

November 2023



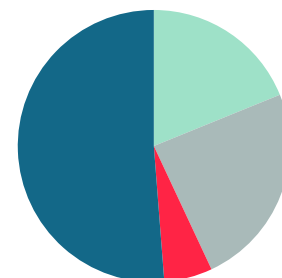
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2022	2023	+/-%
Closed Listings	67	46	-31.34%
Pending Listings	70	59	-15.71%
New Listings	68	60	-11.76%
Average List Price	202,887	201,103	-0.88%
Average Sale Price	197,705	196,045	-0.84%
Average Percent of Selling Price to List Price	97.72%	96.56%	-1.18%
Average Days on Market to Sale	26.49	44.43	67.73%
End of Month Inventory	128	125	-2.34%
Months Supply of Inventory	1.59	1.82	14.62%



■ Closed (18.85%)
■ Pending (24.18%)
■ Other OffMarket (5.74%)
■ Active (51.23%)

Absorption: Last 12 months, an Average of **69** Sales/Month
Active Inventory as of November 30, 2023 = **125**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2023 decreased **2.34%** to 125 existing homes available for sale. Over the last 12 months this area has had an average of 69 closed sales per month. This represents an unsold inventory index of **1.82** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **0.84%** in November 2023 to \$196,045 versus the previous year at \$197,705.

Average Days on Market Lengthens

The average number of **44.43** days that homes spent on the market before selling increased by 17.94 days or **67.73%** in November 2023 compared to last year's same month at **26.49** DOM.

Sales Success for November 2023 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 60 New Listings in November 2023, down **11.76%** from last year at 68. Furthermore, there were 46 Closed Listings this month versus last year at 67, a **-31.34%** decrease.

Closed versus Listed trends yielded a **76.7%** ratio, down from previous year's, November 2022, at **98.5%**, a **22.19%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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

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



Area Delimited by County Of Washington - Residential Property Type

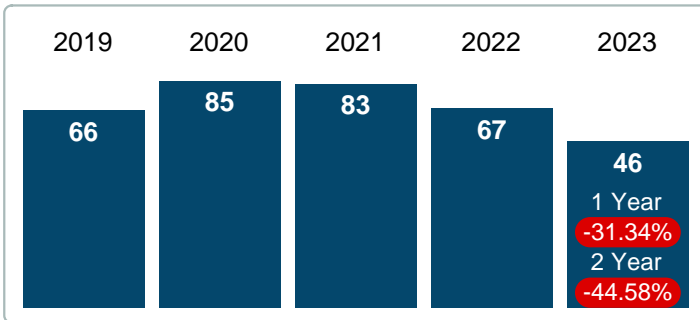


November 2023

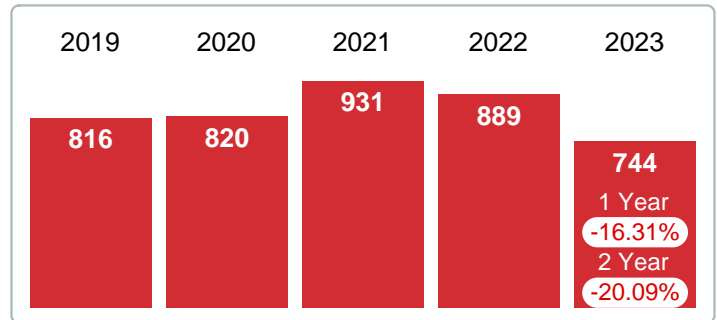
CLOSED LISTINGS

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

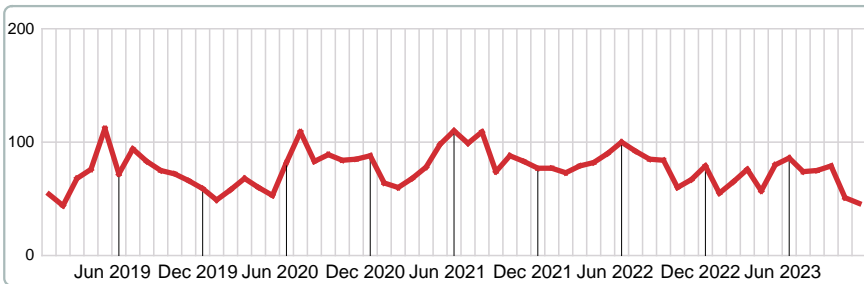
NOVEMBER



YEAR TO DATE (YTD)

