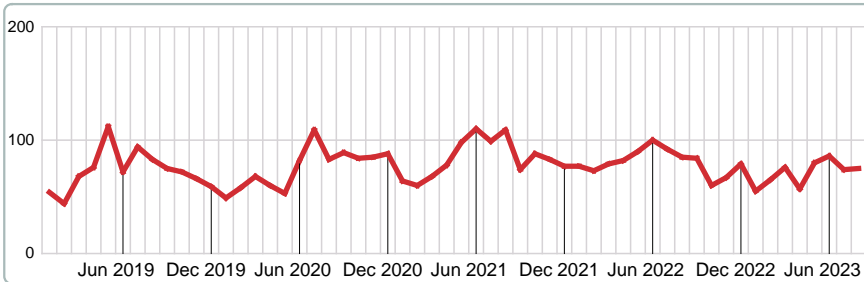
AUGUST



YEAR TO DATE (YTD)

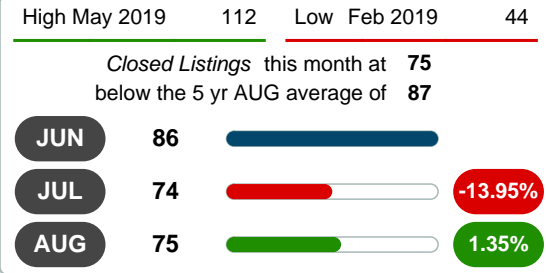


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 87



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	8.00%	5.0	3	3	0	0
\$50,001 - \$75,000	8	10.67%	5.0	2	5	1	0
\$75,001 - \$125,000	11	14.67%	8.0	2	9	0	0
\$125,001 - \$200,000	20	26.67%	5.5	4	12	4	0
\$200,001 - \$300,000	12	16.00%	7.5	0	7	5	0
\$300,001 - \$425,000	11	14.67%	22.0	0	3	7	1
\$425,001 and up	7	9.33%	103.0	0	3	1	3
Total Closed Units	75			11	42	18	4
Total Closed Volume	15,790,628	100%	8.0	1.02M	7.68M	4.97M	2.13M
Median Closed Price	\$170,000			\$87,000	\$141,850	\$282,500	\$472,750

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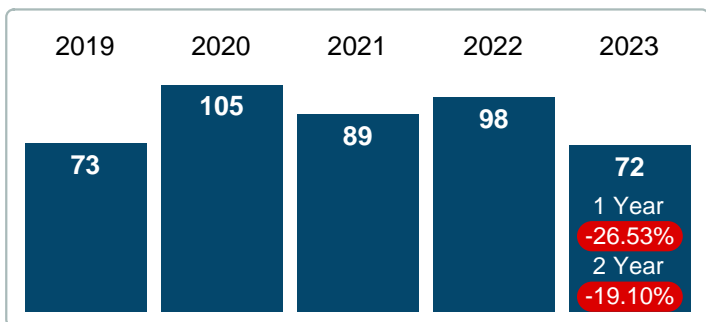
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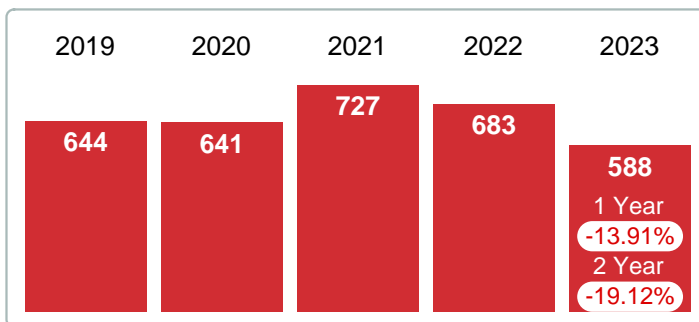
PENDING LISTINGS

