

# October 2023



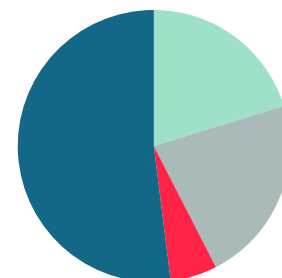
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Nov 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	October 2023	+/-%
Closed Listings	60	51	-15.00%
Pending Listings	68	56	-17.65%
New Listings	90	70	-22.22%
Average List Price	187,223	203,248	8.56%
Average Sale Price	186,699	199,295	6.75%
Average Percent of Selling Price to List Price	99.39%	97.11%	-2.29%
Average Days on Market to Sale	21.38	26.25	22.78%
End of Month Inventory	152	131	-13.82%
Months Supply of Inventory	1.86	1.86	0.28%



■ Closed (20.24%)  
■ Pending (22.22%)  
■ Other OffMarket (5.56%)  
■ Active (51.98%)

**Absorption:** Last 12 months, an Average of **70** Sales/Month  
**Active Inventory** as of October 31, 2023 = **131**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2023 decreased **13.82%** to 131 existing homes available for sale. Over the last 12 months this area has had an average of 70 closed sales per month. This represents an unsold inventory index of **1.86** 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 **6.75%** in October 2023 to \$199,295 versus the previous year at \$186,699.

#### Average Days on Market Lengthens

The average number of **26.25** days that homes spent on the market before selling increased by 4.87 days or **22.78%** in October 2023 compared to last year's same month at **21.38** DOM.

#### Sales Success for October 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 70 New Listings in October 2023, down **22.22%** from last year at 90. Furthermore, there were 51 Closed Listings this month versus last year at 60, a **-15.00%** decrease.

Closed versus Listed trends yielded a **72.9%** ratio, up from previous year's, October 2022, at **66.7%**, a **9.29%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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

# October 2023



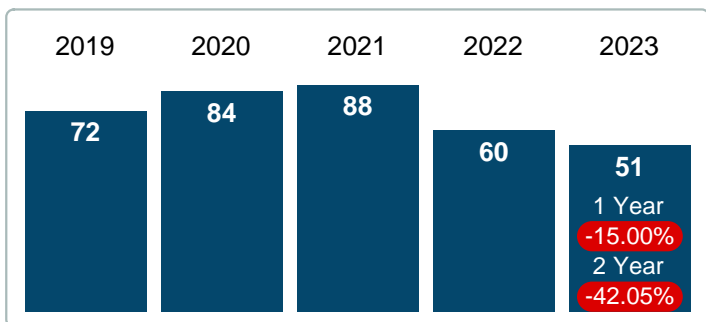
Area Delimited by County Of Washington - Residential Property Type



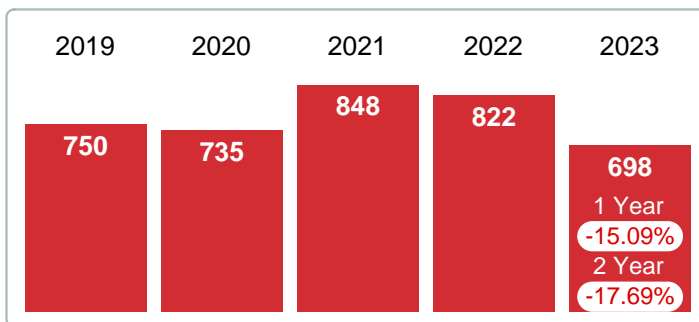
## CLOSED LISTINGS

Report produced on Nov 13, 2023 for MLS Technology Inc.

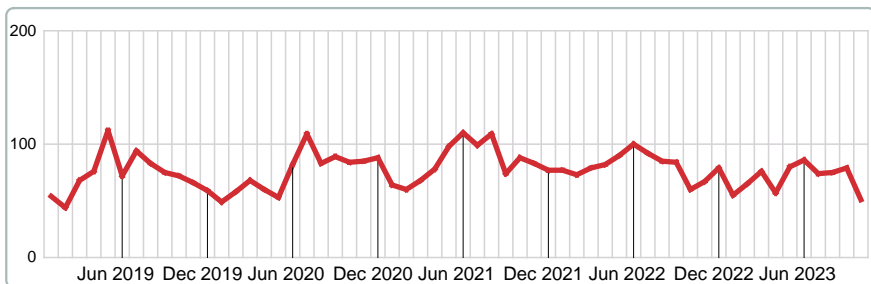
### OCTOBER



### YEAR TO DATE (YTD)

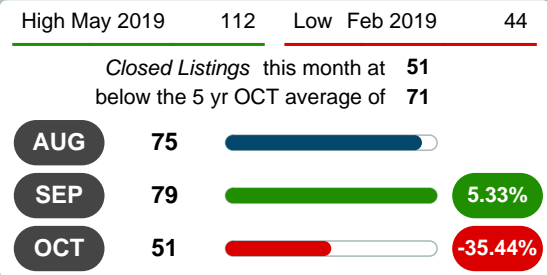


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 71



### 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	3	5.88%	25.3	2	1	0	0
\$50,001 - \$100,000	10	19.61%	22.9	4	6	0	0
\$100,001 - \$125,000	3	5.88%	24.0	1	2	0	0
\$125,001 - \$200,000	13	25.49%	32.8	3	9	1	0
\$200,001 - \$250,000	10	19.61%	24.0	1	5	4	0
\$250,001 - \$400,000	6	11.76%	27.0	0	2	4	0
\$400,001 and up	6	11.76%	22.3	0	3	1	2
<b>Total Closed Units</b>	<b>51</b>			<b>11</b>	<b>28</b>	<b>10</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>10,164,047</b>	<b>100%</b>	<b>26.3</b>	<b>1.26M</b>	<b>5.03M</b>	<b>2.84M</b>	<b>1.03M</b>
<b>Average Closed Price</b>	<b>\$199,295</b>			<b>\$114,827</b>	<b>\$179,707</b>	<b>\$284,166</b>	<b>\$513,750</b>

