

# October 2023



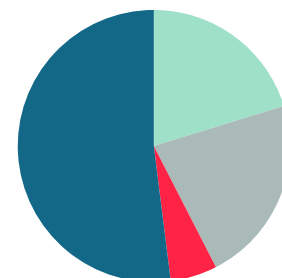
Area Delimited by County Of Washington - Residential Property Type



## 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%
Median List Price	175,200	179,900	2.68%
Median Sale Price	175,000	165,000	-5.71%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	8.00	6.00	-25.00%
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.

#### 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 **5.71%** in October 2023 to \$165,000 versus the previous year at \$175,000.

#### Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 2.00 days or **25.00%** in October 2023 compared to last year's same month at **8.00** DOM.

#### Sales Success for October 2023 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

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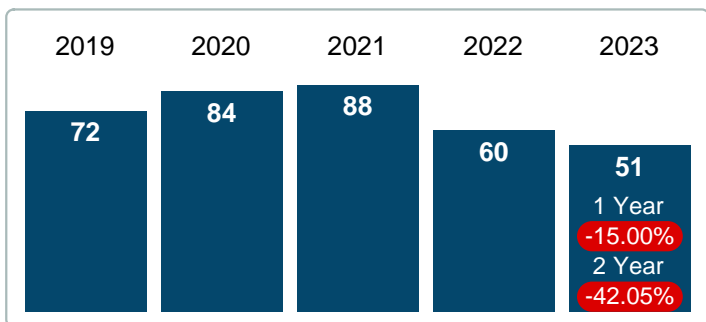
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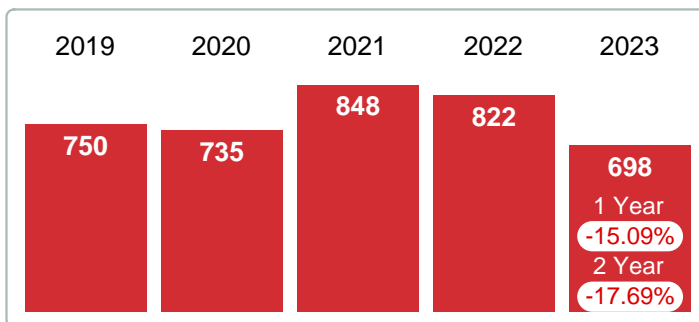
## CLOSED LISTINGS

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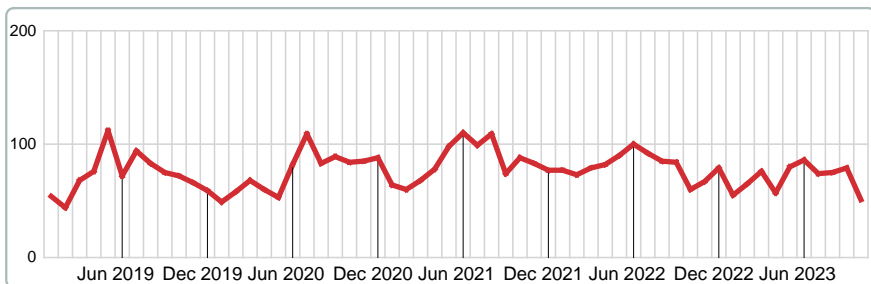
### OCTOBER



### YEAR TO DATE (YTD)

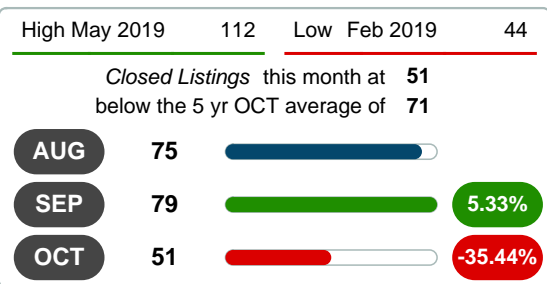


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 71



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.88%	4.0	2	1	0	0
\$50,001 - \$100,000	10	19.61%	8.5	4	6	0	0
\$100,001 - \$125,000	3	5.88%	21.0	1	2	0	0
\$125,001 - \$200,000	13	25.49%	7.0	3	9	1	0
\$200,001 - \$250,000	10	19.61%	9.0	1	5	4	0
\$250,001 - \$400,000	6	11.76%	4.5	0	2	4	0
\$400,001 and up	6	11.76%	3.0	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>6.0</b>	<b>1.26M</b>	<b>5.03M</b>	<b>2.84M</b>	<b>1.03M</b>
<b>Median Closed Price</b>	<b>\$165,000</b>			<b>\$100,000</b>	<b>\$143,500</b>	<b>\$274,000</b>	<b>\$513,750</b>