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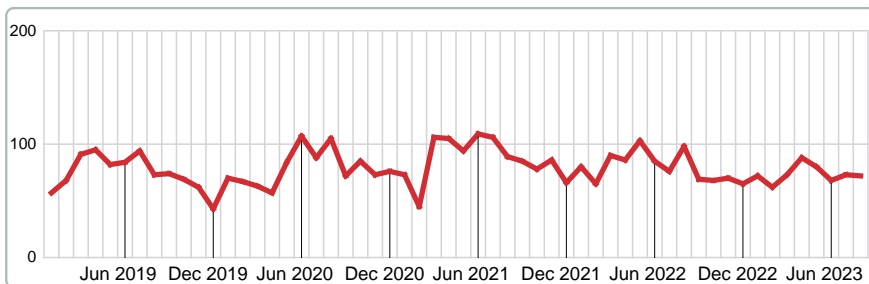
AUGUST



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	6.94%	15.0	3	2	0	0
\$75,001 - \$100,000	8	11.11%	15.0	2	5	1	0
\$100,001 - \$150,000	15	20.83%	7.0	3	12	0	0
\$150,001 - \$225,000	17	23.61%	7.0	2	10	4	1
\$225,001 - \$275,000	8	11.11%	43.5	0	4	3	1
\$275,001 - \$350,000	11	15.28%	30.0	0	7	2	2
\$350,001 and up	8	11.11%	27.0	0	5	3	0
Total Pending Units	72			10	45	13	4
Total Pending Volume	14,848,147	100%	14.5	945.09K	9.29M	3.57M	1.04M
Median Listing Price	\$182,000			\$95,000	\$180,000	\$255,000	\$264,450

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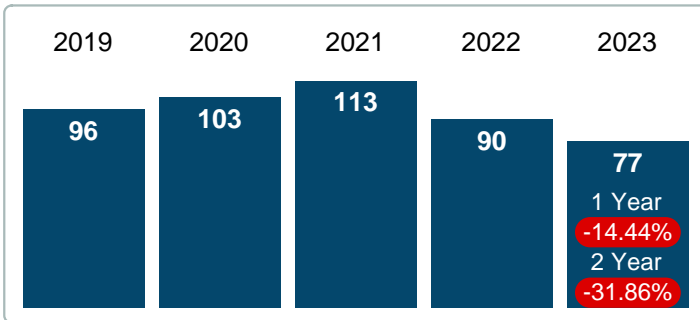
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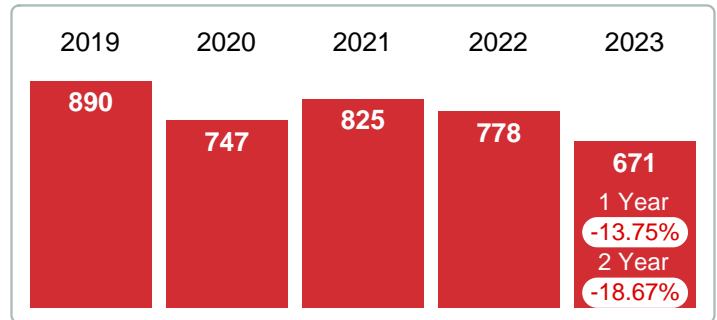
NEW LISTINGS

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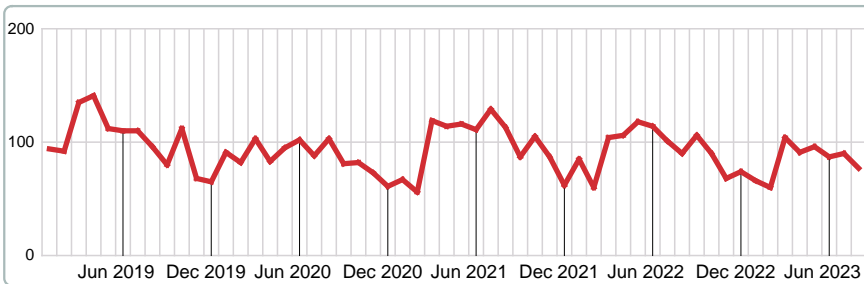
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