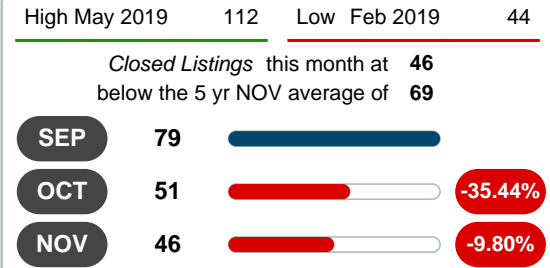


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 69



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	6.52%	30.0	2	1	0	0
\$25,001 - \$75,000	6	13.04%	70.8	4	2	0	0
\$75,001 - \$100,000	7	15.22%	16.4	3	3	1	0
\$100,001 - \$175,000	10	21.74%	23.2	2	8	0	0
\$175,001 - \$250,000	6	13.04%	37.8	0	5	1	0
\$250,001 - \$325,000	8	17.39%	54.9	1	1	6	0
\$325,001 and up	6	13.04%	86.0	1	1	4	0
Total Closed Units	46			13	21	12	0
Total Closed Volume	9,018,047	100%	44.4	1.36M	3.12M	4.53M	0.00B
Average Closed Price	\$196,045			\$104,905	\$148,756	\$377,533	\$0

November 2023



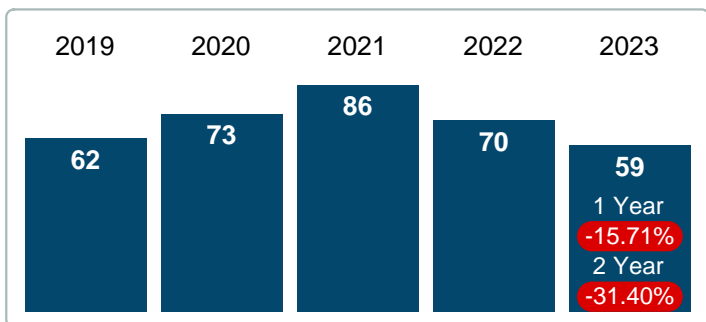
Area Delimited by County Of Washington - Residential Property Type



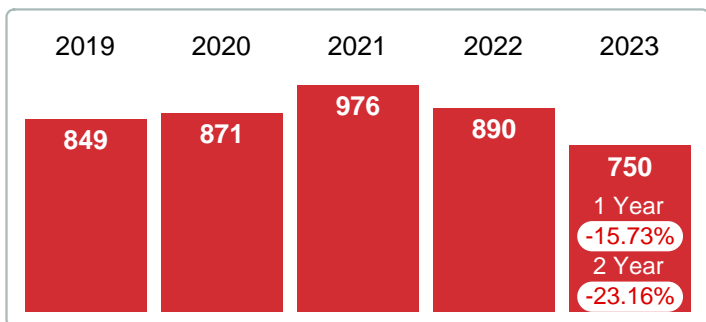
PENDING LISTINGS

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

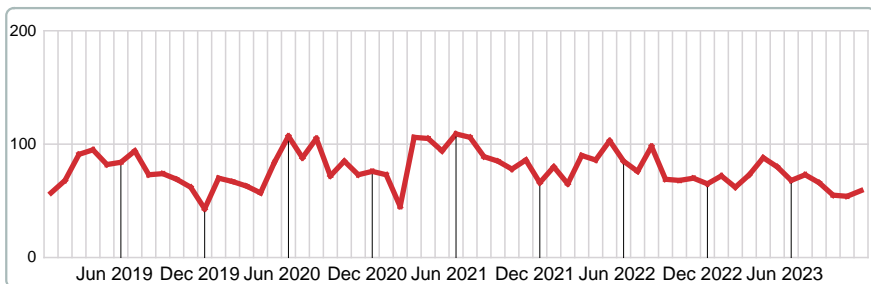
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 70

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at **59**
 below the 5 yr NOV average of **70**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	10.17%	42.0	4	1	1	0
\$75,001 - \$100,000	8	13.56%	28.9	4	4	0	0
\$100,001 - \$150,000	9	15.25%	14.9	0	7	2	0
\$150,001 - \$225,000	13	22.03%	52.8	1	10	2	0
\$225,001 - \$325,000	12	20.34%	34.3	1	2	8	1
\$325,001 - \$400,000	5	8.47%	58.6	0	3	1	1
\$400,001 and up	6	10.17%	93.0	1	1	4	0
Total Pending Units	59			11	28	18	2
Total Pending Volume	12,846,640	100%	39.7	1.69M	5.22M	5.28M	655.00K
Average Listing Price	\$179,272			\$153,614	\$186,548	\$293,252	\$327,500