# October 2023



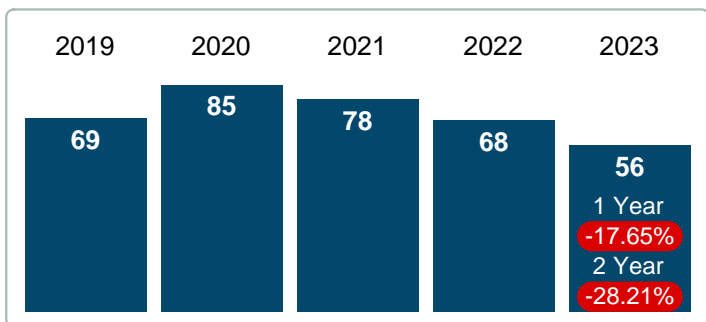
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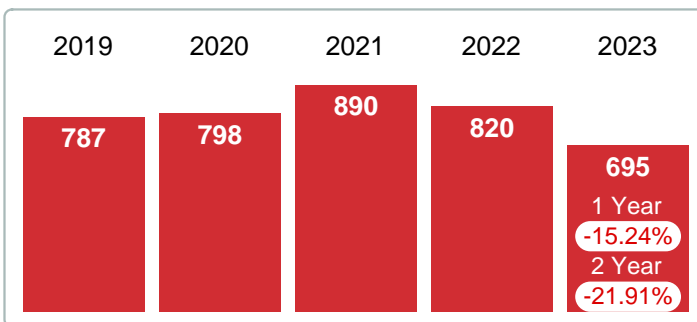
## PENDING LISTINGS

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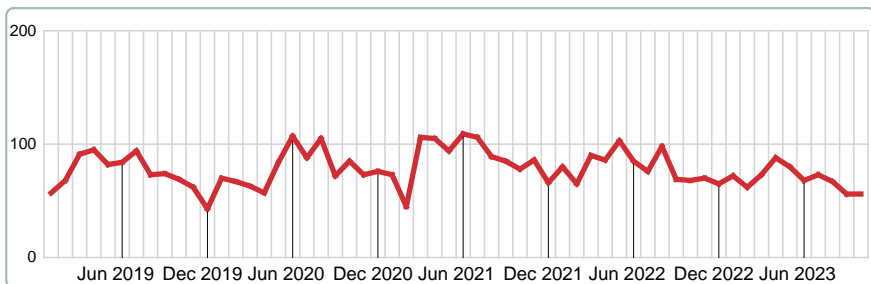
### OCTOBER



### YEAR TO DATE (YTD)

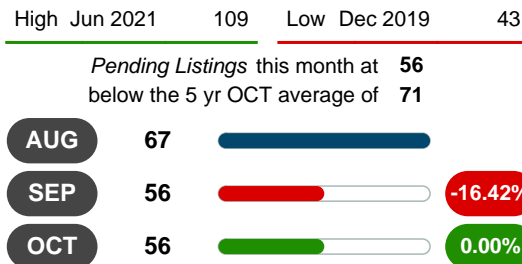


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 71



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	10.71%	18.0	4	2	0	0
\$50,001 - \$75,000	4	7.14%	47.5	4	0	0	0
\$75,001 - \$125,000	10	17.86%	11.5	5	5	0	0
\$125,001 - \$225,000	15	26.79%	13.0	2	10	3	0
\$225,001 - \$275,000	7	12.50%	39.0	1	3	3	0
\$275,001 - \$425,000	8	14.29%	39.5	0	1	7	0
\$425,001 and up	6	10.71%	48.5	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>14.5</b>	<b>2.32M</b>	<b>3.24M</b>	<b>4.92M</b>	<b>1.03M</b>
<b>Median Listing Price</b>	<b>\$179,900</b>			<b>\$77,950</b>	<b>\$145,000</b>	<b>\$290,000</b>	<b>\$513,750</b>