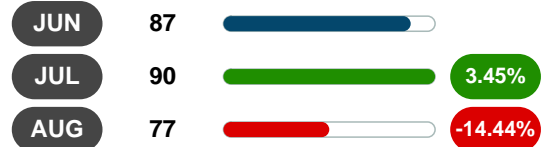


3 MONTHS

5 year AUG AVG = 96

High Apr 2019 141 Low Feb 2021 56

New Listings this month at 77
 below the 5 yr AUG average of 96



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	5	6.49%	2	3	0	0
\$75,001 - \$100,000	7	9.09%	5	2	0	0
\$100,001 - \$150,000	15	19.48%	6	8	1	0
\$150,001 - \$225,000	21	27.27%	1	12	8	0
\$225,001 - \$300,000	11	14.29%	1	4	6	0
\$300,001 - \$450,000	10	12.99%	0	6	3	1
\$450,001 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
Median New Listed Listing Price	\$195,000		\$105,000	\$184,450	\$249,000	\$999,999

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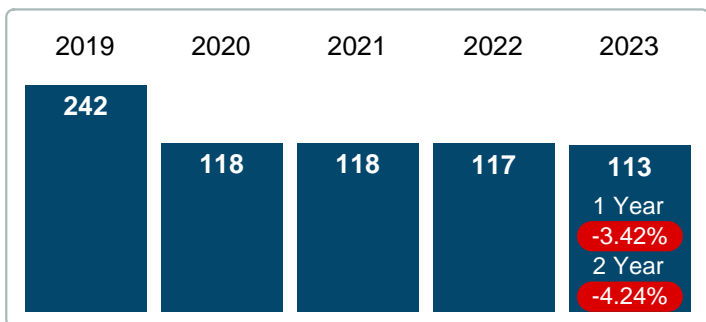
Area Delimited by County Of Washington - Residential Property Type



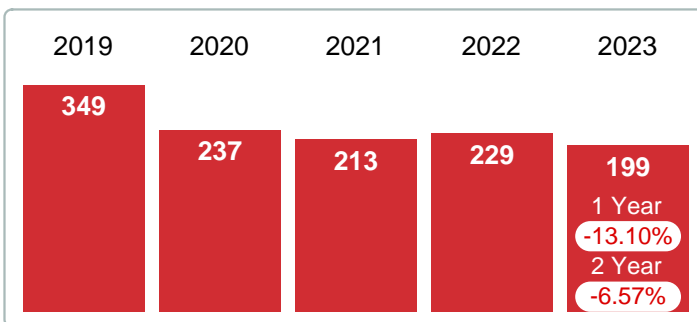
ACTIVE INVENTORY

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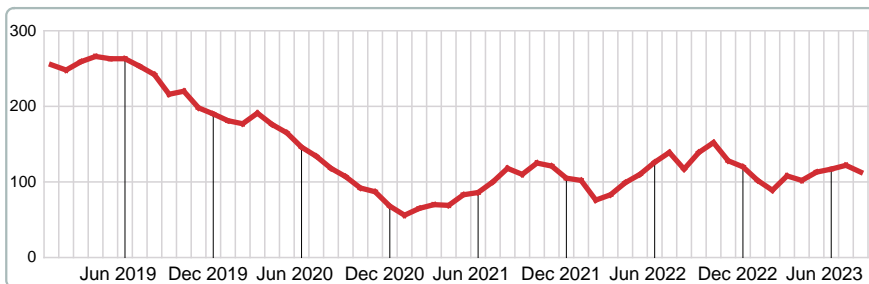
END OF AUGUST



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	12	10.62%	44.5	7	5	0	0
\$75,001 - \$125,000	13	11.50%	15.0	5	7	1	0
\$125,001 - \$200,000	14	12.39%	48.5	2	11	1	0
\$200,001 - \$300,000	23	20.35%	36.0	2	3	18	0
\$300,001 - \$400,000	23	20.35%	110.0	0	5	17	1
\$400,001 - \$575,000	16	14.16%	68.5	1	2	10	3
\$575,001 and up	12	10.62%	40.0	1	0	8	3
Total Active Inventory by Units	113			18	33	55	7
Total Active Inventory by Volume	36,146,476	100%	48.0	2.78M	6.25M	21.77M	5.35M
Median Active Inventory Listing Price	\$280,000			\$103,950	\$170,000	\$312,640	\$469,900

