

# September 2023



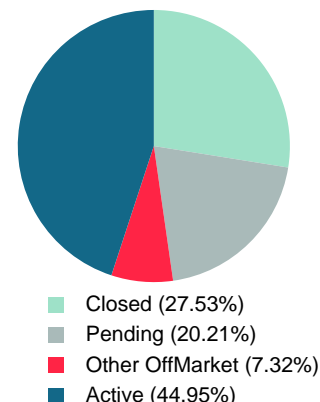
Area Delimited by County Of Washington - Residential Property Type



## 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%
Median List Price	207,250	195,000	-5.91%
Median Sale Price	207,975	200,000	-3.83%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	6.00	10.00	66.67%
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.

#### 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 **3.83%** in September 2023 to \$200,000 versus the previous year at \$207,975.

#### Median Days on Market Lengthens

The median number of **10.00** days that homes spent on the market before selling increased by 4.00 days or **66.67%** in September 2023 compared to last year's same month at **6.00** DOM.

#### Sales Success for September 2023 is Positive

Overall, with Median Prices falling 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

# September 2023



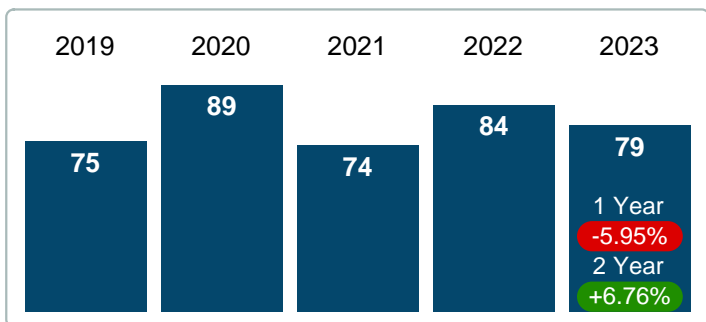
Area Delimited by County Of Washington - Residential Property Type



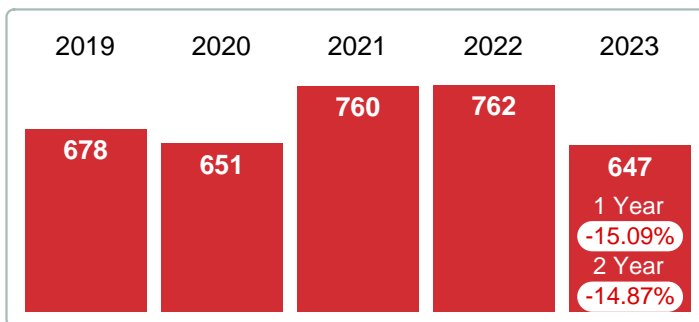
## CLOSED LISTINGS

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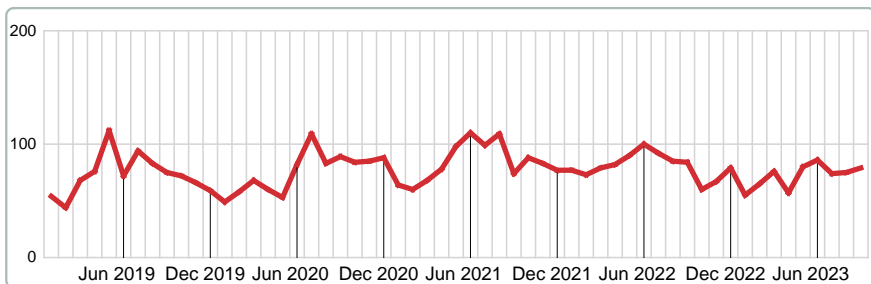
### SEPTEMBER



### YEAR TO DATE (YTD)

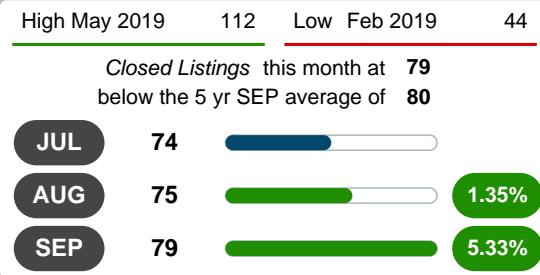


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 80



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	8.86%	2.0	4	3	0	0
\$75,001 - \$100,000	7	8.86%	3.0	0	6	1	0
\$100,001 - \$150,000	12	15.19%	9.5	2	10	0	0
\$150,001 - \$250,000	23	29.11%	5.0	1	18	2	2
\$250,001 - \$300,000	14	17.72%	53.5	0	8	4	2
\$300,001 - \$425,000	8	10.13%	33.0	0	1	7	0
\$425,001 and up	8	10.13%	30.0	0	5	2	1
<b>Total Closed Units</b>	<b>79</b>			<b>7</b>	<b>51</b>	<b>16</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>18,384,200</b>	<b>100%</b>	<b>10.0</b>	<b>642.50K</b>	<b>10.45M</b>	<b>5.02M</b>	<b>2.27M</b>
<b>Median Closed Price</b>	<b>\$200,000</b>			<b>\$75,000</b>	<b>\$170,000</b>	<b>\$308,740</b>	<b>\$280,000</b>