# October 2023



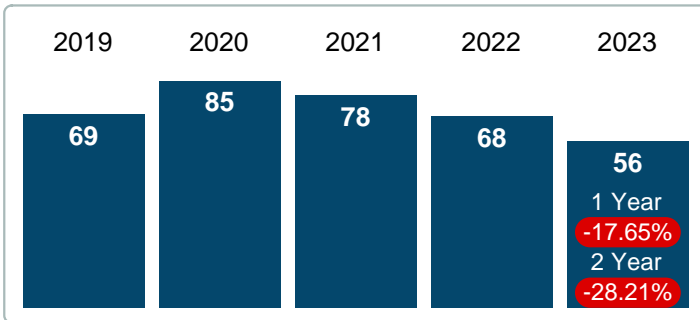
Area Delimited by County Of Washington - Residential Property Type



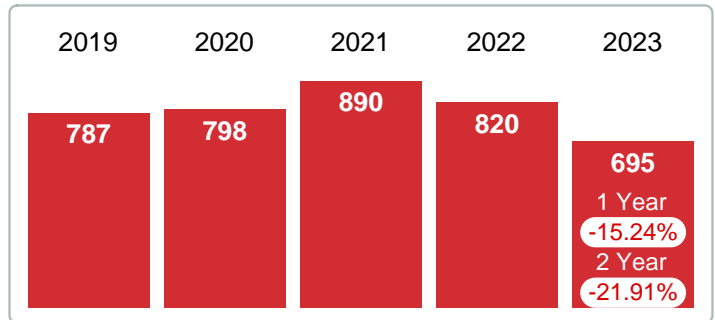
## PENDING LISTINGS

Report produced on Nov 13, 2023 for MLS Technology Inc.

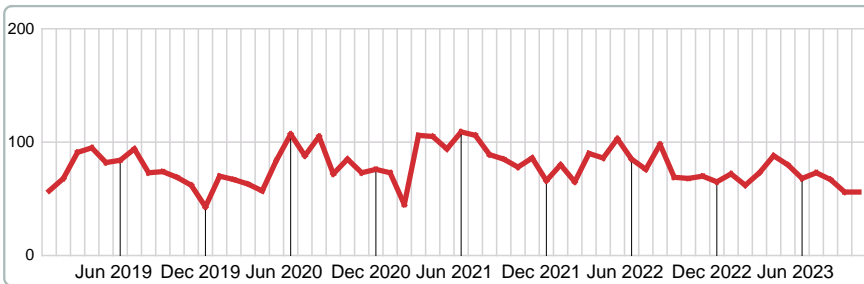
### OCTOBER



### YEAR TO DATE (YTD)

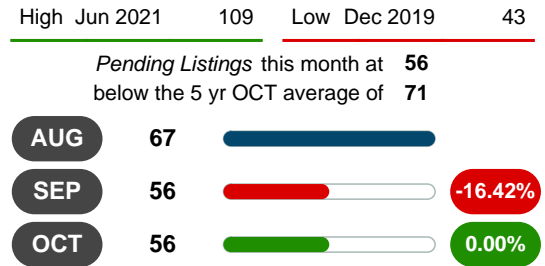


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 71



### 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	6	10.71%	33.7	4	2	0	0
\$50,001 - \$75,000	4	7.14%	45.8	4	0	0	0
\$75,001 - \$125,000	10	17.86%	17.8	5	5	0	0
\$125,001 - \$225,000	15	26.79%	33.9	2	10	3	0
\$225,001 - \$275,000	7	12.50%	44.3	1	3	3	0
\$275,001 - \$425,000	8	14.29%	63.9	0	1	7	0
\$425,001 and up	6	10.71%	83.7	2	0	2	2
<b>Total Pending Units</b>	<b>56</b>			<b>18</b>	<b>21</b>	<b>15</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>11,505,200</b>	<b>100%</b>	<b>38.2</b>	<b>2.32M</b>	<b>3.24M</b>	<b>4.92M</b>	<b>1.03M</b>
<b>Average Listing Price</b>	<b>\$223,823</b>			<b>\$128,756</b>	<b>\$154,429</b>	<b>\$327,807</b>	<b>\$513,750</b>