November 2023



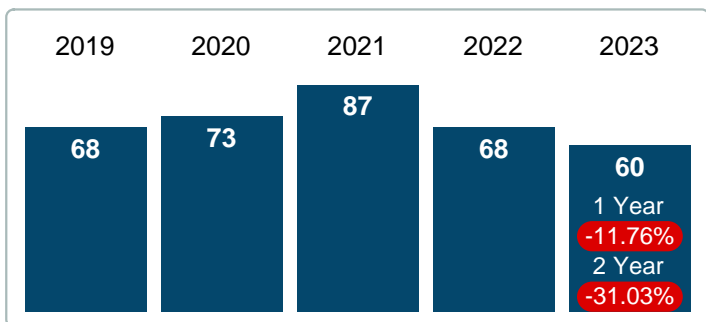
Area Delimited by County Of Washington - Residential Property Type



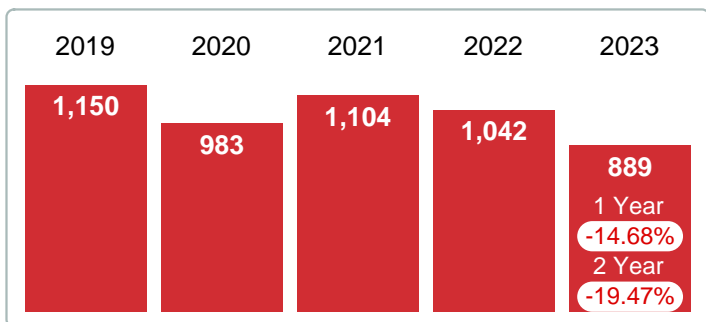
NEW LISTINGS

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

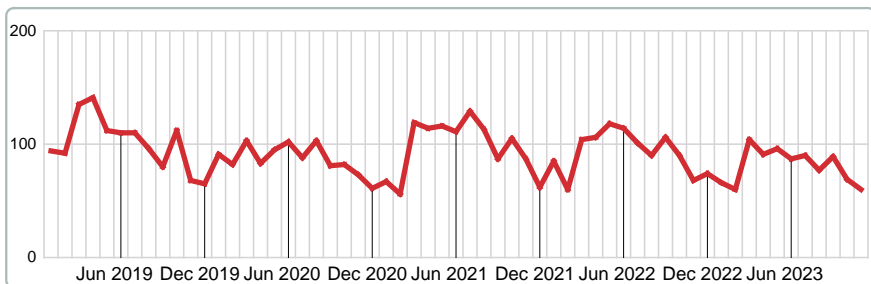
NOVEMBER



YEAR TO DATE (YTD)

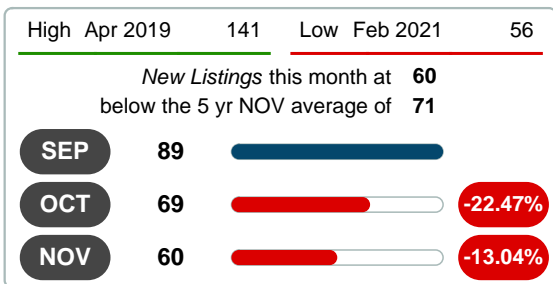


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 71



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	6	10.00%	3	3	0	0
\$70,001 - \$100,000	8	13.33%	3	3	2	0
\$100,001 - \$160,000	8	13.33%	1	7	0	0
\$160,001 - \$240,000	15	25.00%	3	9	3	0
\$240,001 - \$310,000	10	16.67%	0	3	6	1
\$310,001 - \$390,000	6	10.00%	1	1	4	0
\$390,001 and up	7	11.67%	0	3	3	1
Total New Listed Units	60		11	29	18	2
Total New Listed Volume	13,912,299	100%	1.40M	5.50M	5.25M	1.76M
Average New Listed Listing Price	\$145,000		\$126,918	\$189,824	\$291,739	\$880,000

November 2023



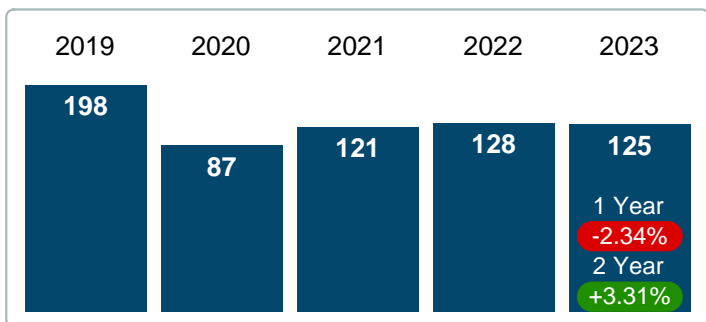
Area Delimited by County Of Washington - Residential Property Type