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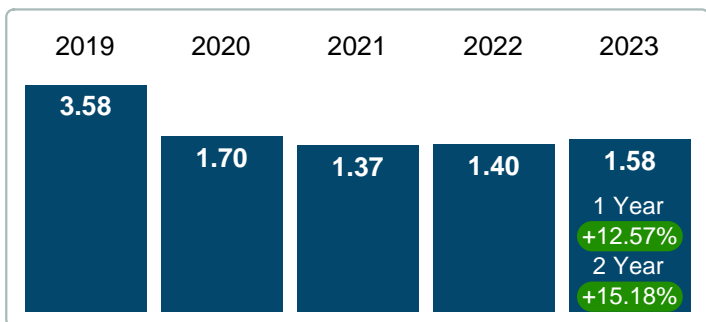
Area Delimited by County Of Washington - Residential Property Type



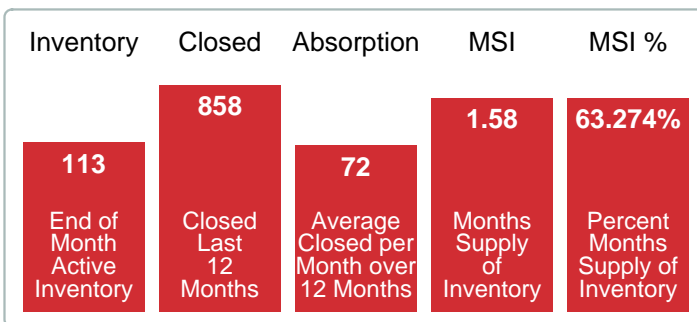
MONTHS SUPPLY of INVENTORY (MSI)

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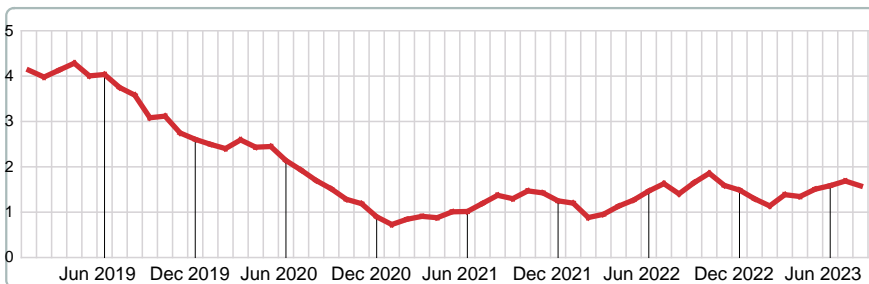
MSI FOR AUGUST



INDICATORS FOR AUGUST 2023

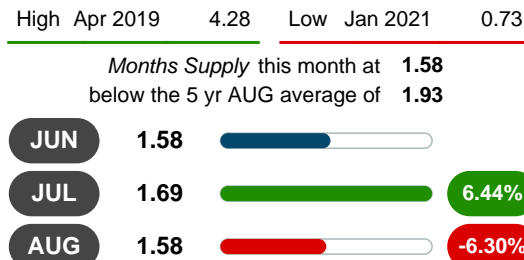


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1.93



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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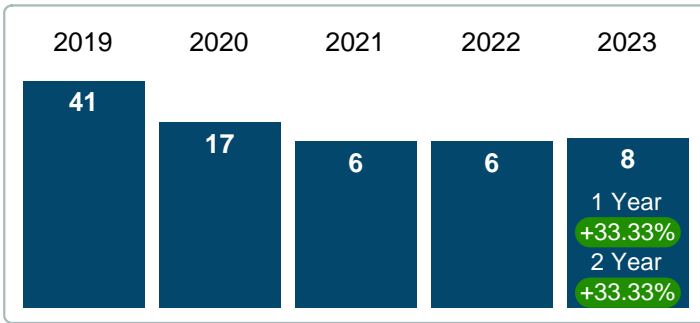
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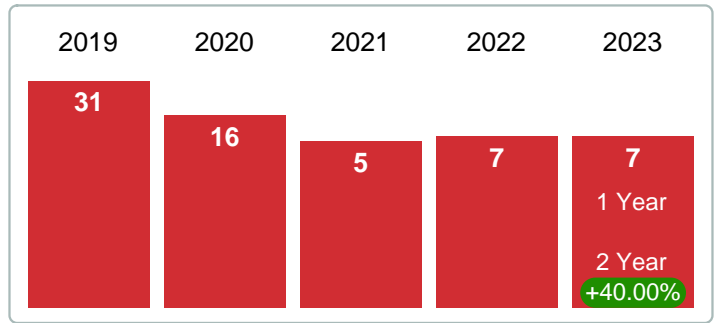
MEDIAN DAYS ON MARKET TO SALE