# October 2023



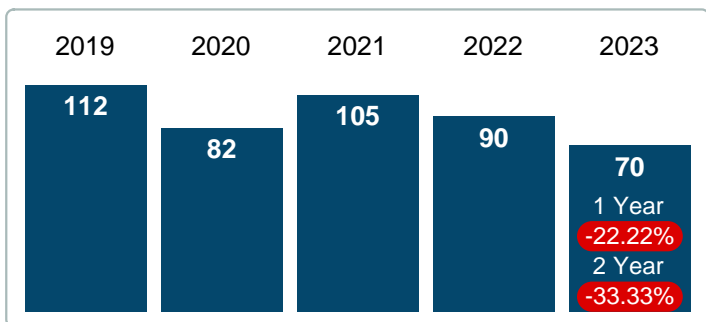
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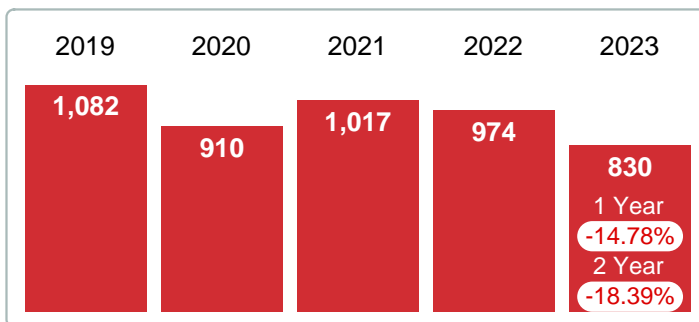
## NEW LISTINGS

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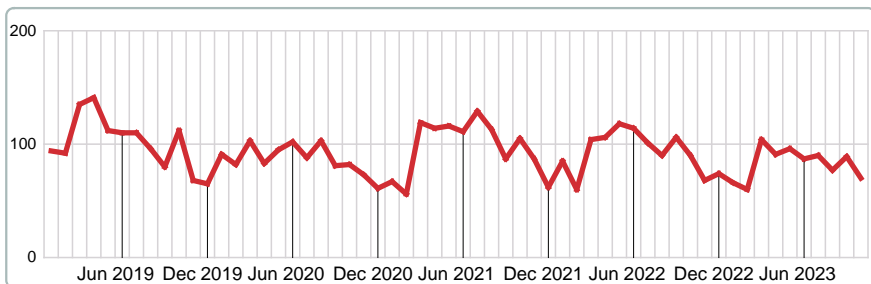
### OCTOBER



### YEAR TO DATE (YTD)

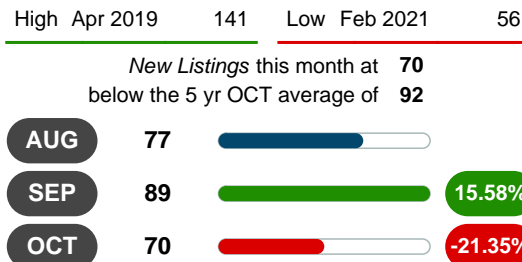


### 5 YEAR MARKET ACTIVITY TRENDS



### 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>Median New Listed Listing Price</b>	<b>\$167,450</b>		<b>\$85,000</b>	<b>\$148,150</b>	<b>\$309,900</b>	<b>\$383,750</b>

# October 2023



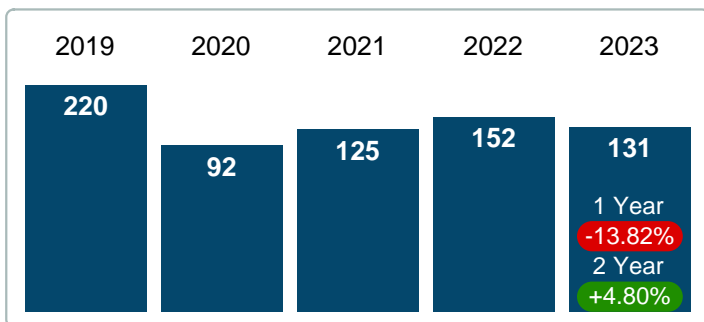
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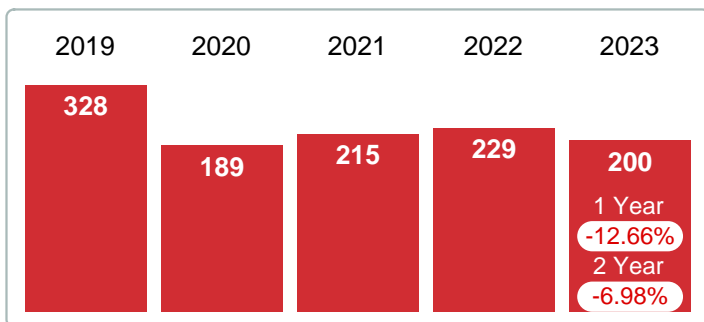
## ACTIVE INVENTORY

