

September 2023



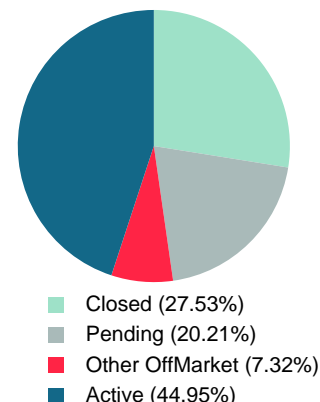
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2022	2023	+/-%
Closed Listings	84	79	-5.95%
Pending Listings	69	58	-15.94%
New Listings	106	89	-16.04%
Average List Price	216,328	236,182	9.18%
Average Sale Price	215,403	232,711	8.04%
Average Percent of Selling Price to List Price	99.13%	98.67%	-0.47%
Average Days on Market to Sale	21.70	28.62	31.88%
End of Month Inventory	139	129	-7.19%
Months Supply of Inventory	1.65	1.81	9.89%



Absorption: Last 12 months, an Average of **71** Sales/Month
Active Inventory as of September 30, 2023 = **129**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2023 decreased **7.19%** to 129 existing homes available for sale. Over the last 12 months this area has had an average of 71 closed sales per month. This represents an unsold inventory index of **1.81** 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 **8.04%** in September 2023 to \$232,711 versus the previous year at \$215,403.

Average Days on Market Lengthens

The average number of **28.62** days that homes spent on the market before selling increased by 6.92 days or **31.88%** in September 2023 compared to last year's same month at **21.70** DOM.

Sales Success for September 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 89 New Listings in September 2023, down **16.04%** from last year at 106. Furthermore, there were 79 Closed Listings this month versus last year at 84, a **-5.95%** decrease.

Closed versus Listed trends yielded a **88.8%** ratio, up from previous year's, September 2022, at **79.2%**, a **12.01%** 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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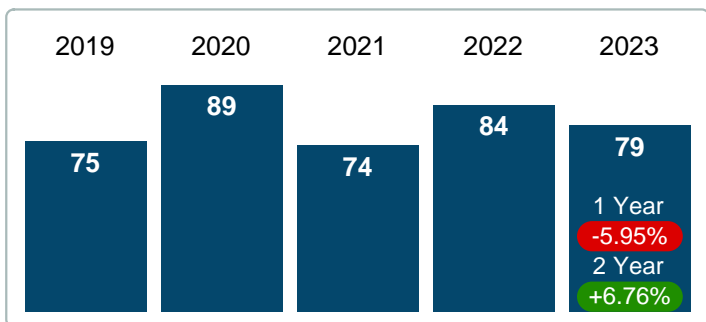
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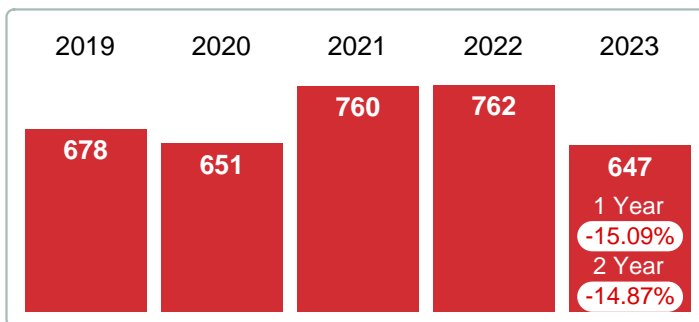
CLOSED LISTINGS

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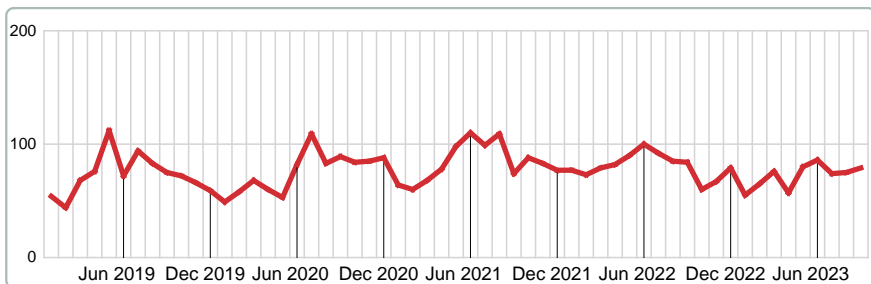
SEPTEMBER



YEAR TO DATE (YTD)