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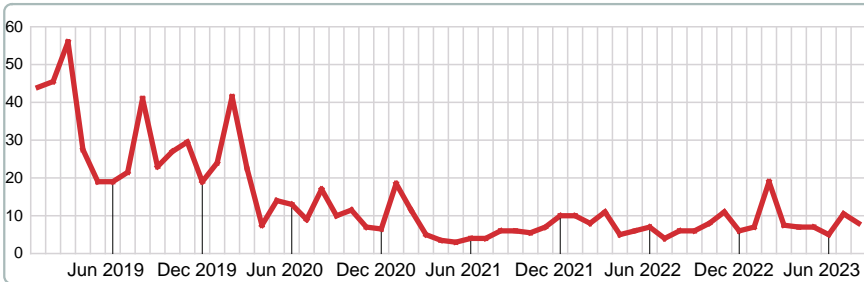
AUGUST



YEAR TO DATE (YTD)

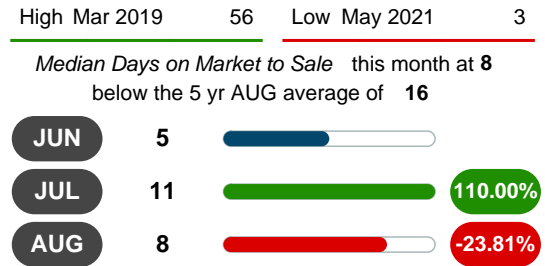


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 16



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	8.00%	5	12	1	0	0
\$50,001 - \$75,000	10.67%	5	7	3	141	0
\$75,001 - \$125,000	14.67%	8	14	7	0	0
\$125,001 - \$200,000	26.67%	6	36	5	5	0
\$200,001 - \$300,000	16.00%	8	0	8	7	0
\$300,001 - \$425,000	14.67%	22	0	21	25	22
\$425,001 and up	9.33%	103	0	103	2	120
Median Closed DOM		8				
Total Closed Units	100%	8.0	11	42	18	4
Total Closed Volume		15,790,628	1.02M	7.68M	4.97M	2.13M

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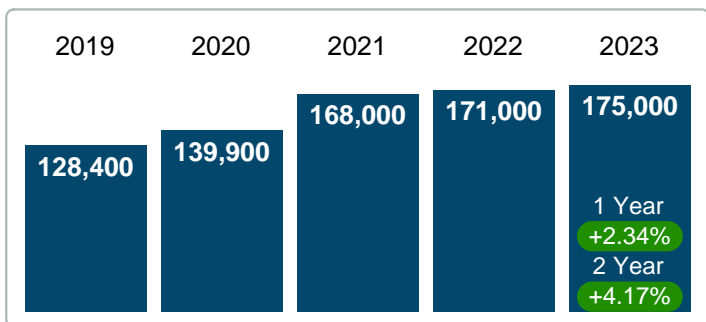
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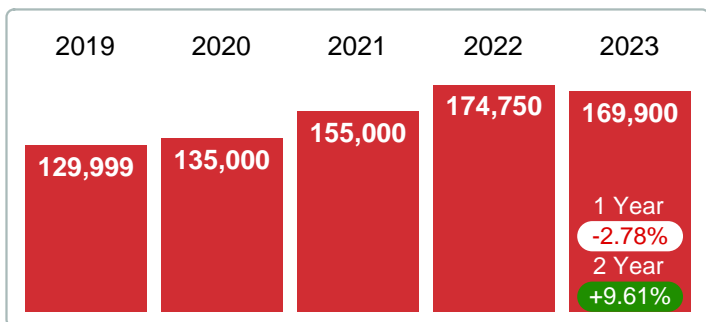
MEDIAN LIST PRICE AT CLOSING