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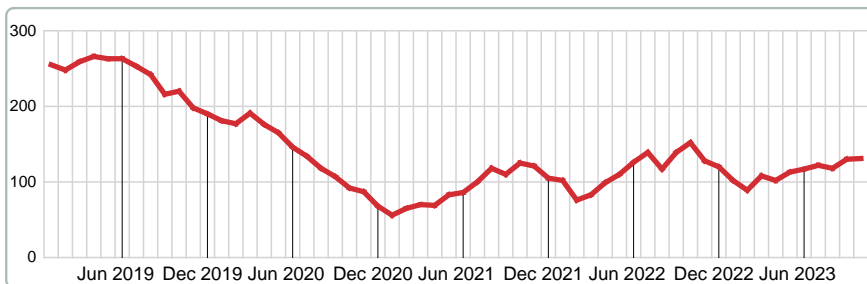
### END OF OCTOBER



### ACTIVE DURING OCTOBER

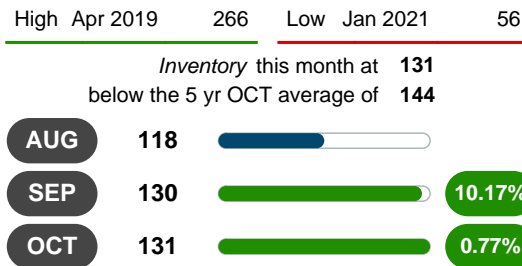


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 144



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	6.11%	60.5	6	2	0	0
\$75,001 - \$125,000	14	10.69%	18.0	6	7	1	0
\$125,001 - \$175,000	18	13.74%	35.5	3	13	2	0
\$175,001 - \$275,000	31	23.66%	37.0	2	16	12	1
\$275,001 - \$375,000	30	22.90%	33.0	1	11	16	2
\$375,001 - \$525,000	15	11.45%	95.0	0	6	6	3
\$525,001 and up	15	11.45%	83.0	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>41.0</b>	<b>3.45M</b>	<b>13.79M</b>	<b>17.59M</b>	<b>6.48M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$269,900</b>			<b>\$95,875</b>	<b>\$196,950</b>	<b>\$299,640</b>	<b>\$449,450</b>

# October 2023



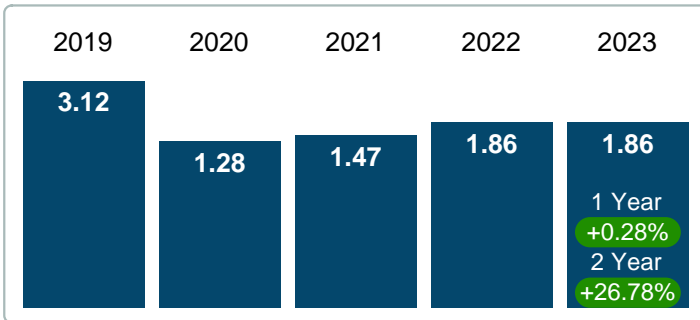
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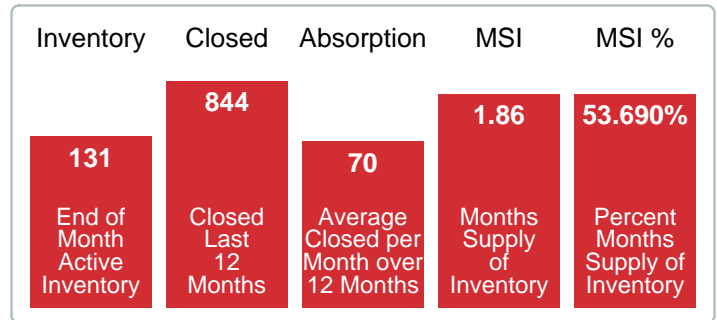
## MONTHS SUPPLY of INVENTORY (MSI)

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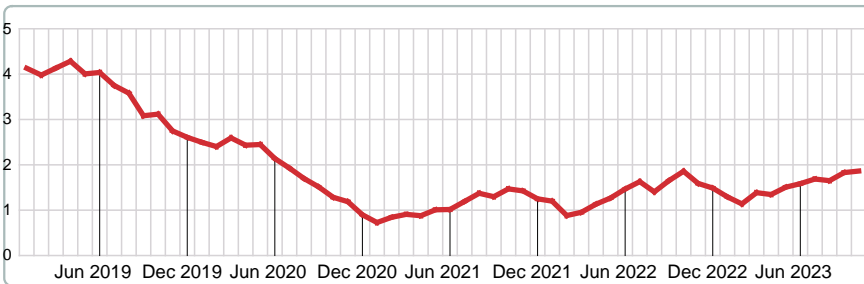
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2023