# October 2023



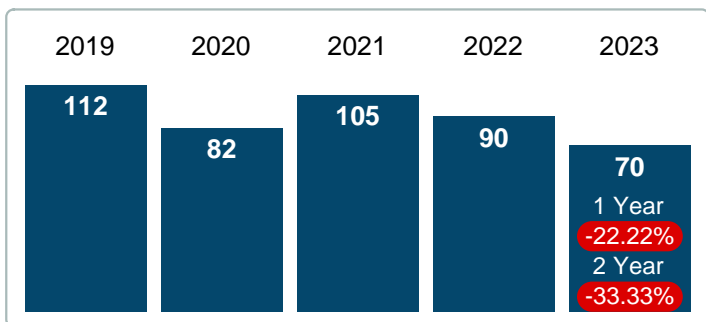
Area Delimited by County Of Washington - Residential Property Type



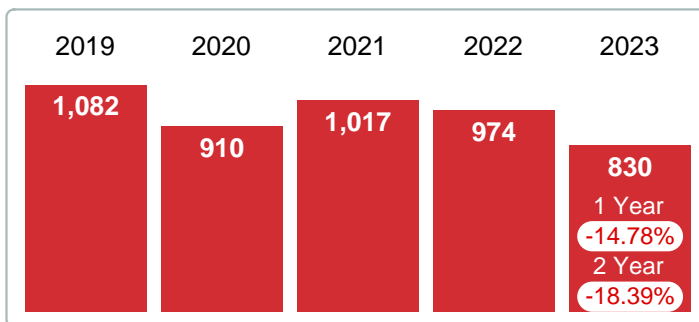
## NEW LISTINGS

Report produced on Nov 13, 2023 for MLS Technology Inc.

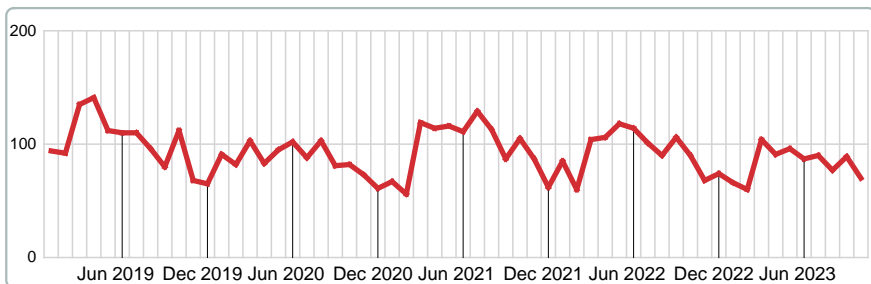
### OCTOBER



### YEAR TO DATE (YTD)

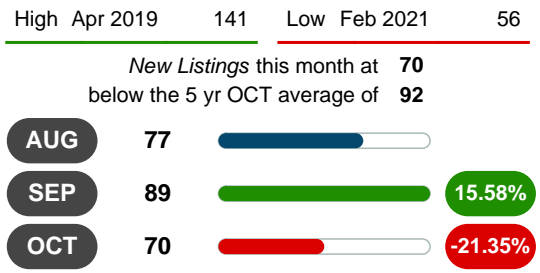


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 92



### 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	11.43%	6	2	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$125,000	14	20.00%	6	7	1	0
\$125,001 - \$200,000	18	25.71%	2	14	2	0
\$200,001 - \$325,000	16	22.86%	3	5	6	2
\$325,001 - \$450,000	7	10.00%	1	4	2	0
\$450,001 and up	7	10.00%	1	2	2	2
<b>Total New Listed Units</b>	<b>70</b>		<b>19</b>	<b>34</b>	<b>13</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>16,296,900</b>	<b>100%</b>	<b>3.04M</b>	<b>7.32M</b>	<b>4.25M</b>	<b>1.68M</b>
<b>Average New Listed Listing Price</b>	<b>\$171,880</b>		<b>\$160,234</b>	<b>\$215,378</b>	<b>\$327,123</b>	<b>\$419,250</b>

# October 2023



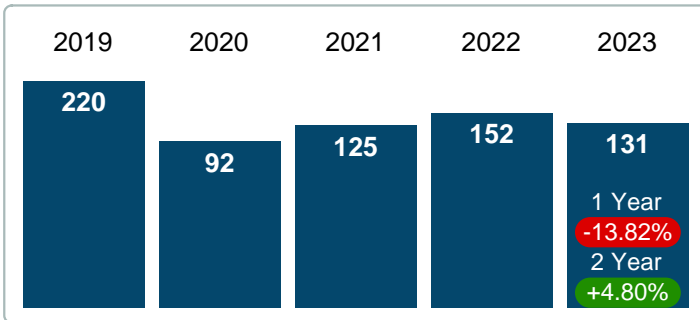
Area Delimited by County Of Washington - Residential Property Type



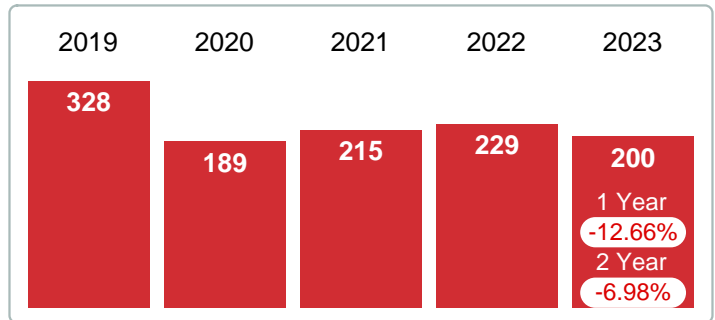
## ACTIVE INVENTORY

Report produced on Nov 13, 2023 for MLS Technology Inc.