# September 2023



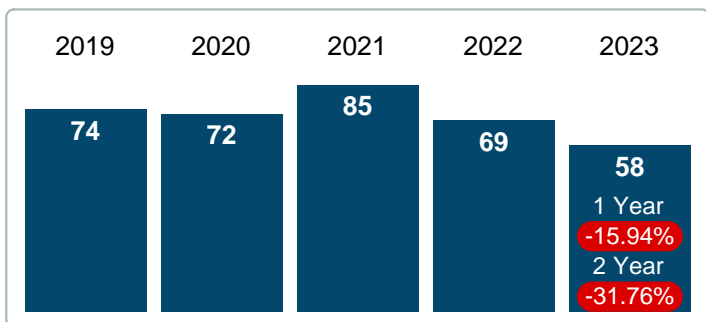
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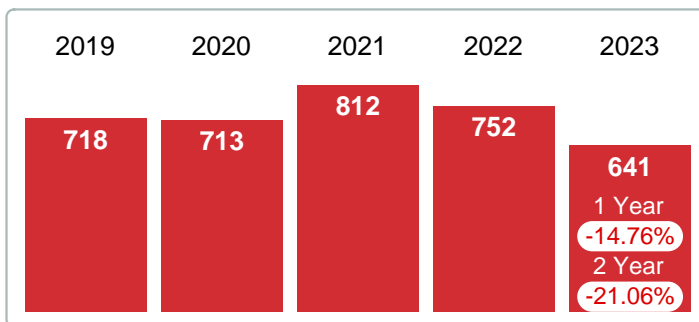
## PENDING LISTINGS

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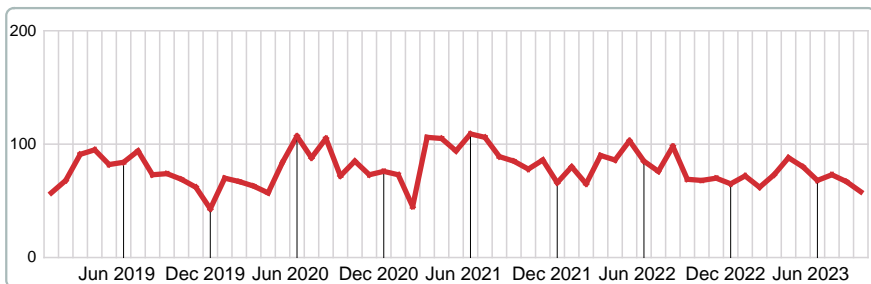
### SEPTEMBER



### YEAR TO DATE (YTD)

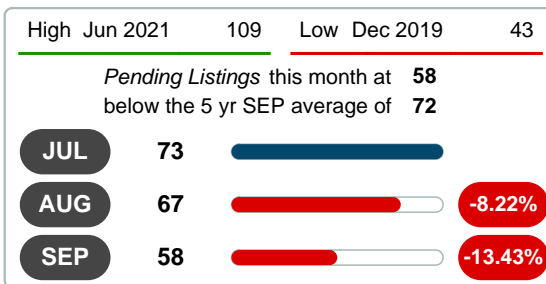


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 72



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	8.62%	4.0	2	3	0	0
\$50,001 - \$75,000	5	8.62%	4.0	2	3	0	0
\$75,001 - \$125,000	11	18.97%	17.0	3	8	0	0
\$125,001 - \$200,000	15	25.86%	6.0	4	11	0	0
\$200,001 - \$250,000	8	13.79%	10.0	0	4	4	0
\$250,001 - \$375,000	8	13.79%	17.0	1	1	6	0
\$375,001 and up	6	10.34%	44.5	2	1	3	0
<b>Total Pending Units</b>	<b>58</b>			<b>14</b>	<b>31</b>	<b>13</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>11,838,890</b>	<b>100%</b>	<b>6.5</b>	<b>3.23M</b>	<b>4.61M</b>	<b>4.00M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$161,250</b>			<b>\$125,000</b>	<b>\$135,000</b>	<b>\$305,000</b>	<b>\$0</b>