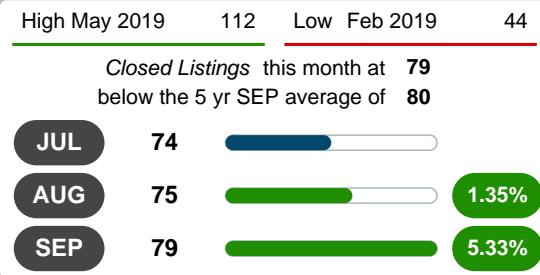


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 80



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	7	8.86%	26.0	4	3	0	0
\$75,001 - \$100,000	7	8.86%	11.9	0	6	1	0
\$100,001 - \$150,000	12	15.19%	13.3	2	10	0	0
\$150,001 - \$250,000	23	29.11%	11.7	1	18	2	2
\$250,001 - \$300,000	14	17.72%	61.6	0	8	4	2
\$300,001 - \$425,000	8	10.13%	53.1	0	1	7	0
\$425,001 and up	8	10.13%	35.0	0	5	2	1
Total Closed Units	79			7	51	16	5
Total Closed Volume	18,384,200	100%	28.6	642.50K	10.45M	5.02M	2.27M
Average Closed Price	\$232,711			\$91,786	\$204,934	\$313,598	\$454,500

September 2023



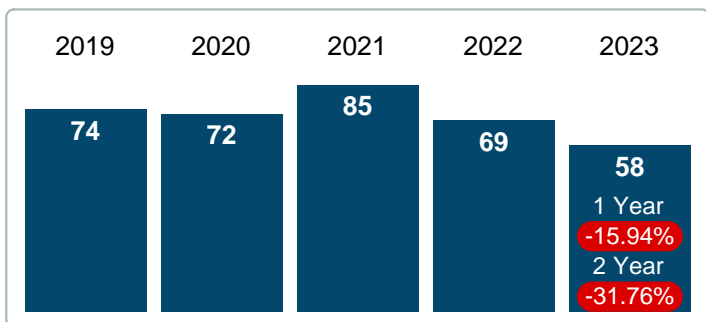
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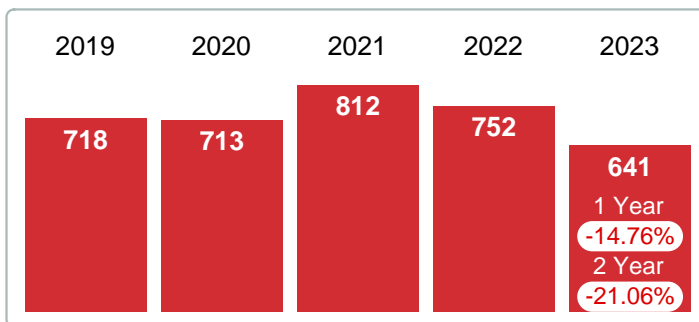
PENDING LISTINGS

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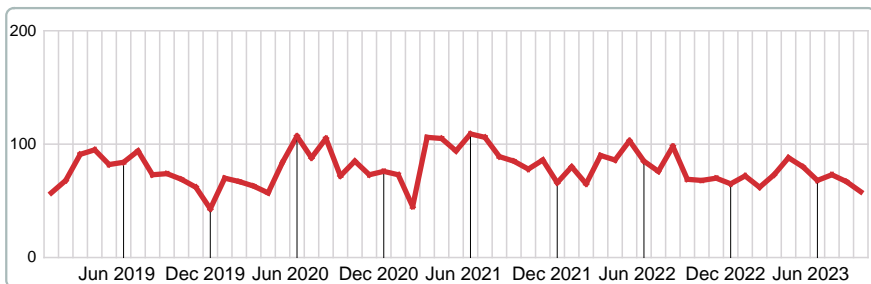
SEPTEMBER



YEAR TO DATE (YTD)

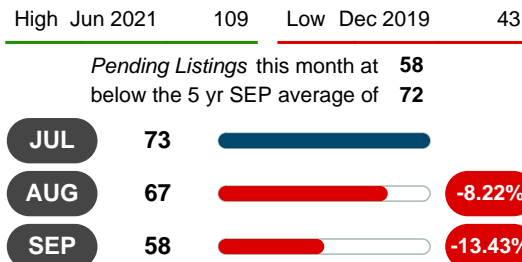


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 72



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	8.62%	16.8	2	3	0	0
\$50,001 - \$75,000	5	8.62%	34.6	2	3	0	0
\$75,001 - \$125,000	11	18.97%	30.6	3	8	0	0
\$125,001 - \$200,000	15	25.86%	21.5	4	11	0	0
\$200,001 - \$250,000	8	13.79%	22.1	0	4	4	0
\$250,001 - \$375,000	8	13.79%	33.8	1	1	6	0
\$375,001 and up	6	10.34%	39.2	2	1	3	0
Total Pending Units	58			14	31	13	0
Total Pending Volume	11,838,890	100%	24.1	3.23M	4.61M	4.00M	0.00B
Average Listing Price	\$193,637			\$230,771	\$148,771	\$307,399	\$0

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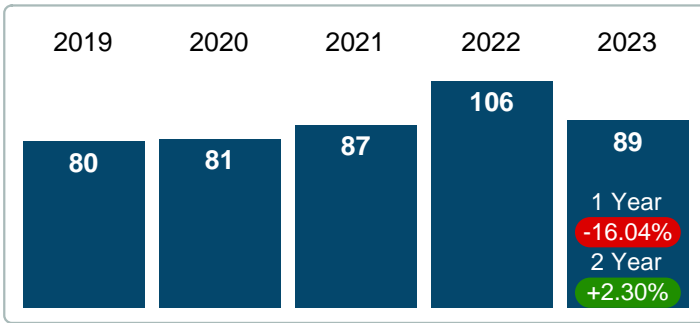
Area Delimited by County Of Washington - Residential Property Type