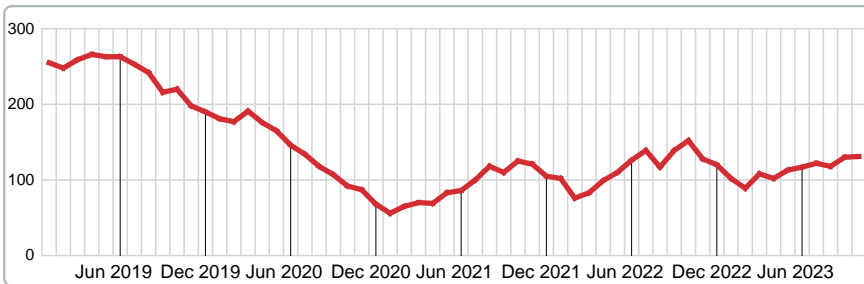
### END OF OCTOBER



### ACTIVE DURING OCTOBER

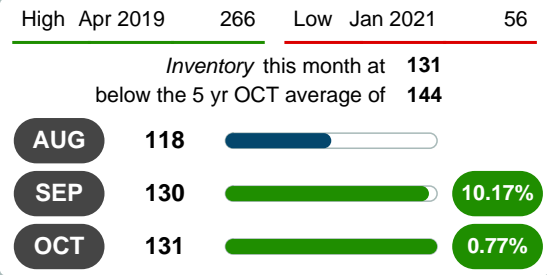


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 144



### 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	8	6.11%	58.4	6	2	0	0
\$75,001 - \$125,000	14	10.69%	29.1	6	7	1	0
\$125,001 - \$175,000	18	13.74%	46.2	3	13	2	0
\$175,001 - \$275,000	31	23.66%	49.0	2	16	12	1
\$275,001 - \$375,000	30	22.90%	45.8	1	11	16	2
\$375,001 - \$525,000	15	11.45%	89.3	0	6	6	3
\$525,001 and up	15	11.45%	74.8	2	1	8	4
<b>Total Active Inventory by Units</b>	<b>131</b>			<b>20</b>	<b>56</b>	<b>45</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>41,315,158</b>	<b>100%</b>	<b>53.9</b>	<b>3.45M</b>	<b>13.79M</b>	<b>17.59M</b>	<b>6.48M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$315,383</b>			<b>\$172,398</b>	<b>\$246,319</b>	<b>\$390,932</b>	<b>\$648,140</b>

# October 2023



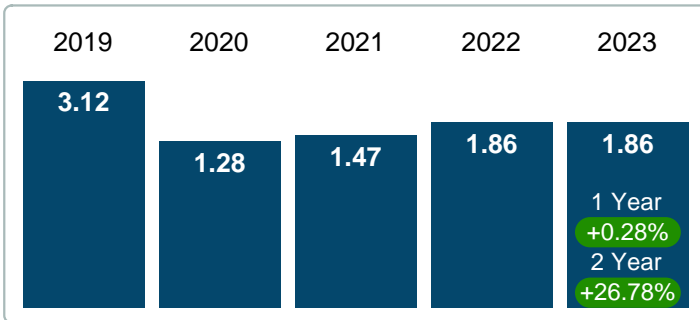
Area Delimited by County Of Washington - Residential Property Type



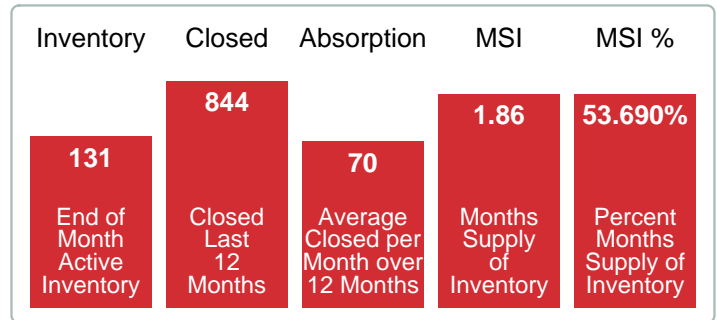
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Nov 13, 2023 for MLS Technology Inc.

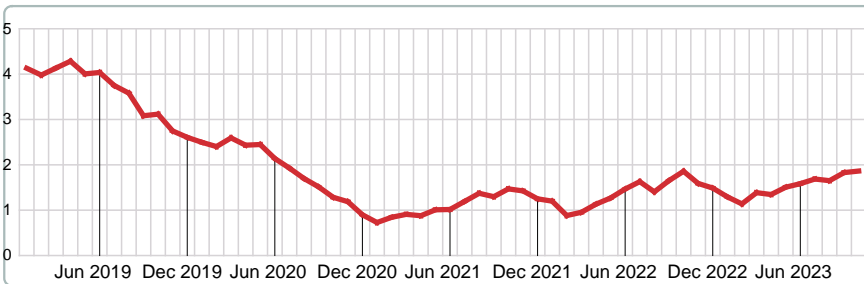
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2023