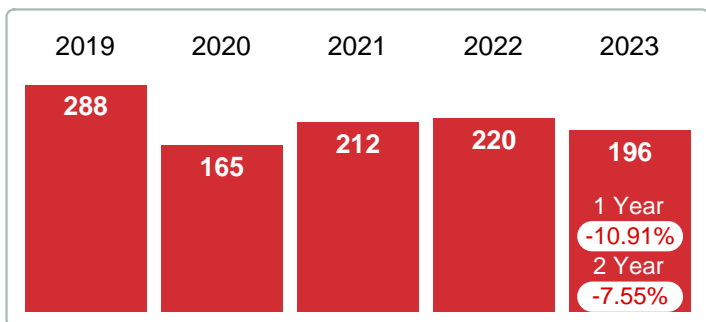
ACTIVE INVENTORY

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

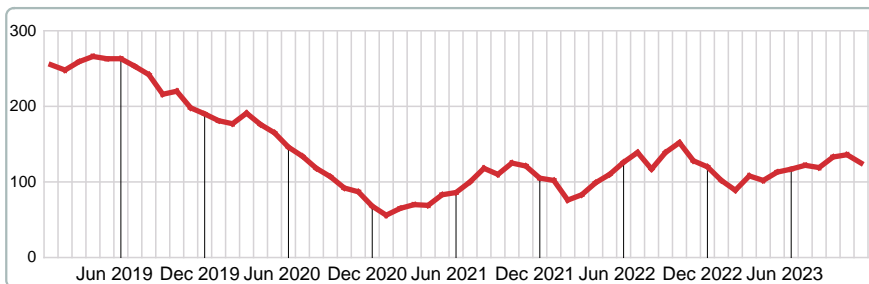
END OF NOVEMBER



ACTIVE DURING NOVEMBER

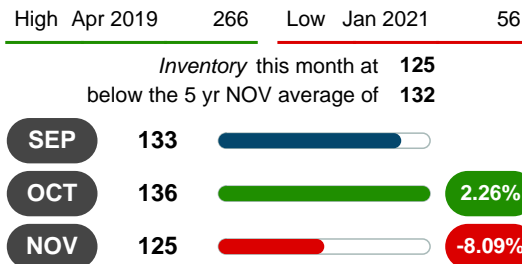


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 132



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	11	8.80%	52.0	5	5	1	0
\$75,001 - \$150,000	16	12.80%	53.2	8	8	0	0
\$150,001 - \$175,000	12	9.60%	52.4	2	8	2	0
\$175,001 - \$275,000	34	27.20%	57.5	2	17	13	2
\$275,001 - \$350,000	22	17.60%	62.0	1	9	11	1
\$350,001 - \$500,000	17	13.60%	65.8	0	7	8	2
\$500,001 and up	13	10.40%	77.2	0	2	6	5
Total Active Inventory by Units	125			18	56	41	10
Total Active Inventory by Volume	39,210,269	100%	59.9	2.06M	13.55M	16.06M	7.53M
Average Active Inventory Listing Price	\$313,682			\$114,544	\$242,005	\$391,824	\$753,140

November 2023



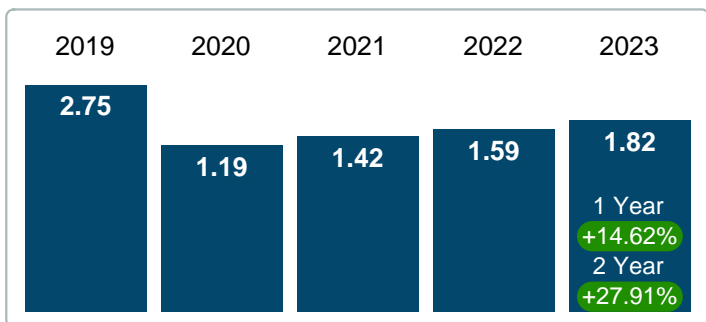
Area Delimited by County Of Washington - Residential Property Type