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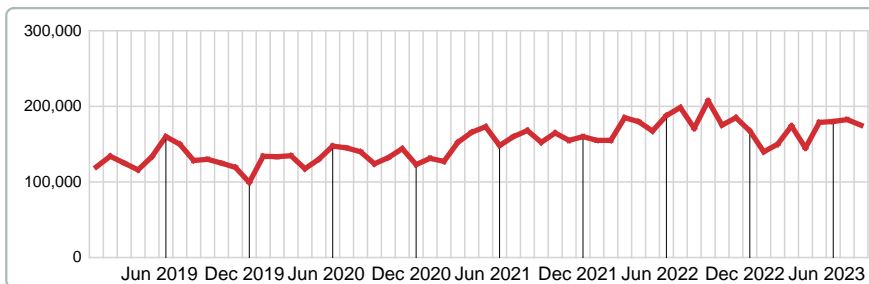
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

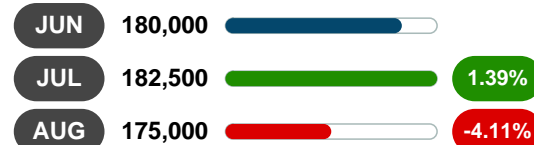


3 MONTHS

5 year AUG AVG = 156,460

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

Median List Price at Closing this month at 175,000 above the 5 yr AUG average of 156,460



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	8.00%	29,000	29,950	29,000	0	0
\$50,001 - \$75,000	8.00%	64,000	62,900	65,000	56,000	0
\$75,001 - \$125,000	16.00%	110,000	98,000	115,000	0	0
\$125,001 - \$200,000	28.00%	160,000	149,900	142,000	194,500	0
\$200,001 - \$300,000	16.00%	228,750	0	240,000	215,000	0
\$300,001 - \$425,000	14.67%	339,900	0	370,000	339,000	378,000
\$425,001 and up	9.33%	525,000	0	565,000	525,000	489,000
Median List Price		175,000	98,000	140,000	282,500	474,000
Total Closed Units	100%	175,000	11	42	18	4
Total Closed Volume		16,142,589	1.10M	7.87M	5.02M	2.16M

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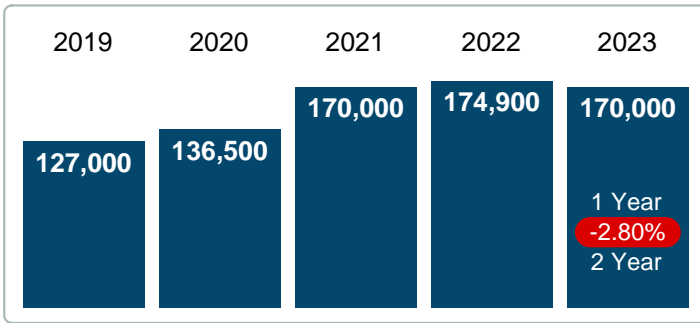
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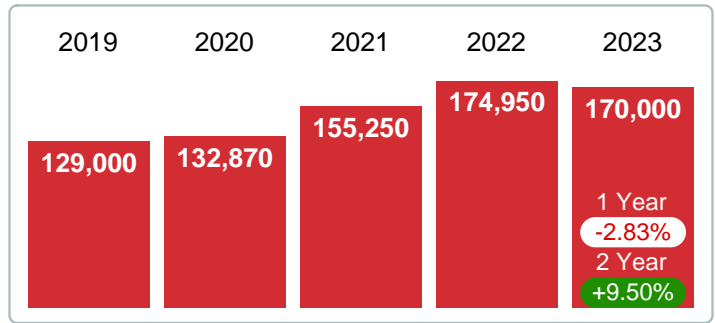
MEDIAN SOLD PRICE AT CLOSING