# September 2023



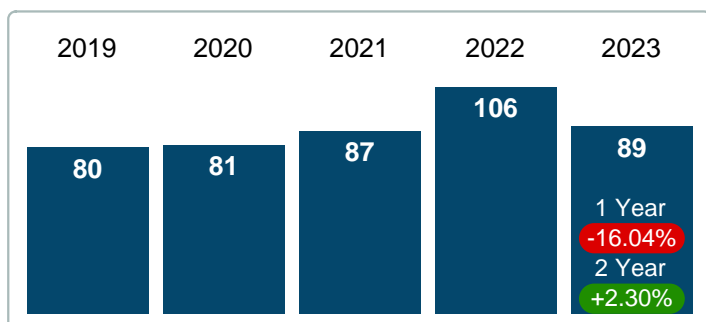
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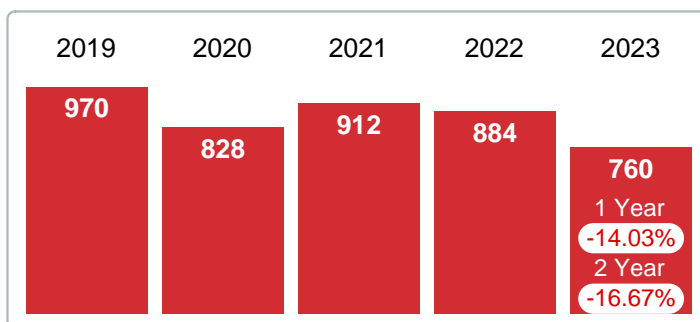
## NEW LISTINGS

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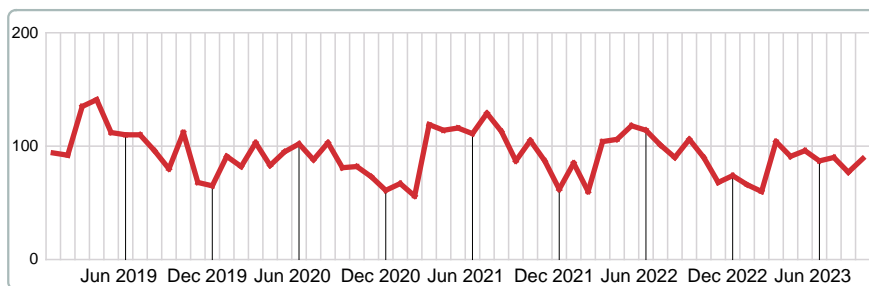
### SEPTEMBER



### YEAR TO DATE (YTD)

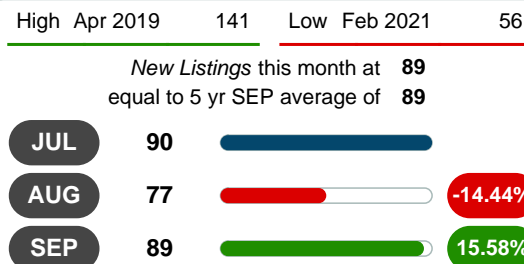


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$75,000 and less	8	8.99%	5	3	0	0
\$75,001 - \$125,000	12	13.48%	4	8	0	0
\$125,001 - \$175,000	14	15.73%	3	11	0	0
\$175,001 - \$250,000	21	23.60%	1	16	4	0
\$250,001 - \$275,000	6	6.74%	0	2	4	0
\$275,001 - \$350,000	19	21.35%	1	5	12	1
\$350,001 and up	9	10.11%	1	4	3	1
<b>Total New Listed Units</b>	<b>89</b>		<b>15</b>	<b>49</b>	<b>23</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>20,773,859</b>	<b>100%</b>	<b>2.92M</b>	<b>10.09M</b>	<b>6.87M</b>	<b>893.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$205,000</b>		<b>\$93,000</b>	<b>\$194,900</b>	<b>\$293,000</b>	<b>\$446,500</b>

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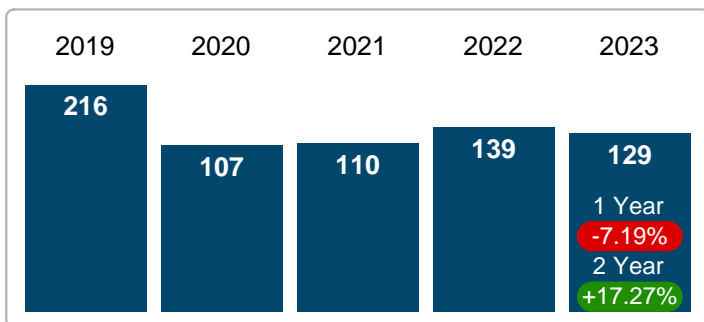
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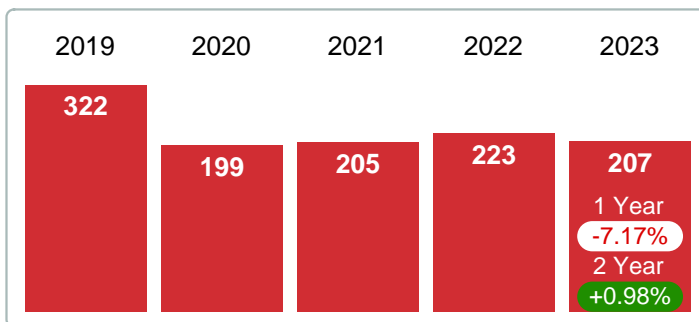
## ACTIVE INVENTORY