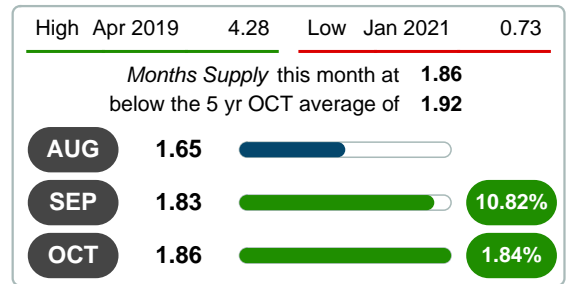


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 1.92



### 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	8	6.11%	0.86	1.33	0.44	0.00	0.00
\$75,001 - \$125,000	14	10.69%	1.08	1.38	0.89	1.33	0.00
\$125,001 - \$175,000	18	13.74%	1.22	1.50	1.19	1.26	0.00
\$175,001 - \$275,000	31	23.66%	1.76	3.00	1.47	2.40	1.00
\$275,001 - \$375,000	30	22.90%	3.33	0.00	5.08	2.63	2.67
\$375,001 - \$525,000	15	11.45%	3.33	0.00	4.50	2.40	4.50
\$525,001 and up	15	11.45%	6.92	24.00	2.00	12.00	4.36
Market Supply of Inventory (MSI)			1.86	1.73	1.47	2.66	2.73
Total Active Inventory by Units		100%	131	20	56	45	10

# October 2023



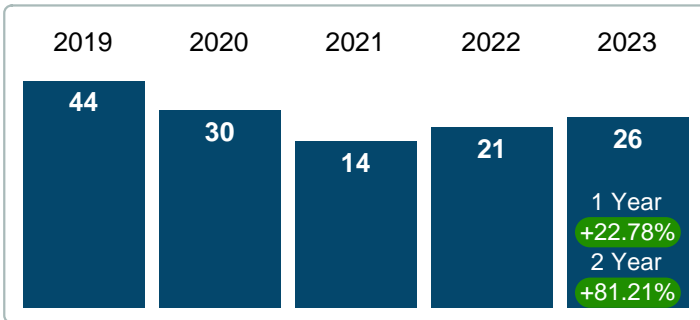
Area Delimited by County Of Washington - Residential Property Type



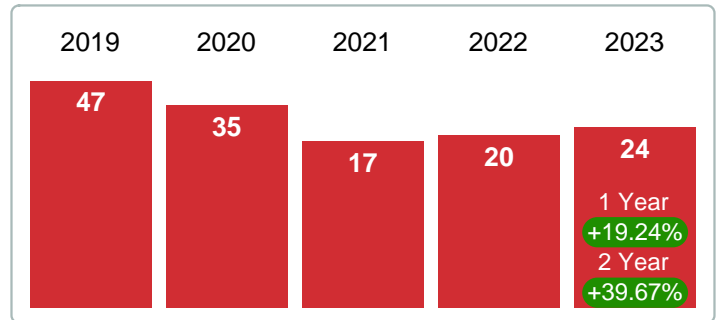
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Nov 13, 2023 for MLS Technology Inc.

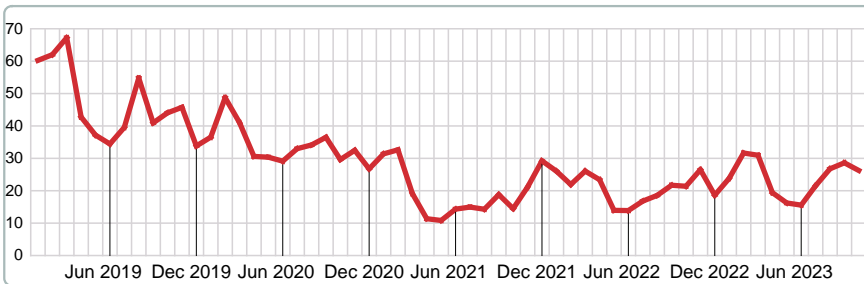
### OCTOBER



### YEAR TO DATE (YTD)

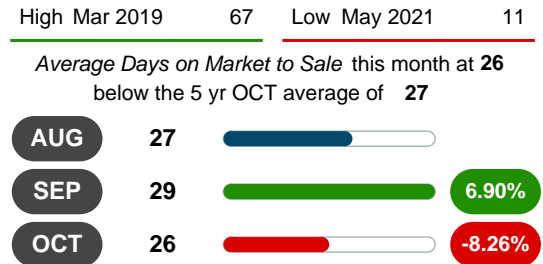


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 27



### 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 <b>3</b>	5.88%	25	3	71	0	0
\$50,001 - \$100,000 <b>10</b>	19.61%	23	8	33	0	0
\$100,001 - \$125,000 <b>3</b>	5.88%	24	2	35	0	0
\$125,001 - \$200,000 <b>13</b>	25.49%	33	25	35	35	0
\$200,001 - \$250,000 <b>10</b>	19.61%	24	28	7	44	0
\$250,001 - \$400,000 <b>6</b>	11.76%	27	0	5	38	0
\$400,001 and up <b>6</b>	11.76%	22	0	35	26	2
Average Closed DOM		26	13	29	39	2
Total Closed Units		51	11	28	10	2
Total Closed Volume		10,164,047	1.26M	5.03M	2.84M	1.03M