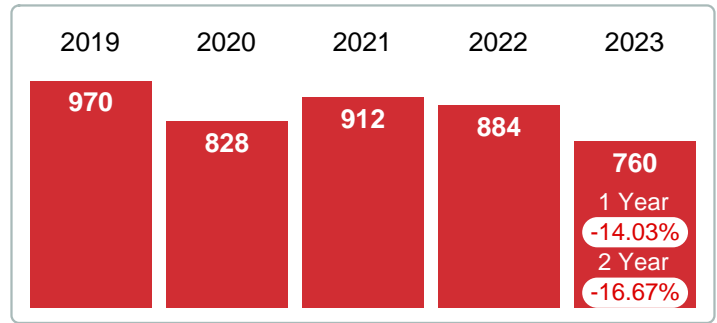
NEW LISTINGS

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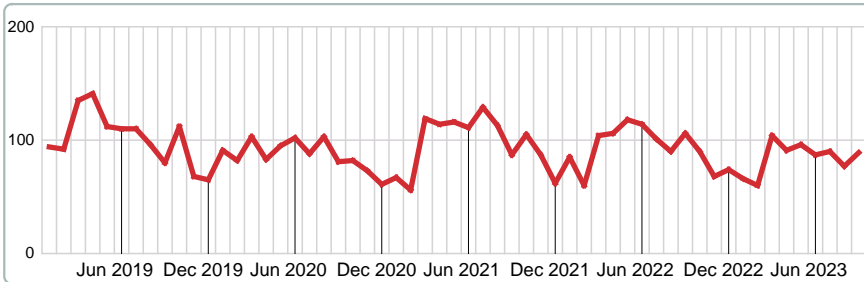
SEPTEMBER



YEAR TO DATE (YTD)

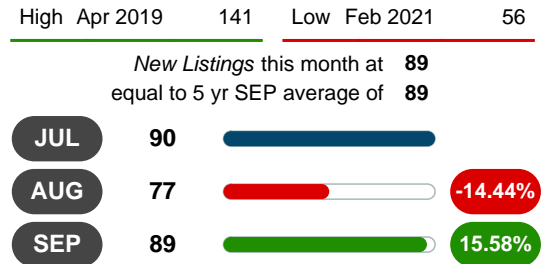


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 89



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	7	7.87%	4	3	0	0
\$70,001 - \$120,000	12	13.48%	5	7	0	0
\$120,001 - \$170,000	13	14.61%	2	11	0	0
\$170,001 - \$250,000	23	25.84%	2	17	4	0
\$250,001 - \$290,000	10	11.24%	0	3	7	0
\$290,001 - \$350,000	15	16.85%	1	4	9	1
\$350,001 and up	9	10.11%	1	4	3	1
Total New Listed Units	89		15	49	23	2
Total New Listed Volume	20,773,859	100%	2.92M	10.09M	6.87M	893.00K
Average New Listed Listing Price	\$132,813		\$194,547	\$206,020	\$298,594	\$446,500

September 2023



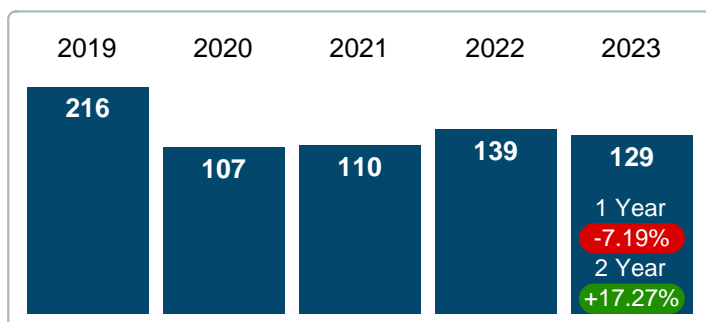
Area Delimited by County Of Washington - Residential Property Type