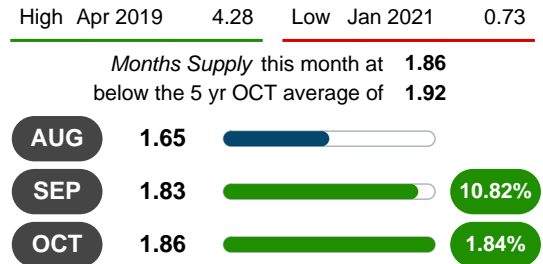


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



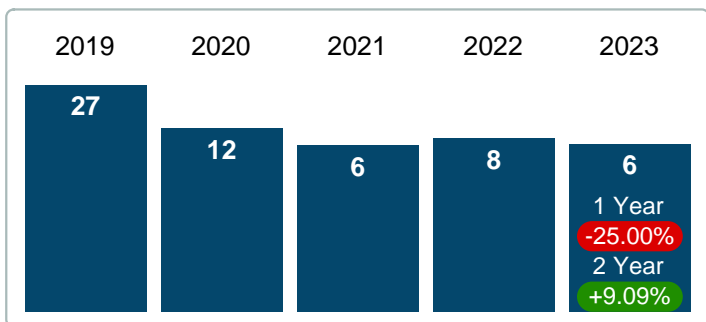
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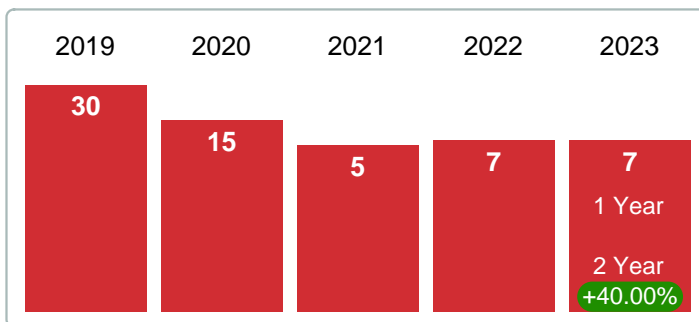
## MEDIAN DAYS ON MARKET TO SALE

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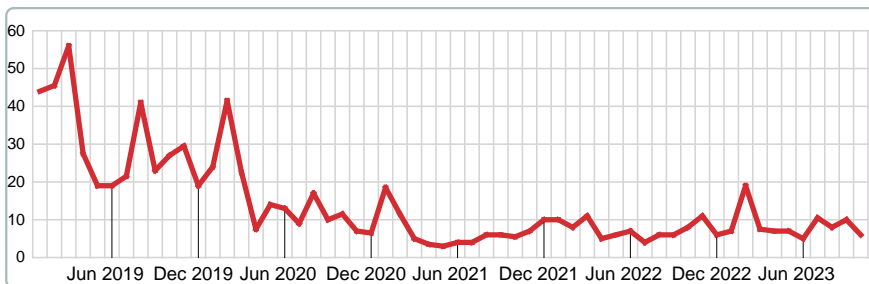
### OCTOBER



### YEAR TO DATE (YTD)

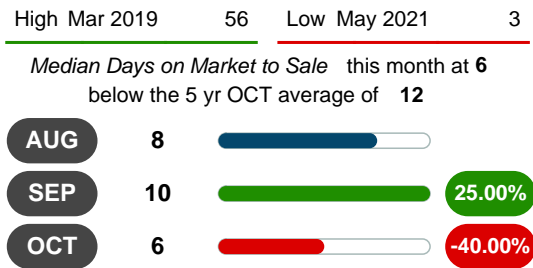


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 12



### 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	5.88%	4	3	71	0	0	
\$50,001 - \$100,000	19.61%	9	7	11	0	0	
\$100,001 - \$125,000	5.88%	21	2	35	0	0	
\$125,001 - \$200,000	25.49%	7	7	3	35	0	
\$200,001 - \$250,000	19.61%	9	28	6	33	0	
\$250,001 - \$400,000	11.76%	5	0	5	5	0	
\$400,001 and up	11.76%	3	0	3	26	2	
Median Closed DOM		6	4	7	17	2	
Total Closed Units	100%	51	6.0	11	28	10	2
Total Closed Volume		10,164,047		1.26M	5.03M	2.84M	1.03M