# October 2023



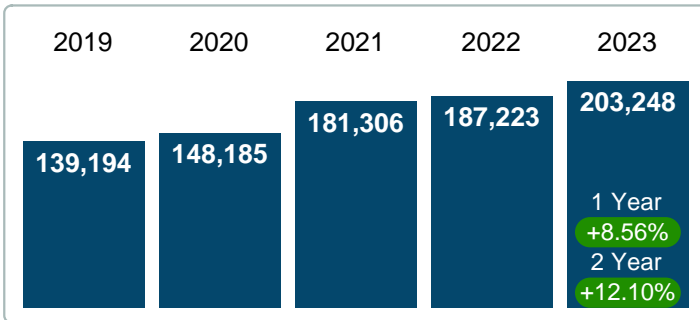
Area Delimited by County Of Washington - Residential Property Type



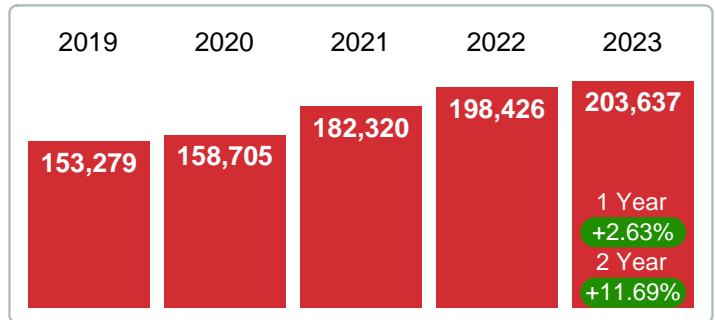
## AVERAGE LIST PRICE AT CLOSING

Report produced on Nov 13, 2023 for MLS Technology Inc.

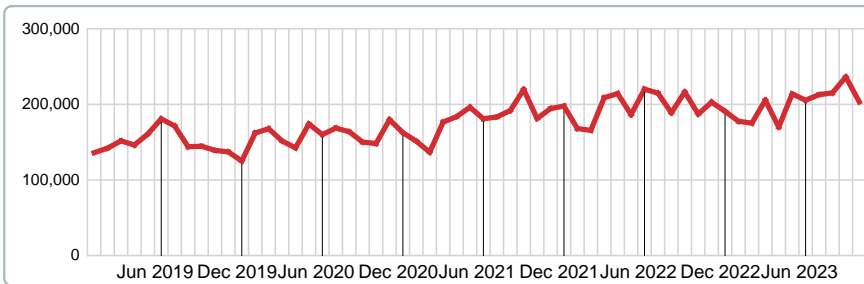
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

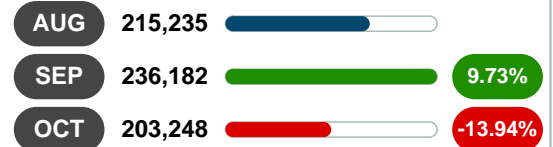


### 3 MONTHS

5 year OCT AVG = 171,831

High Sep 2023 236,182 Low Dec 2019 125,041

Average List Price at Closing this month at **203,248** above the 5 yr OCT average of **171,831**



## 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	3	5.88%	30,000	22,500	45,000	0	
\$50,001 - \$100,000	8	15.69%	80,425	95,225	78,917	0	
\$100,001 - \$125,000	6	11.76%	109,300	105,000	107,400	0	
\$125,001 - \$200,000	13	25.49%	165,277	174,767	149,922	200,000	
\$200,001 - \$250,000	8	15.69%	236,650	263,000	231,780	234,475	
\$250,001 - \$400,000	7	13.73%	307,609	0	282,450	330,440	
\$400,001 and up	6	11.76%	463,567	0	444,967	419,000	
<b>Average List Price</b>		<b>203,248</b>		<b>119,836</b>	<b>183,618</b>	<b>287,866</b>	<b>513,750</b>
<b>Total Closed Units</b>		<b>51</b>	<b>100%</b>	<b>203,248</b>	<b>11</b>	<b>28</b>	<b>10</b>
<b>Total Closed Volume</b>		<b>10,365,660</b>			<b>1.32M</b>	<b>5.14M</b>	<b>2.88M</b>



# October 2023



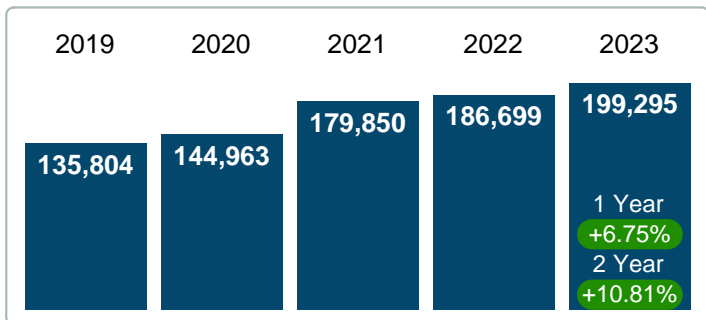
Area Delimited by County Of Washington - Residential Property Type



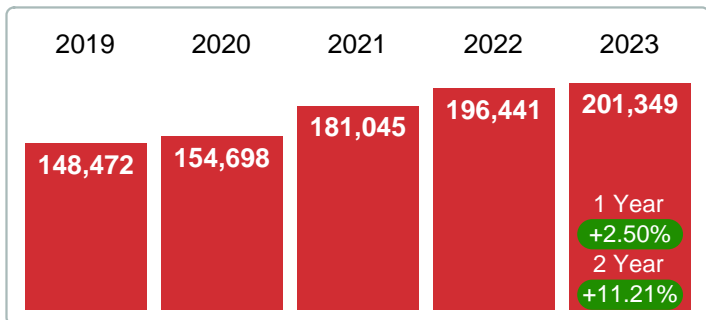
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Nov 13, 2023 for MLS Technology Inc.