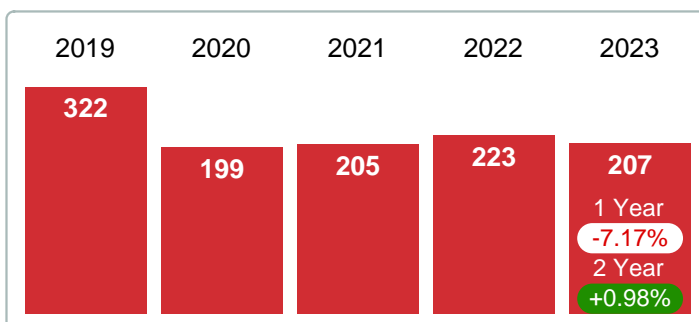
ACTIVE INVENTORY

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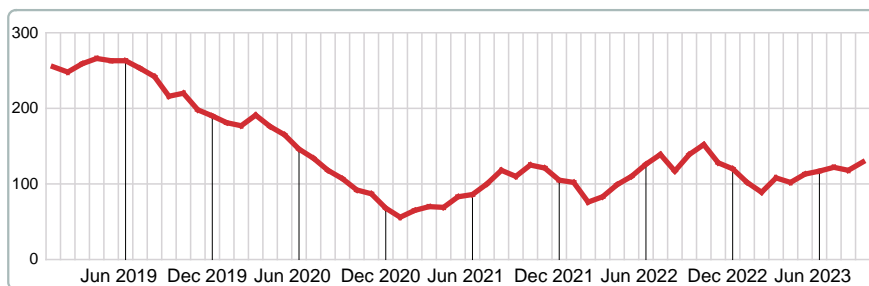
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

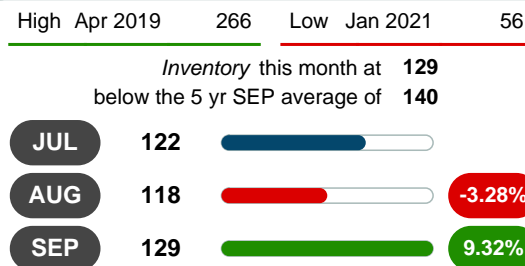


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 140



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	10	7.75%	58.6	8	2	0	0
\$75,001 - \$150,000	13	10.08%	32.2	6	7	0	0
\$150,001 - \$200,000	25	19.38%	47.3	1	17	7	0
\$200,001 - \$275,000	21	16.28%	41.4	1	10	10	0
\$275,001 - \$375,000	28	21.71%	55.7	1	7	19	1
\$375,001 - \$550,000	19	14.73%	85.9	1	4	11	3
\$550,001 and up	13	10.08%	79.6	1	1	7	4
Total Active Inventory by Units	129			19	48	54	8
Total Active Inventory by Volume	40,122,017	100%	56.5	2.73M	10.89M	20.62M	5.88M
Average Active Inventory Listing Price	\$311,023			\$143,684	\$226,919	\$381,797	\$735,362

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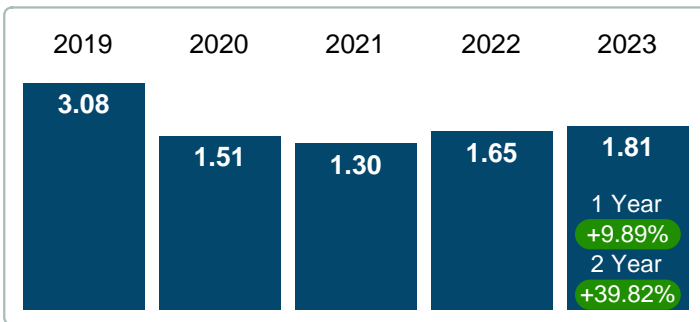
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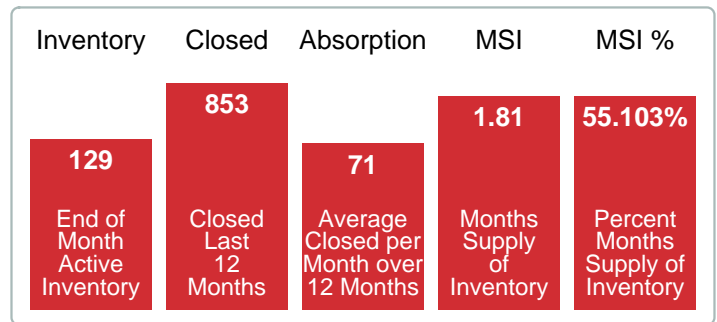
MONTHS SUPPLY of INVENTORY (MSI)

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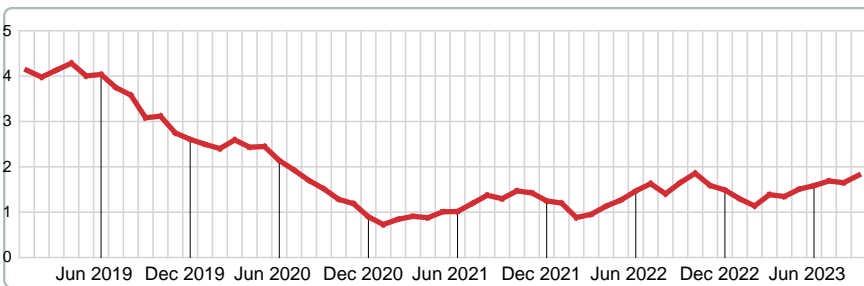
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2023