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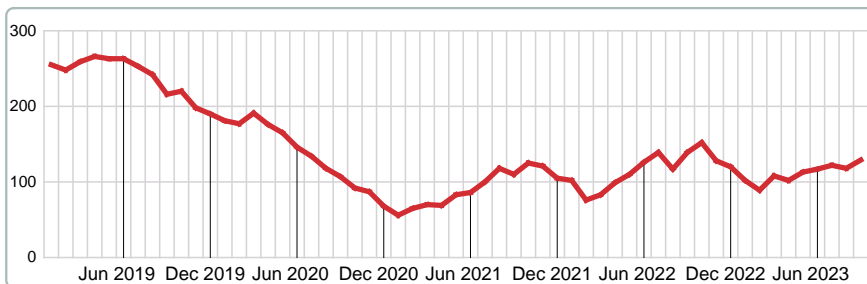
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

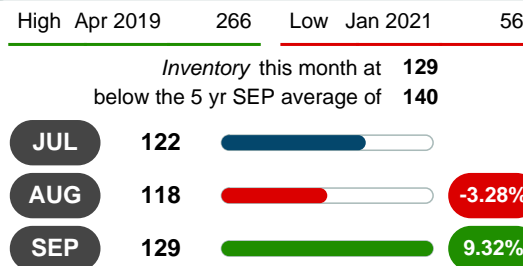


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 140



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	7.75%	67.5	8	2	0	0
\$75,001 - \$150,000	13	10.08%	17.0	6	7	0	0
\$150,001 - \$200,000	25	19.38%	36.0	1	17	7	0
\$200,001 - \$275,000	21	16.28%	23.0	1	10	10	0
\$275,001 - \$375,000	28	21.71%	24.5	1	7	19	1
\$375,001 - \$550,000	19	14.73%	77.0	1	4	11	3
\$550,001 and up	13	10.08%	60.0	1	1	7	4
<b>Total Active Inventory by Units</b>	<b>129</b>			<b>19</b>	<b>48</b>	<b>54</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>40,122,017</b>	<b>100%</b>	<b>39.0</b>	<b>2.73M</b>	<b>10.89M</b>	<b>20.62M</b>	<b>5.88M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$265,000</b>			<b>\$84,900</b>	<b>\$198,400</b>	<b>\$299,640</b>	<b>\$512,450</b>

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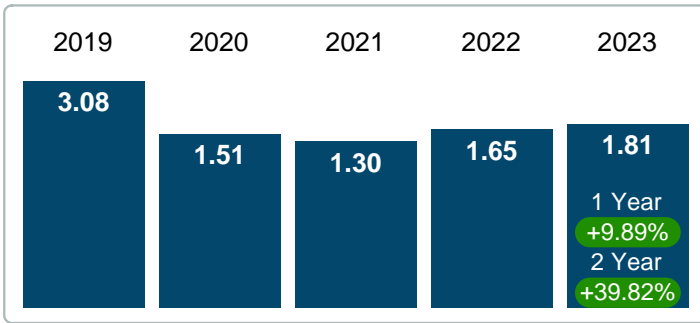
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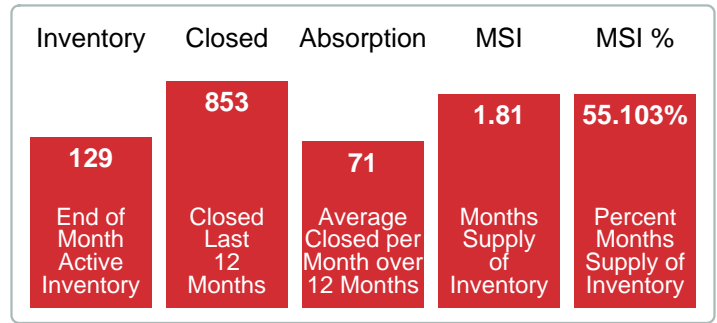
## MONTHS SUPPLY of INVENTORY (MSI)