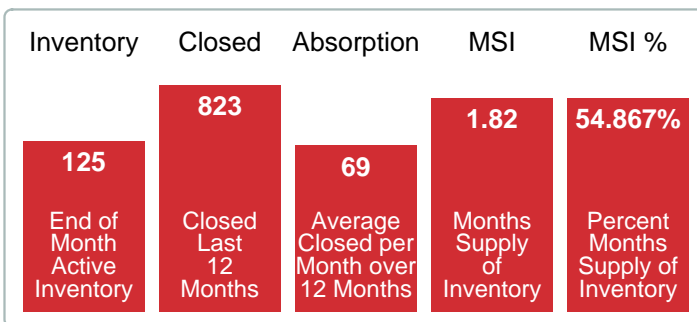
MONTHS SUPPLY of INVENTORY (MSI)

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

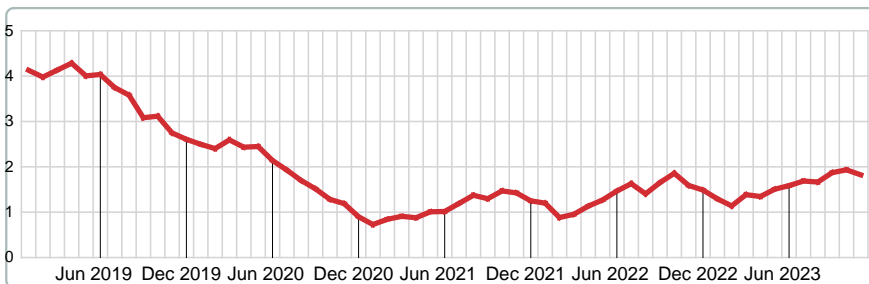
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2023



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1.75

High Apr 2019 4.28 Low Jan 2021 0.73

Months Supply this month at 1.82 above the 5 yr NOV average of 1.75



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	11	8.80%	1.14	1.09	1.05	3.00	0.00
\$75,001 - \$150,000	16	12.80%	0.81	1.50	0.62	0.00	0.00
\$150,001 - \$175,000	12	9.60%	1.69	2.67	1.45	2.40	0.00
\$175,001 - \$275,000	34	27.20%	2.06	3.43	1.65	2.74	2.40
\$275,001 - \$350,000	22	17.60%	2.75	12.00	4.70	1.97	2.40
\$350,001 - \$500,000	17	13.60%	3.34	0.00	5.25	2.74	2.40
\$500,001 and up	13	10.40%	5.20	0.00	4.00	5.54	5.45
Market Supply of Inventory (MSI)			1.82	1.59	1.50	2.47	3.00
Total Active Inventory by Units		100%	1.82	18	56	41	10

November 2023



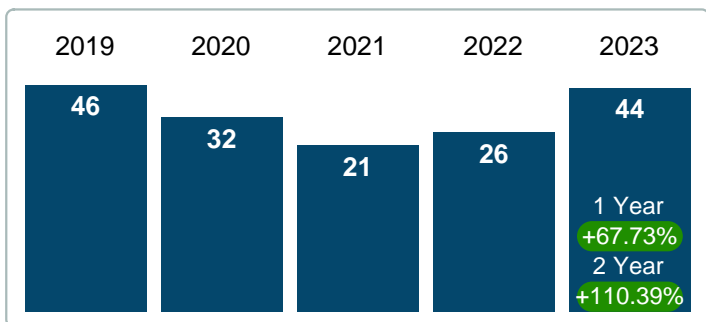
Area Delimited by County Of Washington - Residential Property Type



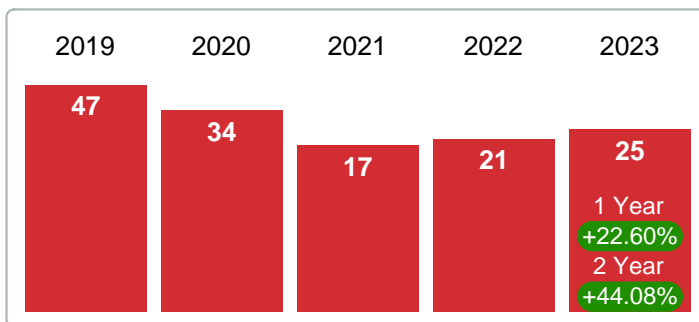
AVERAGE DAYS ON MARKET TO SALE

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

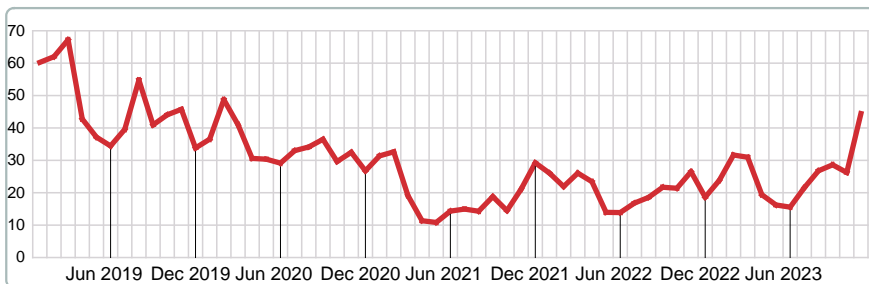
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