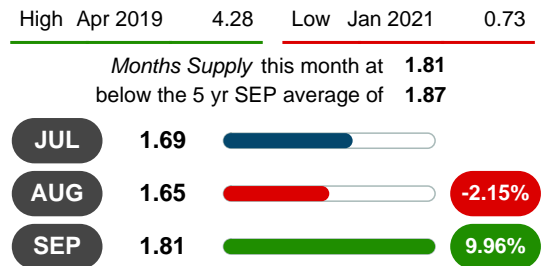


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1.87



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	10	7.75%	1.08	1.75	0.47	0.00	0.00
\$75,001 - \$150,000	13	10.08%	0.64	1.07	0.53	0.00	0.00
\$150,001 - \$200,000	25	19.38%	1.81	1.09	1.73	2.55	0.00
\$200,001 - \$275,000	21	16.28%	1.73	6.00	1.38	2.45	0.00
\$275,001 - \$375,000	28	21.71%	3.11	0.00	3.23	3.17	1.20
\$375,001 - \$550,000	19	14.73%	3.86	0.00	3.00	4.13	3.27
\$550,001 and up	13	10.08%	8.67	12.00	3.00	14.00	6.86
Market Supply of Inventory (MSI)			1.81	1.68	1.25	3.06	2.18
Total Active Inventory by Units		100%	129	19	48	54	8

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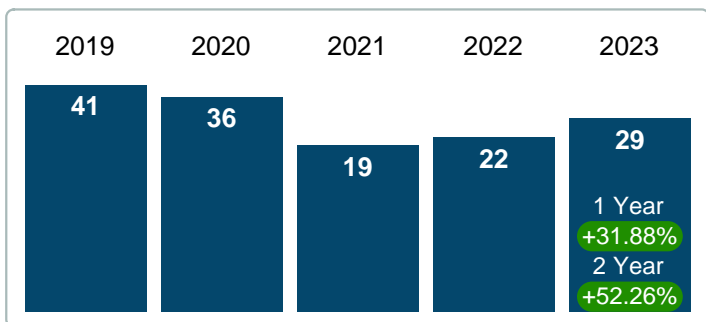
Area Delimited by County Of Washington - Residential Property Type



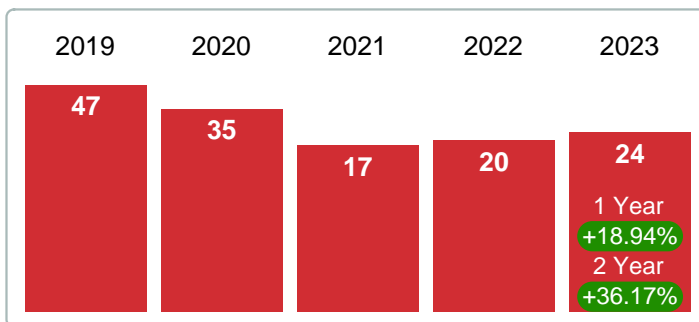
AVERAGE DAYS ON MARKET TO SALE

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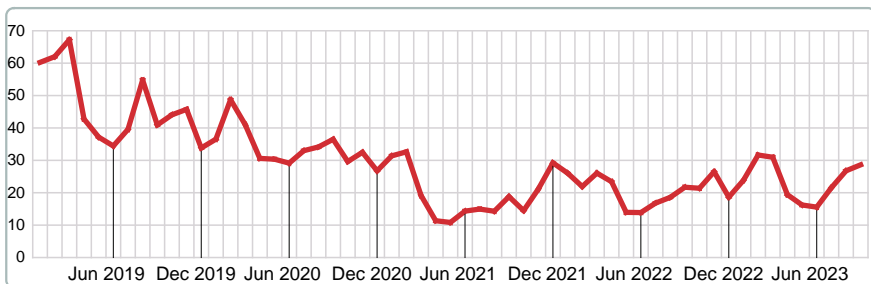
SEPTEMBER



YEAR TO DATE (YTD)

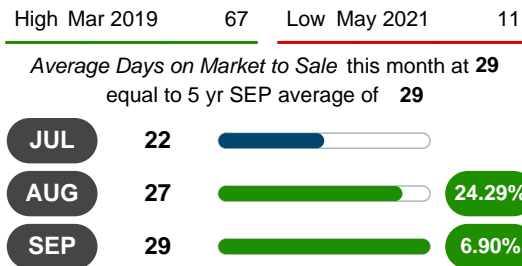


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 29



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	8.86%	26	2	58	0	0
\$75,001 - \$100,000	8.86%	12	0	10	23	0
\$100,001 - \$150,000	15.19%	13	9	14	0	0
\$150,001 - \$250,000	29.11%	12	1	10	5	37
\$250,001 - \$300,000	17.72%	62	0	47	80	85
\$300,001 - \$425,000	10.13%	53	0	5	60	0
\$425,001 and up	10.13%	35	0	31	37	49
Average Closed DOM		29	4	21	53	58
Total Closed Units	100%	79	7	51	16	5
Total Closed Volume		18,384,200	642.50K	10.45M	5.02M	2.27M