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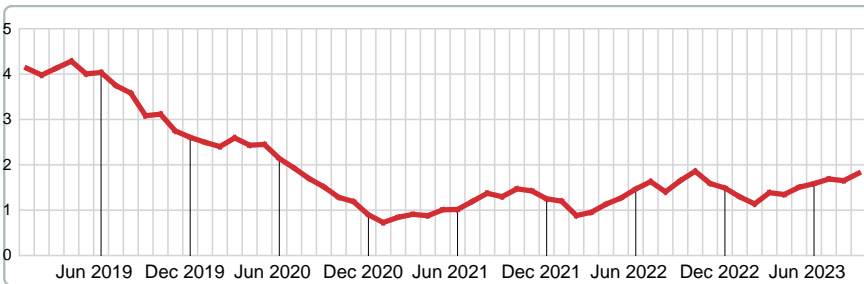
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2023

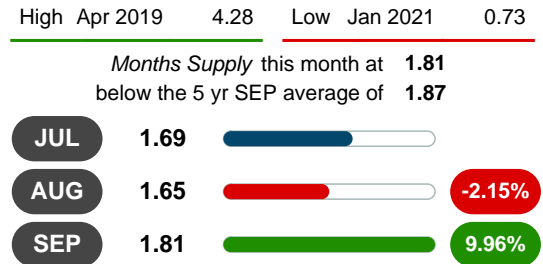


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# September 2023



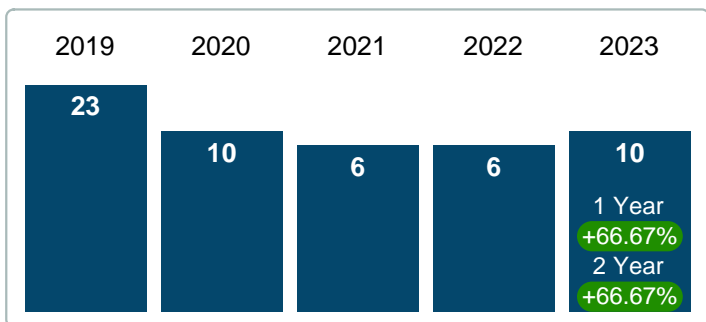
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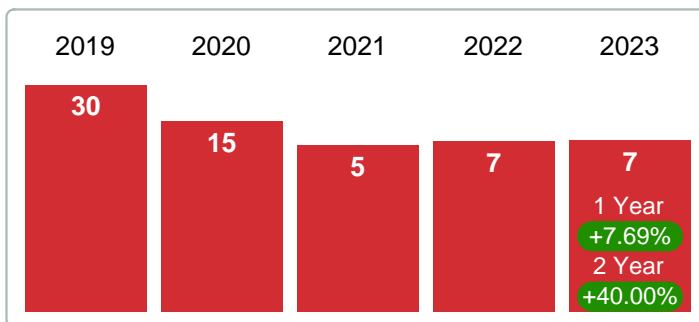
## MEDIAN DAYS ON MARKET TO SALE

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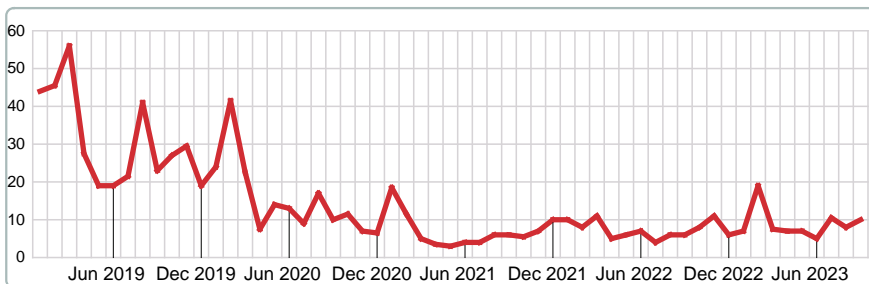
### SEPTEMBER



### YEAR TO DATE (YTD)

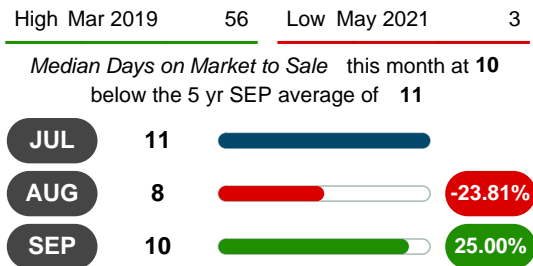


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 11



### 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	8.86%	2	2	8	0	0
\$75,001 - \$100,000	8.86%	3	0	3	23	0
\$100,001 - \$150,000	15.19%	10	9	10	0	0
\$150,001 - \$250,000	29.11%	5	1	6	5	37
\$250,001 - \$300,000	17.72%	54	0	28	82	85
\$300,001 - \$425,000	10.13%	33	0	5	43	0
\$425,001 and up	10.13%	30	0	13	37	49
Median Closed DOM		10	2	7	37	49
Total Closed Units	100%	10.0	7	51	16	5
Total Closed Volume		18,384,200	642.50K	10.45M	5.02M	2.27M