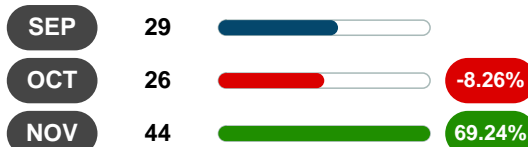


3 MONTHS

5 year NOV AVG = 34

High Mar 2019 67 Low May 2021 11

Average Days on Market to Sale this month at 44 above the 5 yr NOV average of 34



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
\$25,000 and less	6.52%	30	43	5	0	0
\$25,001 - \$75,000	13.04%	71	61	91	0	0
\$75,001 - \$100,000	15.22%	16	11	27	1	0
\$100,001 - \$175,000	21.74%	23	13	26	0	0
\$175,001 - \$250,000	13.04%	38	0	33	60	0
\$250,001 - \$325,000	17.39%	55	3	29	68	0
\$325,001 and up	13.04%	86	2	89	106	0
Average Closed DOM		44	30	36	74	0
Total Closed Units	100%	44	13	21	12	
Total Closed Volume		9,018,047	1.36M	3.12M	4.53M	0.00B

November 2023



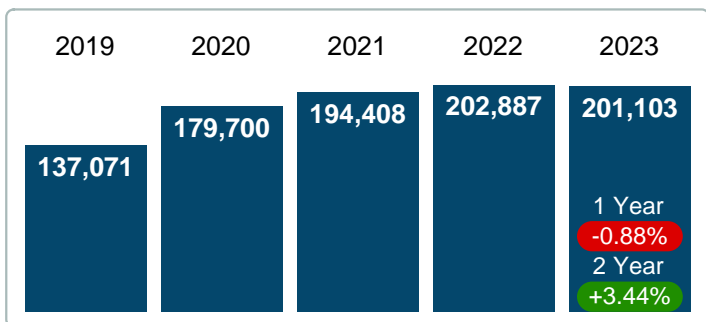
Area Delimited by County Of Washington - Residential Property Type



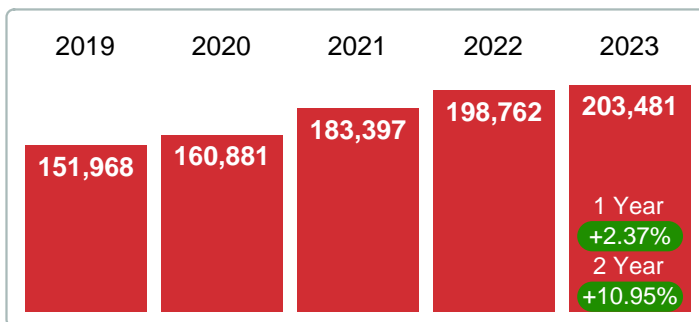
AVERAGE LIST PRICE AT CLOSING

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

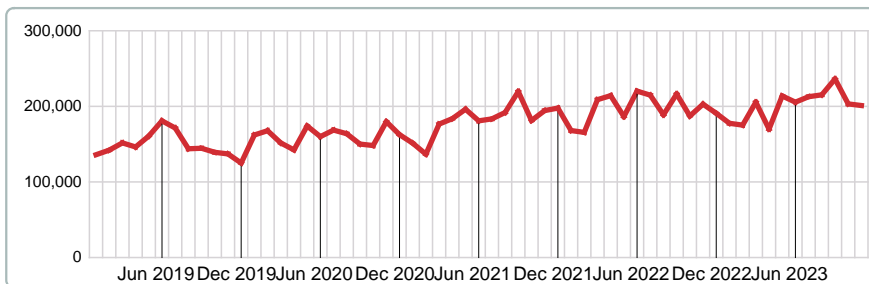
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

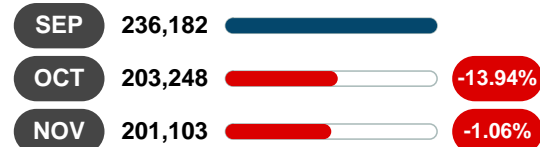


3 MONTHS

5 year NOV AVG = 183,034

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

Average List Price at Closing this month at **201,103** above the 5 yr NOV average of **183,034**