September 2023



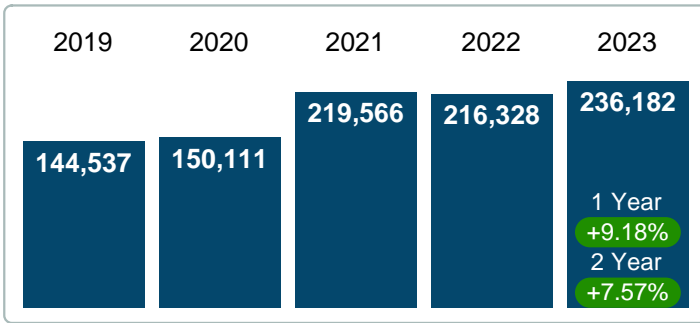
Area Delimited by County Of Washington - Residential Property Type



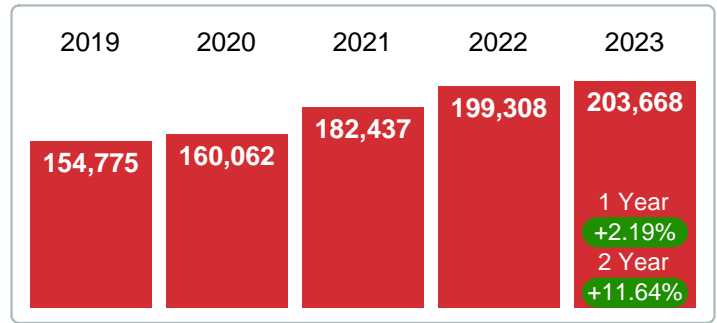
AVERAGE LIST PRICE AT CLOSING

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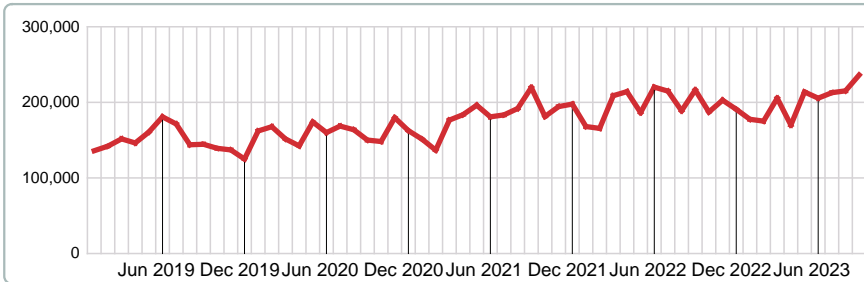
SEPTEMBER



YEAR TO DATE (YTD)

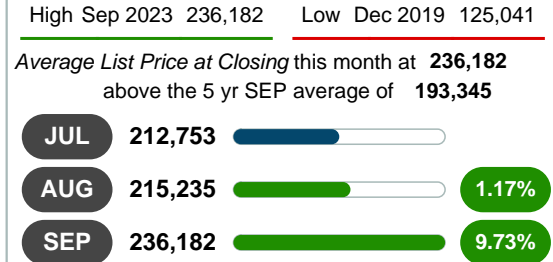


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 193,345



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	6	7.59%	40,750	51,850	39,000	0	0
\$75,001 - \$100,000	7	8.86%	84,257	0	86,733	99,500	0
\$100,001 - \$150,000	12	15.19%	126,125	136,500	128,850	0	0
\$150,001 - \$250,000	24	30.38%	191,813	175,000	190,544	197,900	222,450
\$250,001 - \$300,000	10	12.66%	284,399	0	296,925	280,848	299,500
\$300,001 - \$425,000	12	15.19%	337,848	0	319,000	354,483	0
\$425,001 and up	8	10.13%	601,113	0	507,780	487,500	1,295,000
Average List Price			236,182	93,629	207,627	317,192	467,780
Total Closed Units		100%	236,182	7	51	16	5
Total Closed Volume			18,658,368	655.40K	10.59M	5.08M	2.34M

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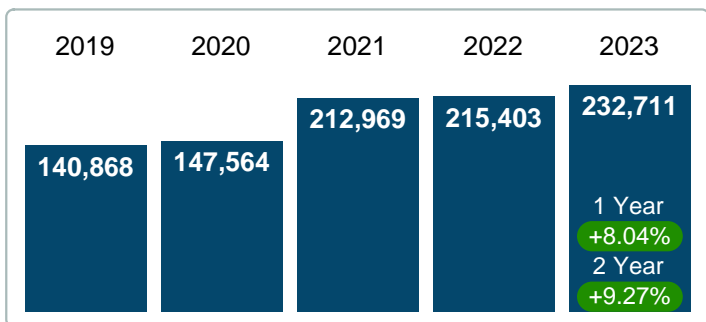
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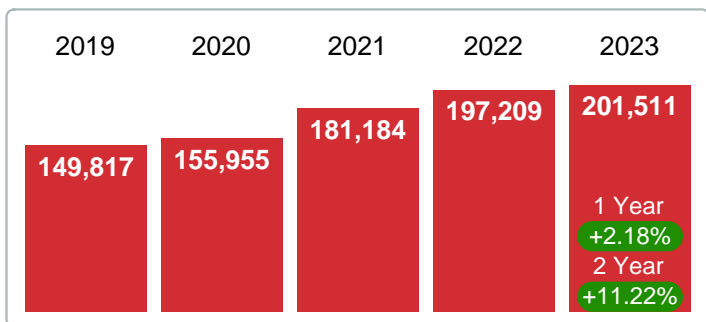
AVERAGE SOLD PRICE AT CLOSING