# October 2023



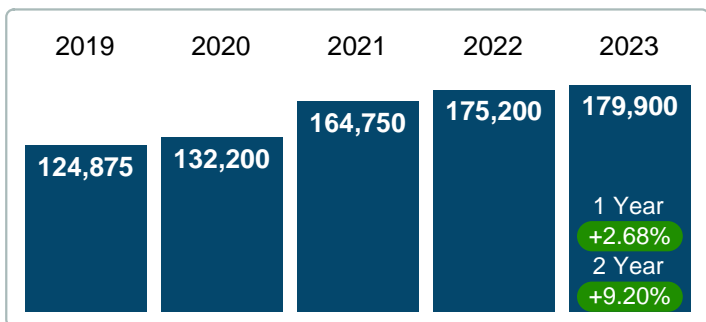
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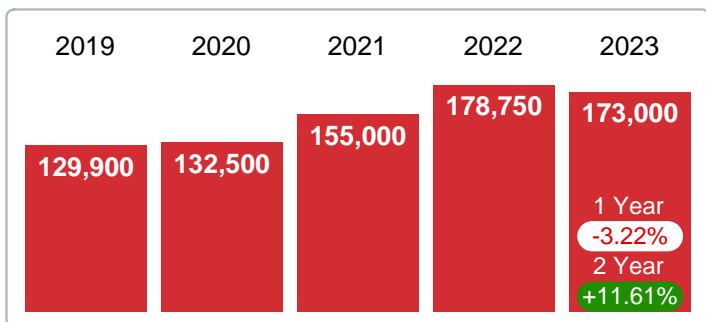
## MEDIAN LIST PRICE AT CLOSING

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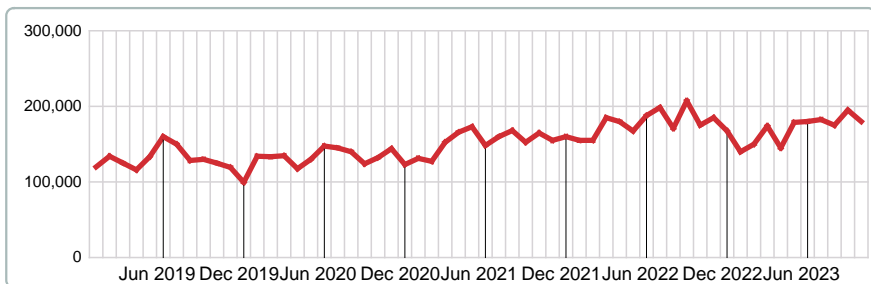
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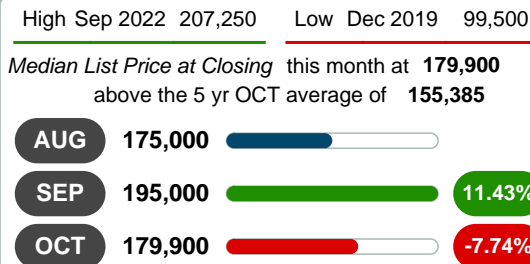


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 155,385



### 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	3	30,000	22,500	45,000	0	0
\$50,001 - \$100,000	8	84,950	93,000	69,000	0	0
\$100,001 - \$125,000	6	107,450	107,500	107,400	0	0
\$125,001 - \$200,000	13	167,500	179,900	145,000	200,000	0
\$200,001 - \$250,000	8	240,000	0	245,000	219,500	0
\$250,001 - \$400,000	7	310,000	263,000	315,000	310,000	0
\$400,001 and up	6	448,750	0	425,000	419,000	513,750
<b>Median List Price</b>		<b>179,900</b>	<b>105,000</b>	<b>140,500</b>	<b>279,250</b>	<b>513,750</b>
<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>10,365,660</b>	<b>1.32M</b>	<b>5.14M</b>	<b>2.88M</b>	<b>1.03M</b>