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
\$25,000 and less	1	2.17%	13,000	32,500	13,000	0	0
\$25,001 - \$75,000	8	17.39%	48,425	62,725	36,250	0	0
\$75,001 - \$100,000	6	13.04%	83,983	81,633	86,000	105,000	0
\$100,001 - \$175,000	10	21.74%	132,810	124,950	144,138	0	0
\$175,001 - \$250,000	8	17.39%	212,350	0	215,800	189,900	0
\$250,001 - \$325,000	8	17.39%	292,455	250,000	280,000	289,107	0
\$325,001 and up	5	10.87%	595,980	325,000	345,000	658,725	0
Average List Price			201,103	106,592	152,410	388,703	0
Total Closed Units		100%	201,103	13	21	12	0
Total Closed Volume				1.39M	3.20M	4.66M	0.00B

November 2023



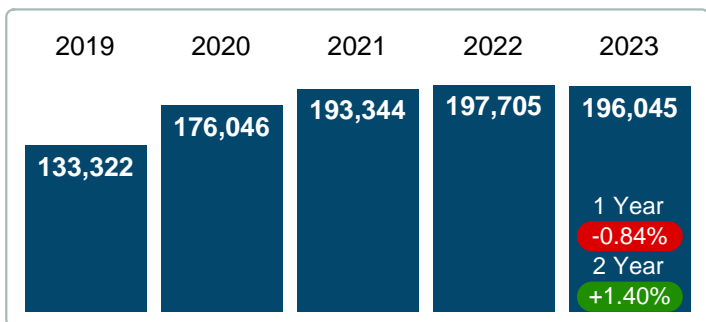
Area Delimited by County Of Washington - Residential Property Type



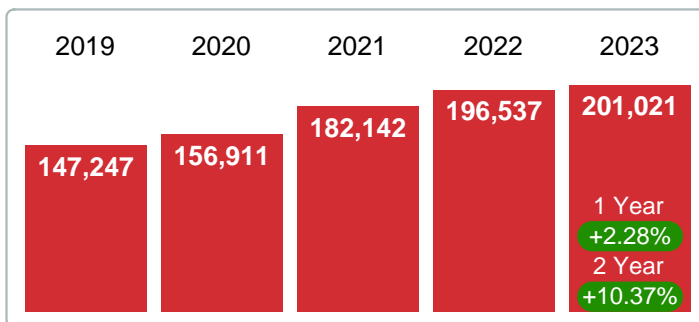
AVERAGE SOLD PRICE AT CLOSING

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

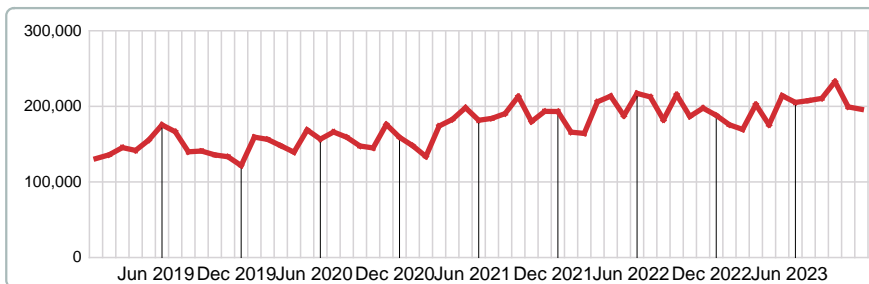
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

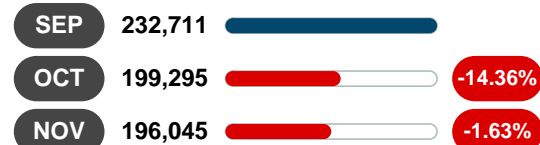


3 MONTHS

5 year NOV AVG = 179,292

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

Average Sold Price at Closing this month at **196,045**
above the 5 yr NOV average of **179,292**



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
\$25,000 and less	6.52%	21,333	25,000	14,000	0	0
\$25,001 - \$75,000	13.04%	47,417	56,125	30,000	0	0
\$75,001 - \$100,000	15.22%	85,121	81,333	84,117	99,500	0
\$100,001 - \$175,000	21.74%	139,063	127,635	141,920	0	0
\$175,001 - \$250,000	13.04%	209,817	0	212,800	194,900	0
\$250,001 - \$325,000	17.39%	280,249	260,000	263,000	286,499	0
\$325,001 and up	13.04%	530,362	330,000	335,172	629,250	0
Average Sold Price		196,045	104,905	148,756	377,533	0
Total Closed Units	100%	196,045	13	21	12	0
Total Closed Volume		9,018,047	1.36M	3.12M	4.53M	0.00B