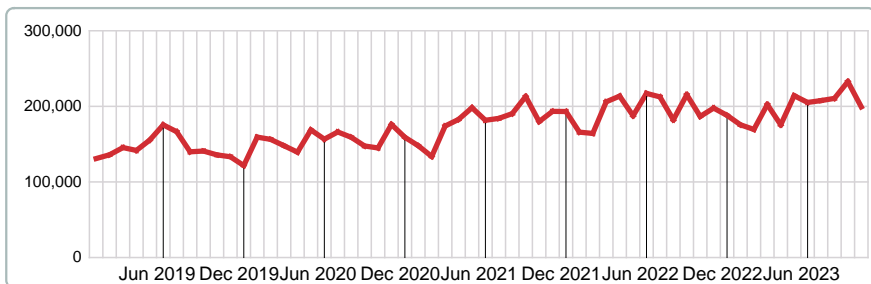
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

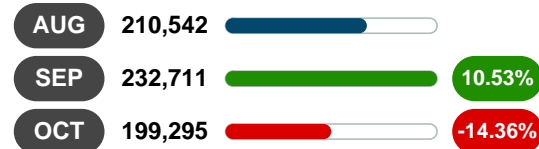


### 3 MONTHS

5 year OCT AVG = 169,322

High Sep 2023 232,711 Low Dec 2019 121,670

Average Sold Price at Closing this month at 199,295 above the 5 yr OCT average of 169,322



### 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	5.88%	27,333	21,000	40,000	0	0
\$50,001 - \$100,000	19.61%	80,590	92,725	72,500	0	0
\$100,001 - \$125,000	5.88%	106,667	110,000	105,000	0	0
\$125,001 - \$200,000	25.49%	153,599	166,733	144,621	195,000	0
\$200,001 - \$250,000	19.61%	232,930	240,000	232,680	231,475	0
\$250,001 - \$400,000	11.76%	309,593	0	277,899	325,440	0
\$400,001 and up	11.76%	462,083	0	442,000	419,000	513,750
<b>Average Sold Price</b>		<b>199,295</b>	<b>114,827</b>	<b>179,707</b>	<b>284,166</b>	<b>513,750</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>199,295</b>	<b>11</b>	<b>28</b>	<b>10</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>10,164,047</b>	<b>1.26M</b>	<b>5.03M</b>	<b>2.84M</b>	<b>1.03M</b>

# October 2023



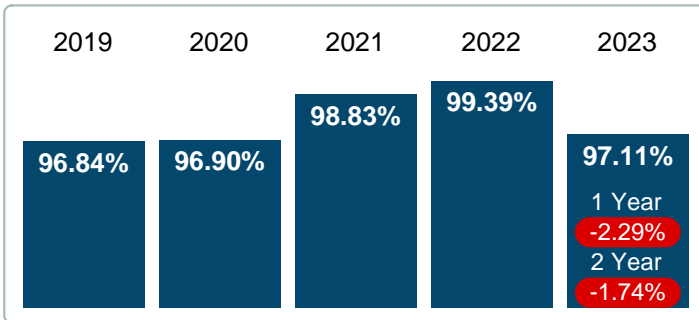
Area Delimited by County Of Washington - Residential Property Type



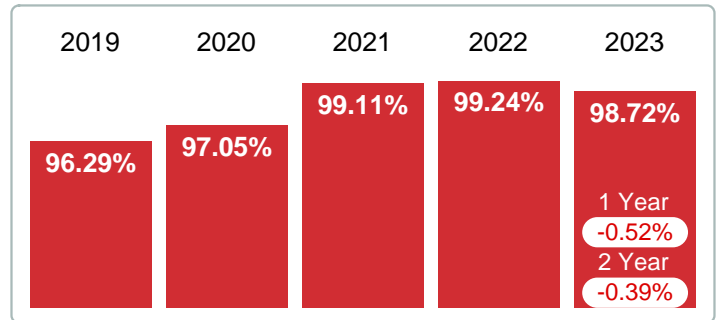
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Nov 13, 2023 for MLS Technology Inc.

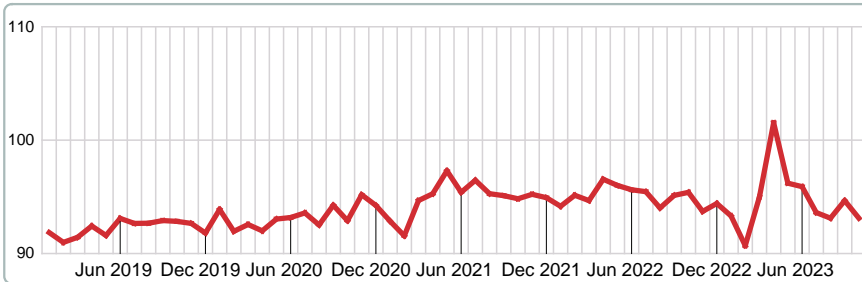
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