# October 2023



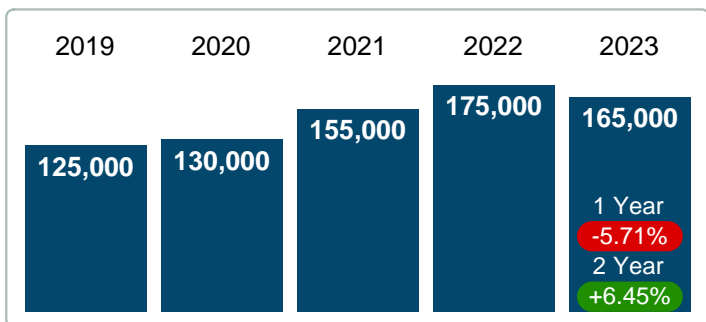
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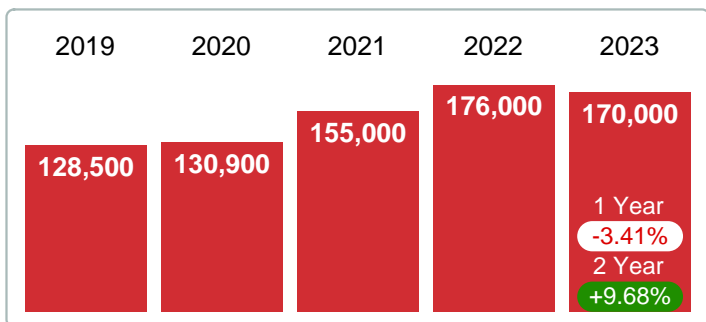
## MEDIAN SOLD PRICE AT CLOSING

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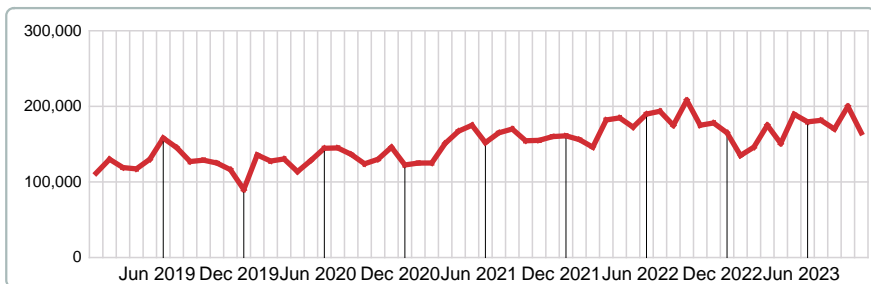
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

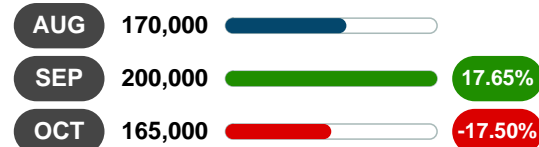


### 3 MONTHS

5 year OCT AVG = 150,000

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

Median Sold Price at Closing this month at **165,000** above the 5 yr OCT average of **150,000**



### 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	5.88%	30,000	21,000	40,000	0	0
\$50,001 - \$100,000	19.61%	82,450	95,500	69,000	0	0
\$100,001 - \$125,000	5.88%	107,000	110,000	105,000	0	0
\$125,001 - \$200,000	25.49%	152,200	168,000	142,000	195,000	0
\$200,001 - \$250,000	19.61%	237,500	240,000	235,000	231,000	0
\$250,001 - \$400,000	11.76%	304,399	0	277,899	324,500	0
\$400,001 and up	11.76%	449,750	0	427,000	419,000	513,750
<b>Median Sold Price</b>		<b>165,000</b>	<b>100,000</b>	<b>143,500</b>	<b>274,000</b>	<b>513,750</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>165,000</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



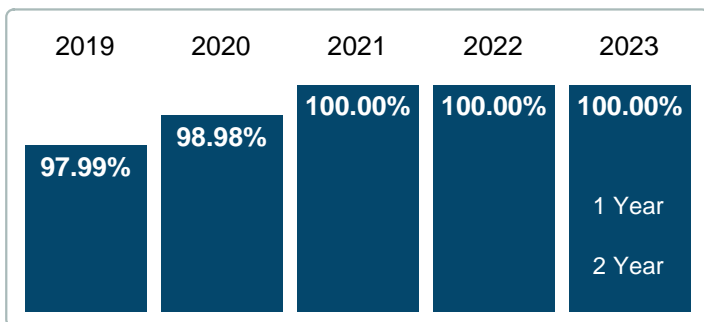
Area Delimited by County Of Washington - Residential Property Type



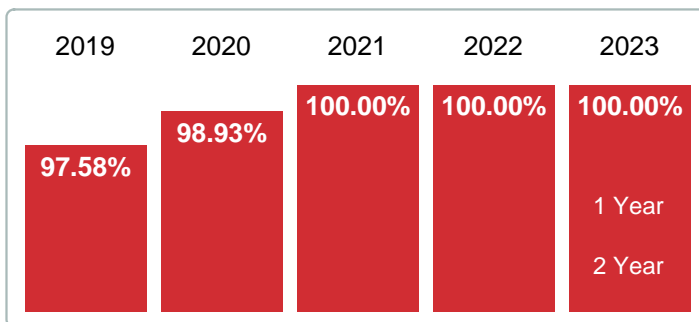
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