# September 2023



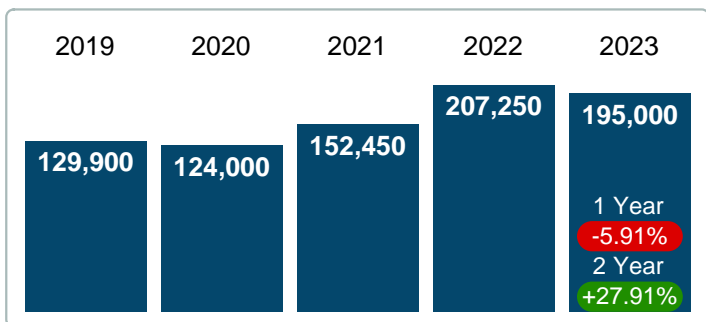
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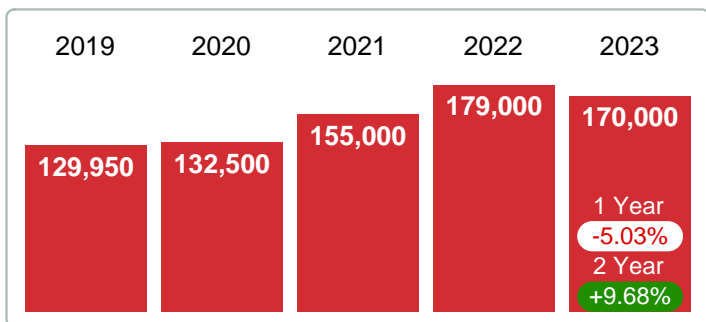
## MEDIAN LIST PRICE AT CLOSING

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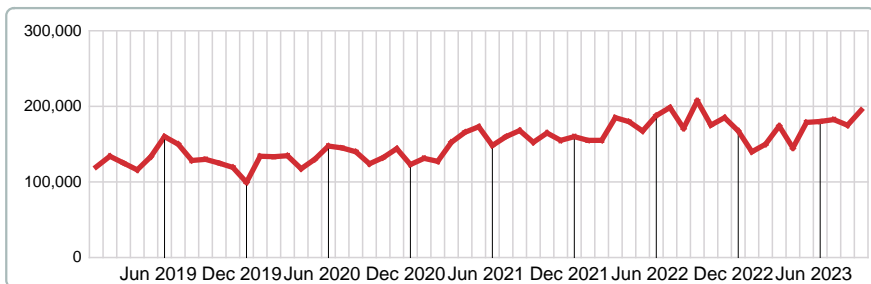
### SEPTEMBER



### YEAR TO DATE (YTD)

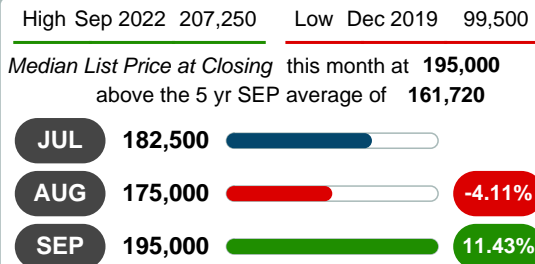


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 161,720



### 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	6	7.59%	38,750	37,500	40,000	0	0
\$75,001 - \$100,000	7	8.86%	80,000	79,900	80,000	99,500	0
\$100,001 - \$150,000	12	15.19%	123,450	115,000	124,900	0	0
\$150,001 - \$250,000	24	30.38%	189,000	166,500	189,000	197,900	222,450
\$250,001 - \$300,000	10	12.66%	292,300	0	285,600	259,900	299,500
\$300,001 - \$425,000	12	15.19%	315,745	0	314,450	328,745	0
\$425,001 and up	8	10.13%	487,500	0	450,000	487,500	1,295,000
Median List Price			195,000	79,900	175,000	309,500	299,000
Total Closed Units		100%	195,000	7	51	16	5
Total Closed Volume			18,658,368	655.40K	10.59M	5.08M	2.34M



# September 2023



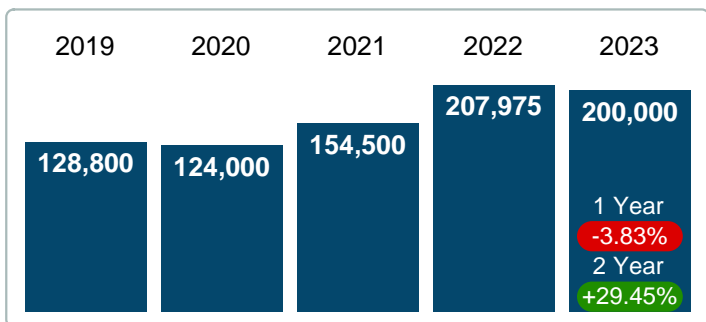
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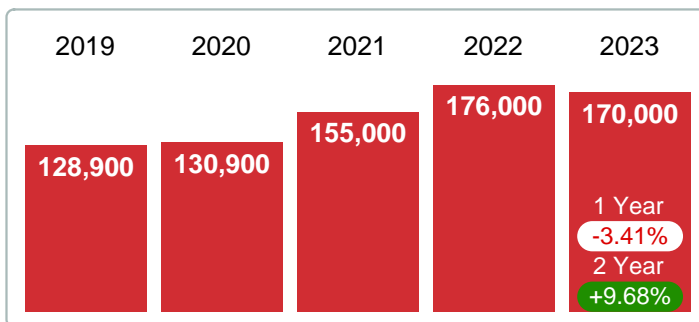
## MEDIAN SOLD PRICE AT CLOSING