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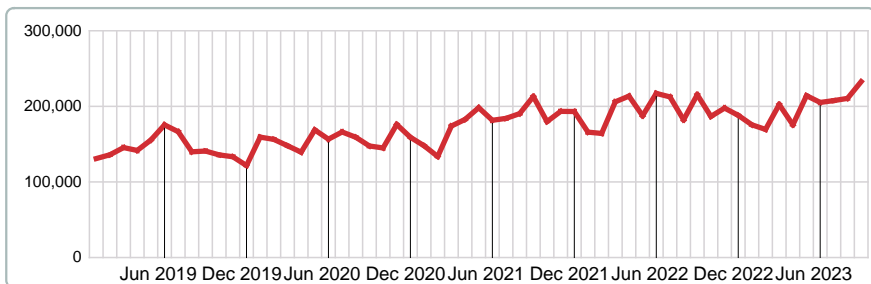
SEPTEMBER



YEAR TO DATE (YTD)

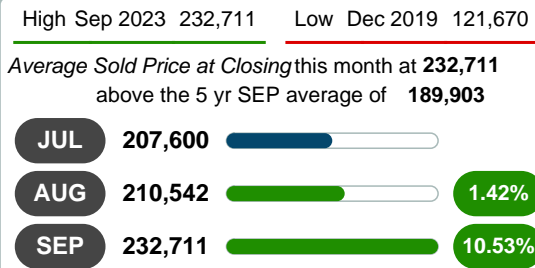


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 189,903



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	8.86%	44,247	50,625	35,743	0	0
\$75,001 - \$100,000	7	8.86%	84,771	0	82,317	99,500	0
\$100,001 - \$150,000	12	15.19%	129,075	132,500	128,390	0	0
\$150,001 - \$250,000	23	29.11%	193,370	175,000	190,972	190,000	227,500
\$250,001 - \$300,000	14	17.72%	286,678	0	288,763	280,848	290,000
\$300,001 - \$425,000	8	10.13%	346,585	0	312,000	351,526	0
\$425,001 and up	8	10.13%	587,313	0	501,400	477,000	1,237,500
Average Sold Price			232,711	91,786	204,934	313,598	454,500
Total Closed Units		100%	232,711	7	51	16	5
Total Closed Volume			18,384,200	642.50K	10.45M	5.02M	2.27M

September 2023



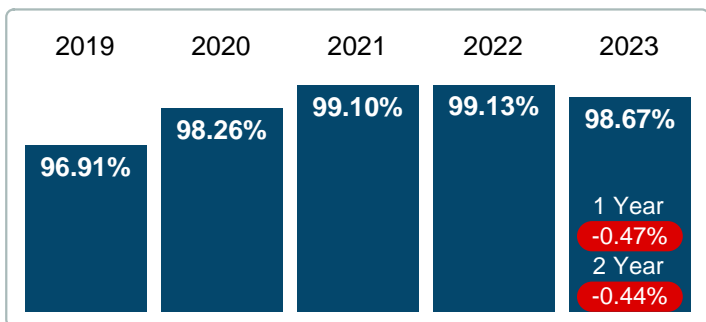
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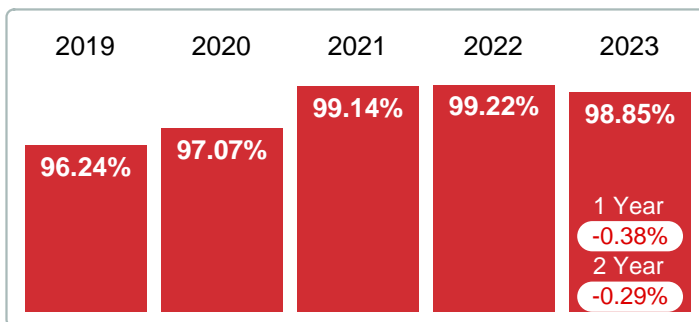
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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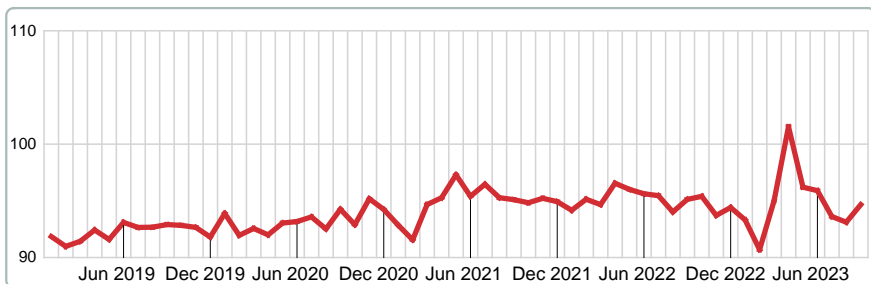
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