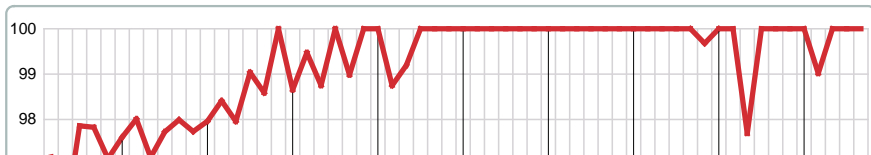
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 99.40%

High Oct 2023 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%** above the 5 yr OCT average of **99.40%**

**AUG** 100.00%  
**SEP** 100.00%  
**OCT** 100.00%

0.00%  
 0.00%

### 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	3	5.88%	88.89%	90.00%	88.89%	0.00%	0.00%	
\$50,001 - \$100,000	10	19.61%	96.47%	100.00%	90.44%	0.00%	0.00%	
\$100,001 - \$125,000	3	5.88%	98.19%	104.76%	97.77%	0.00%	0.00%	
\$125,001 - \$200,000	13	25.49%	100.00%	93.39%	100.00%	97.50%	0.00%	
\$200,001 - \$250,000	10	19.61%	99.49%	91.25%	100.00%	98.63%	0.00%	
\$250,001 - \$400,000	6	11.76%	98.62%	0.00%	98.64%	98.62%	0.00%	
\$400,001 and up	6	11.76%	100.00%	0.00%	100.00%	100.00%	100.00%	
Median Sold/List Ratio		100.00%		100.00%	99.50%	98.63%	100.00%	
Total Closed Units		51	100%	100.00%	11	28	10	2
Total Closed Volume		10,164,047			1.26M	5.03M	2.84M	1.03M

# October 2023



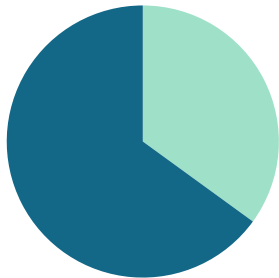
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

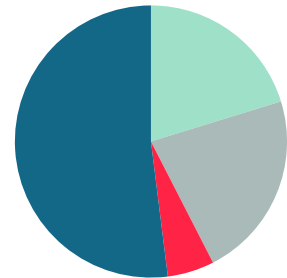


**Inventory**  
 New Listings  
**70 = 35.00%**  
 Start Inventory  
**130**  
 Total Inventory Units  
**200**  
 Volume  
**\$56,372,917**

### 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%
Median List Price	175,200	179,900	2.68%	178,750	173,000	-3.22%
Median Sale Price	175,000	165,000	-5.71%	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	8.00	6.00	-25.00%	7.00	7.00	0.00%
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

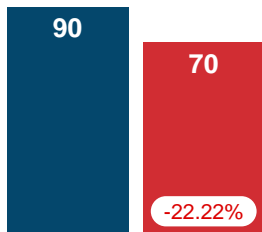
**Inventory** on October 31, 2023 = **131**

**2022** **2023**

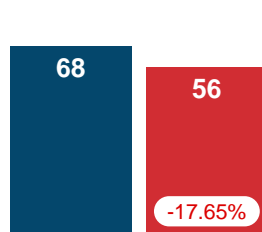
### OCTOBER MARKET

### MEDIAN PRICES

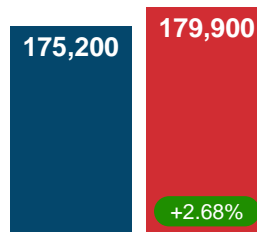
#### New Listings



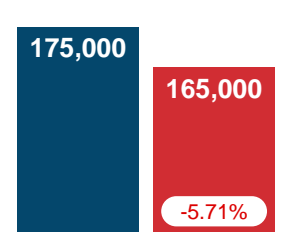
#### Pending Listings



#### List Price



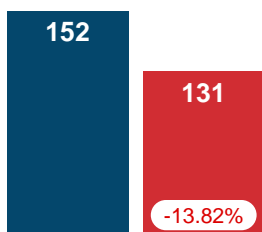
#### Sale Price



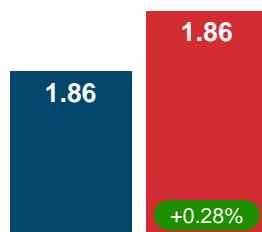
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