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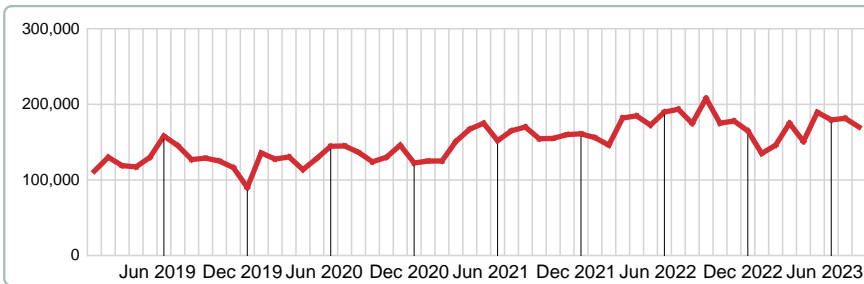
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

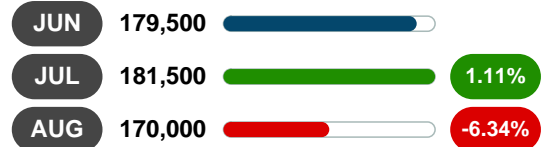


3 MONTHS

5 year AUG AVG = 155,680

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

Median Sold Price at Closing this month at **170,000** above the 5 yr AUG average of **155,680**



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	8.00%	23,000	23,000	23,000	0	0
\$50,001 - \$75,000	10.67%	66,450	69,450	65,000	56,000	0
\$75,001 - \$125,000	14.67%	105,000	88,500	112,000	0	0
\$125,001 - \$200,000	26.67%	157,500	152,500	151,250	180,000	0
\$200,001 - \$300,000	16.00%	227,500	0	235,000	220,000	0
\$300,001 - \$425,000	14.67%	340,000	0	332,330	340,000	366,000
\$425,001 and up	9.33%	522,000	0	550,000	522,000	489,000
Median Sold Price		170,000	87,000	141,850	282,500	472,750
Total Closed Units	100%	170,000	11	42	18	4
Total Closed Volume		15,790,628	1.02M	7.68M	4.97M	2.13M

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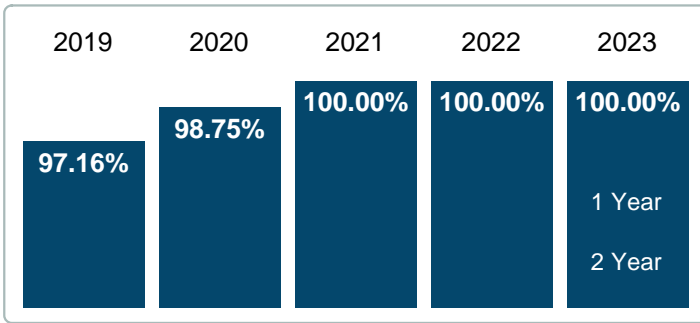
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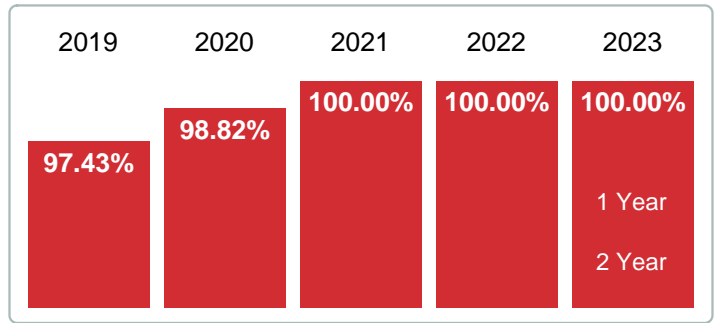
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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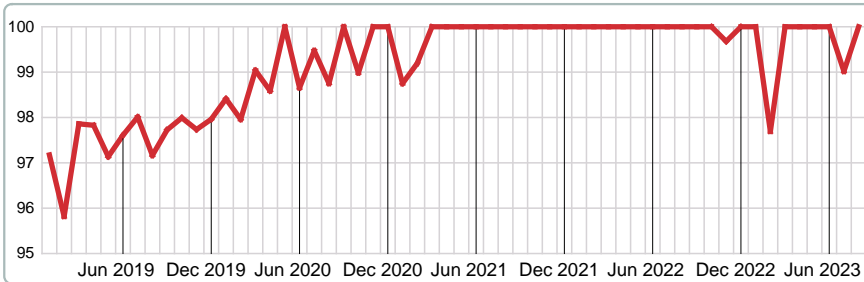
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