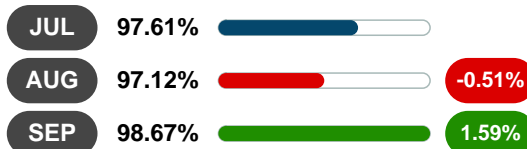


3 MONTHS

5 year SEP AVG = 98.41%

High Apr 2023 105.53% Low Feb 2023 94.69%

Average Sold/List Ratio this month at **98.67%** above the 5 yr SEP average of **98.41%**



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	7	8.86%	95.07%	98.47%	90.53%	0.00%	0.00%
\$75,001 - \$100,000	7	8.86%	96.73%	0.00%	96.19%	100.00%	0.00%
\$100,001 - \$150,000	12	15.19%	99.58%	97.47%	100.00%	0.00%	0.00%
\$150,001 - \$250,000	23	29.11%	100.17%	100.00%	100.45%	95.65%	102.27%
\$250,001 - \$300,000	14	17.72%	98.15%	0.00%	97.44%	100.24%	96.82%
\$300,001 - \$425,000	8	10.13%	99.26%	0.00%	97.81%	99.46%	0.00%
\$425,001 and up	8	10.13%	98.12%	0.00%	98.75%	97.85%	95.56%
Average Sold/List Ratio		98.70%		98.40%	98.58%	99.01%	98.75%
Total Closed Units		79	100%	7	51	16	5
Total Closed Volume		18,384,200		642.50K	10.45M	5.02M	2.27M

September 2023



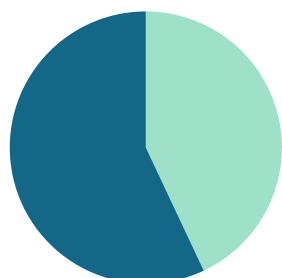
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

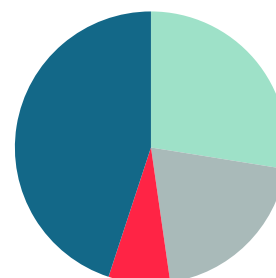


Inventory
 New Listings
89 = 43.00%
 Start Inventory
118
 Total Inventory Units
207
 Volume
\$57,858,545

Market Activity

Closed Sales
79 = 27.53%
 Pending Sales
58 = 20.21%
 Other Off Market
21 = 7.32%
 Active Inventory
129 = 44.95%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	84	79	-5.95%	762	647	-15.09%
Pending Sales	69	58	-15.94%	752	641	-14.76%
New Listings	106	89	-16.04%	884	760	-14.03%
Average List Price	216,328	236,182	9.18%	199,308	203,668	2.19%
Average Sale Price	215,403	232,711	8.04%	197,209	201,511	2.18%
Average Percent of Selling Price to List Price	99.13%	98.67%	-0.47%	99.22%	98.85%	-0.38%
Average Days on Market to Sale	21.70	28.62	31.88%	19.92	23.69	18.94%
Monthly Inventory	139	129	-7.19%	139	129	-7.19%
Months Supply of Inventory	1.65	1.81	9.89%	1.65	1.81	9.89%

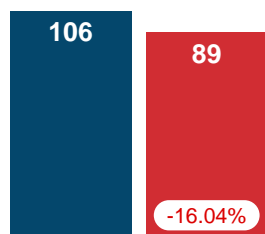
Absorption: Last 12 months, an Average of **71** Sales/Month

Inventory on September 30, 2023 = **129** 2022 2023

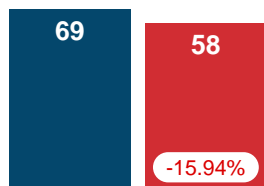
SEPTEMBER MARKET

AVERAGE PRICES

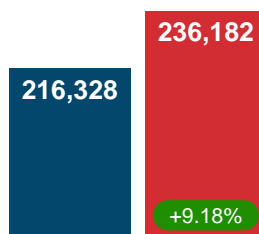
New Listings



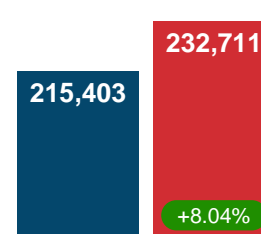
Pending Listings



List Price



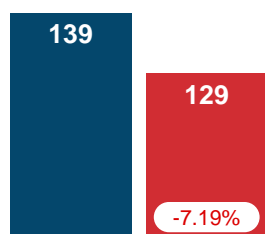
Sale Price



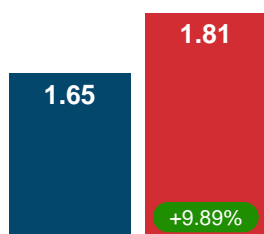
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

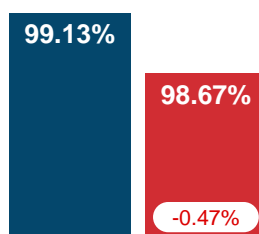
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