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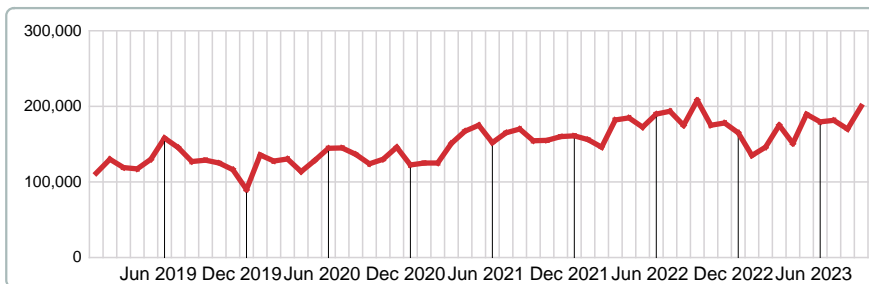
### SEPTEMBER



### YEAR TO DATE (YTD)

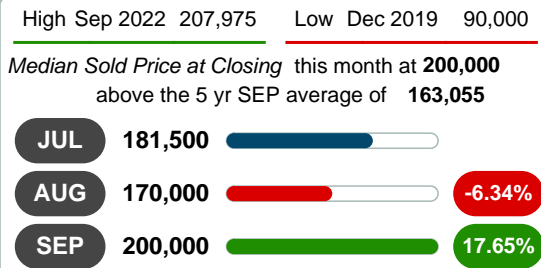


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 163,055



## 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	8.86%	37,500	51,250	35,000	0	0
\$75,001 - \$100,000	8.86%	82,000	0	81,000	99,500	0
\$100,001 - \$150,000	15.19%	130,000	132,500	130,000	0	0
\$150,001 - \$250,000	29.11%	190,000	175,000	185,000	190,000	227,500
\$250,001 - \$300,000	17.72%	289,500	0	289,500	282,000	290,000
\$300,001 - \$425,000	10.13%	336,950	0	312,000	345,000	0
\$425,001 and up	10.13%	477,000	0	457,000	477,000	1,237,500
<b>Median Sold Price</b>		<b>200,000</b>	<b>75,000</b>	<b>170,000</b>	<b>308,740</b>	<b>280,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>200,000</b>	<b>7</b>	<b>51</b>	<b>16</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>18,384,200</b>	<b>642.50K</b>	<b>10.45M</b>	<b>5.02M</b>	<b>2.27M</b>

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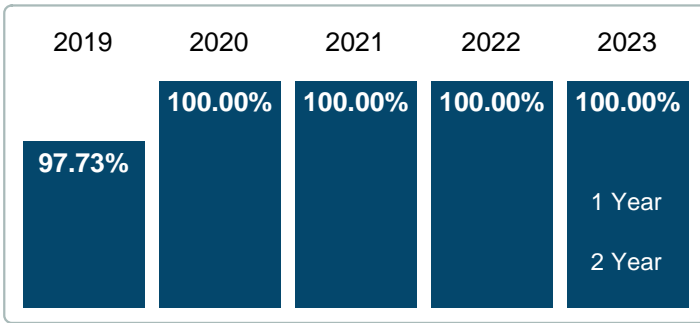
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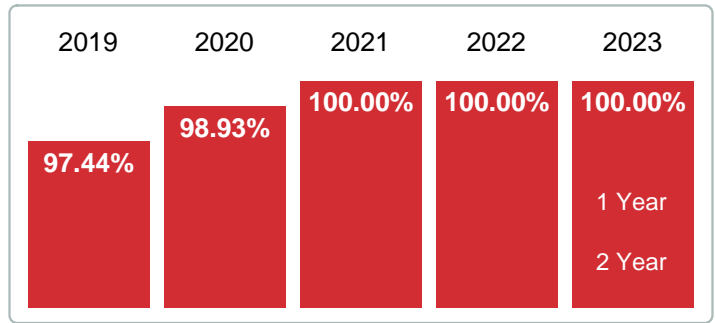
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