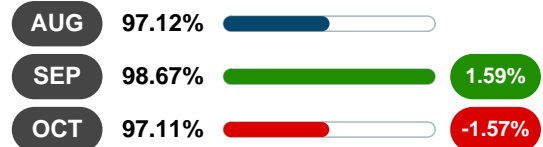


### 3 MONTHS

5 year OCT AVG = 97.81%

High Apr 2023 105.53% Low Feb 2023 94.69%

Average Sold/List Ratio this month at **97.11%**  
below the 5 yr OCT average of **97.81%**



### 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	3	5.88%	89.63%	90.00%	88.89%	0.00%	0.00%	
\$50,001 - \$100,000	10	19.61%	94.08%	97.73%	91.65%	0.00%	0.00%	
\$100,001 - \$125,000	3	5.88%	100.10%	104.76%	97.77%	0.00%	0.00%	
\$125,001 - \$200,000	13	25.49%	97.26%	96.22%	97.59%	97.50%	0.00%	
\$200,001 - \$250,000	10	19.61%	98.88%	91.25%	100.50%	98.77%	0.00%	
\$250,001 - \$400,000	6	11.76%	98.55%	0.00%	98.64%	98.50%	0.00%	
\$400,001 and up	6	11.76%	99.72%	0.00%	99.43%	100.00%	100.00%	
Average Sold/List Ratio		97.10%		95.96%	96.81%	98.66%	100.00%	
Total Closed Units		51	100%	97.10%	11	28	10	2
Total Closed Volume		10,164,047			1.26M	5.03M	2.84M	1.03M

# October 2023



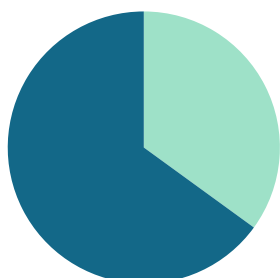
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

Report produced on Nov 13, 2023 for MLS Technology Inc.

### INVENTORY

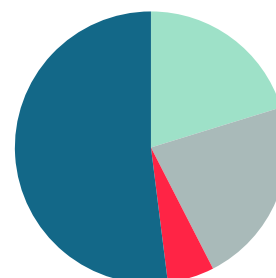


**Inventory**  
 New Listings  
**70 = 35.00%**  
 Start Inventory  
**130**  
 Total Inventory Units  
**200**  
 Volume  
**\$56,372,917**

### Market Activity

Closed Sales  
**51 = 20.24%**  
 Pending Sales  
**56 = 22.22%**  
 Other Off Market  
**14 = 5.56%**  
 Active Inventory  
**131 = 51.98%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	60	51	-15.00%	822	698	-15.09%
Pending Sales	68	56	-17.65%	820	695	-15.24%
New Listings	90	70	-22.22%	974	830	-14.78%
Average List Price	187,223	203,248	8.56%	198,426	203,637	2.63%
Average Sale Price	186,699	199,295	6.75%	196,441	201,349	2.50%
Average Percent of Selling Price to List Price	99.39%	97.11%	-2.29%	99.24%	98.72%	-0.52%
Average Days on Market to Sale	21.38	26.25	22.78%	20.02	23.88	19.24%
Monthly Inventory	152	131	-13.82%	152	131	-13.82%
Months Supply of Inventory	1.86	1.86	0.28%	1.86	1.86	0.28%

**Absorption:** Last 12 months, an Average of **70** Sales/Month

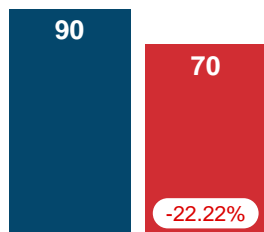
**Inventory** on October 31, 2023 = **131**

**2022** **2023**

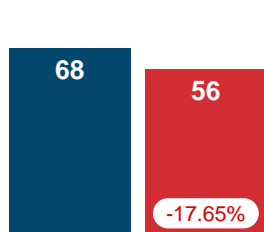
### OCTOBER MARKET

### AVERAGE PRICES

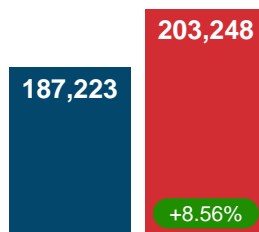
#### New Listings



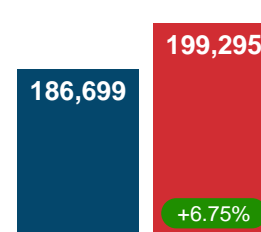
#### Pending Listings



#### List Price



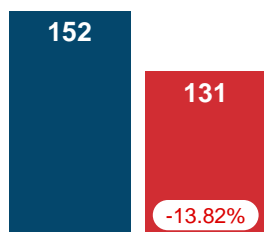
#### Sale Price



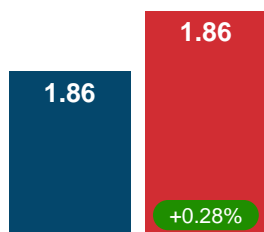
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

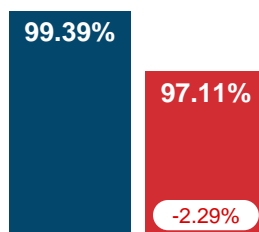
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