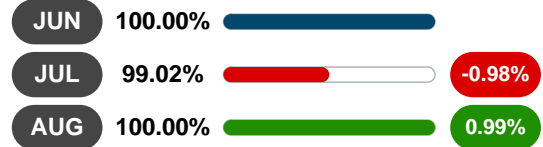


3 MONTHS

5 year AUG AVG = 99.18%

High Aug 2023 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%** above the 5 yr AUG average of **99.18%**



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	6	8.00%	92.93%	77.72%	100.00%	0.00%	0.00%
\$50,001 - \$75,000	8	10.67%	100.00%	91.76%	100.00%	100.00%	0.00%
\$75,001 - \$125,000	11	14.67%	91.84%	85.46%	96.04%	0.00%	0.00%
\$125,001 - \$200,000	20	26.67%	100.00%	100.75%	100.00%	100.00%	0.00%
\$200,001 - \$300,000	12	16.00%	100.00%	0.00%	99.24%	100.00%	0.00%
\$300,001 - \$425,000	11	14.67%	98.41%	0.00%	97.84%	100.00%	96.83%
\$425,001 and up	7	9.33%	99.43%	0.00%	97.35%	99.43%	99.46%
Median Sold/List Ratio		100.00%		91.84%	100.00%	100.00%	98.97%
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



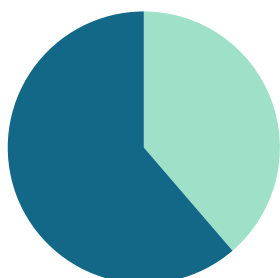
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

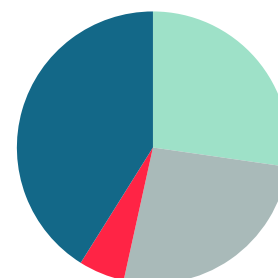


Inventory
 New Listings
77 = 38.69%
 Start Inventory
122
 Total Inventory Units
199
 Volume
\$55,191,234

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%
Median List Price	171,000	175,000	2.34%	174,750	169,900	-2.78%
Median Sale Price	174,900	170,000	-2.80%	174,950	170,000	-2.83%
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	8.00	33.33%	7.00	7.00	0.00%
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

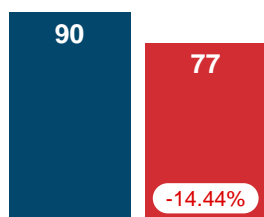
Inventory on August 31, 2023 = **113**

2022 **2023**

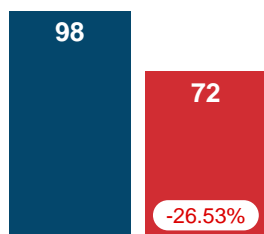
AUGUST MARKET

MEDIAN PRICES

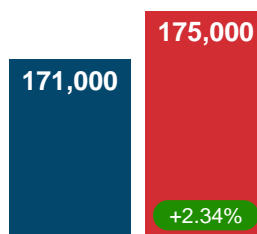
New Listings



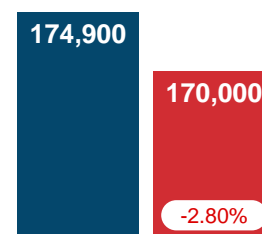
Pending Listings



List Price



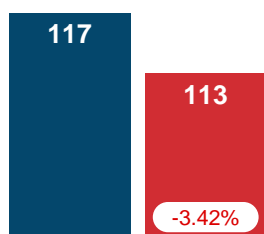
Sale Price



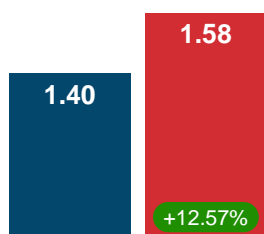
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