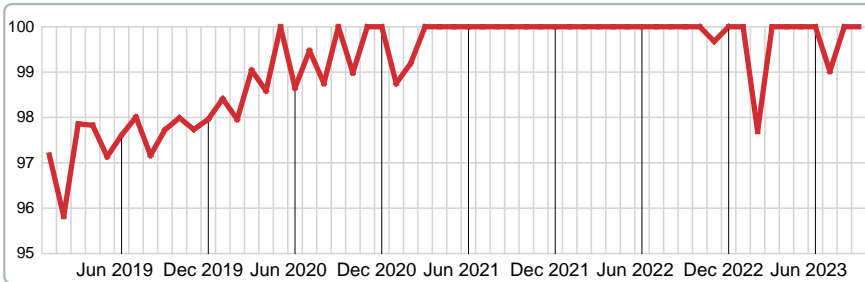
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

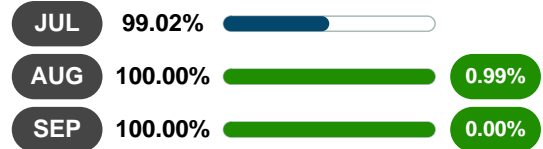


### 3 MONTHS

5 year SEP AVG = 99.55%

High Sep 2023 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr SEP average of **99.55%**



## 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
\$75,000 and less	7	8.86%	100.00%	100.00%	87.50%	0.00%	0.00%
\$75,001 - \$100,000	7	8.86%	100.00%	0.00%	100.00%	100.00%	0.00%
\$100,001 - \$150,000	12	15.19%	100.00%	97.47%	100.04%	0.00%	0.00%
\$150,001 - \$250,000	23	29.11%	100.00%	100.00%	100.00%	95.65%	102.27%
\$250,001 - \$300,000	14	17.72%	97.51%	0.00%	96.91%	100.00%	96.82%
\$300,001 - \$425,000	8	10.13%	98.90%	0.00%	97.81%	100.00%	0.00%
\$425,001 and up	8	10.13%	97.64%	0.00%	97.80%	97.85%	95.56%
Median Sold/List Ratio		100.00%		100.00%	100.00%	99.17%	100.00%
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



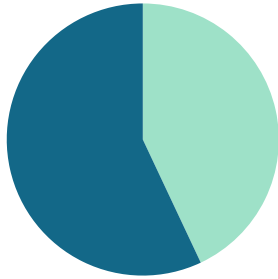
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

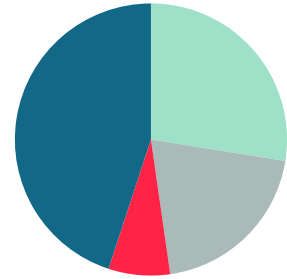


**Inventory**  
 New Listings  
**89 = 43.00%**  
 Start Inventory  
**118**  
 Total Inventory Units  
**207**  
 Volume  
**\$57,858,545**

### 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%
Median List Price	207,250	195,000	-5.91%	179,000	170,000	-5.03%
Median Sale Price	207,975	200,000	-3.83%	176,000	170,000	-3.41%
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	10.00	66.67%	6.50	7.00	7.69%
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%

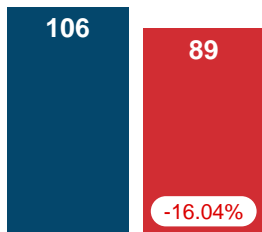
**Absorption:** Last 12 months, an Average of **71** Sales/Month

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

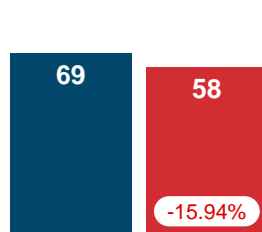
### SEPTEMBER MARKET

### MEDIAN PRICES

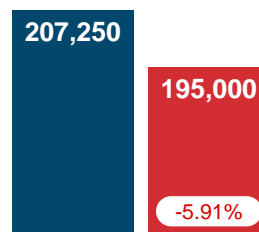
#### New Listings



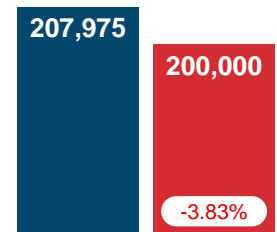
#### Pending Listings



#### List Price



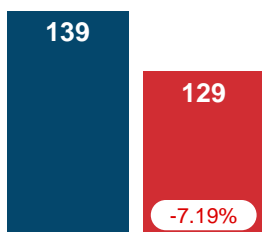
#### Sale Price



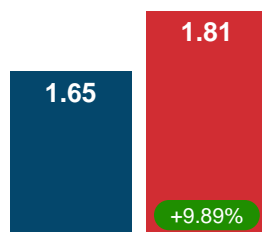
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