November 2023



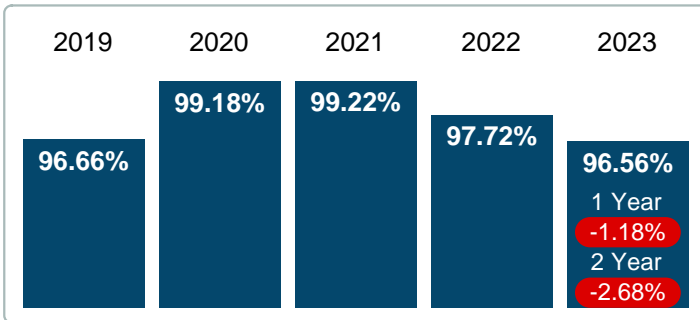
Area Delimited by County Of Washington - Residential Property Type



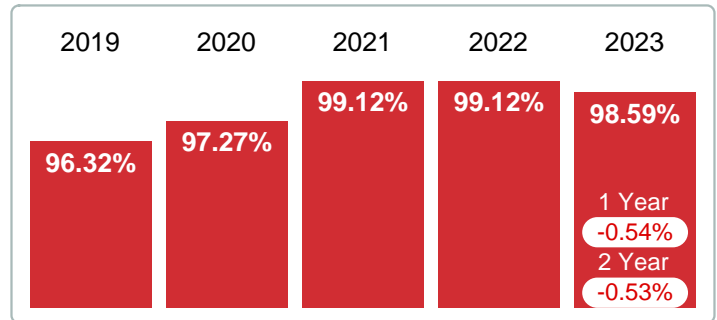
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

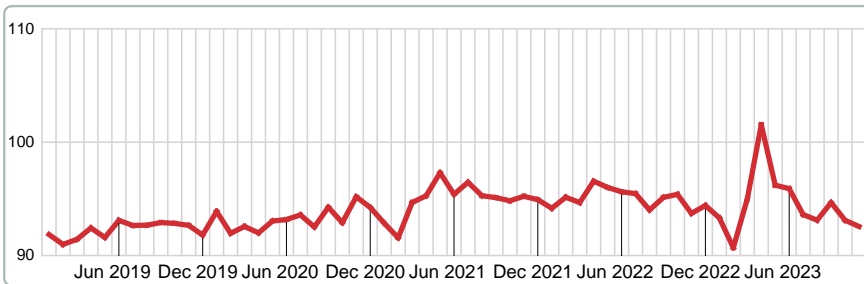
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

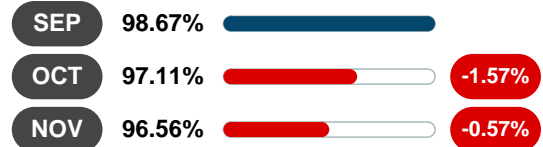


3 MONTHS

5 year NOV AVG = 97.87%

High Apr 2023 105.53% Low Feb 2023 94.69%

Average Sold/List Ratio this month at **96.56%**
below the 5 yr NOV average of **97.87%**



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
\$25,000 and less	3	6.52%	87.48%	77.38%	107.69%	0.00%	0.00%
\$25,001 - \$75,000	6	13.04%	87.35%	89.19%	83.65%	0.00%	0.00%
\$75,001 - \$100,000	7	15.22%	98.19%	99.91%	97.62%	94.76%	0.00%
\$100,001 - \$175,000	10	21.74%	99.25%	102.15%	98.53%	0.00%	0.00%
\$175,001 - \$250,000	6	13.04%	99.26%	0.00%	98.59%	102.63%	0.00%
\$250,001 - \$325,000	8	17.39%	99.04%	104.00%	93.93%	99.06%	0.00%
\$325,001 and up	6	13.04%	97.91%	101.54%	97.15%	97.19%	0.00%
Average Sold/List Ratio		96.60%		93.93%	97.15%	98.38%	0.00%
Total Closed Units		46	100%	13	21	12	
Total Closed Volume		9,018,047		1.36M	3.12M	4.53M	0.00B

November 2023



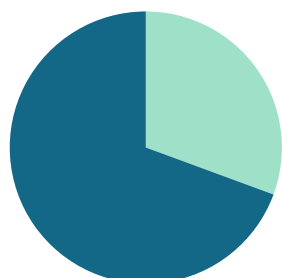
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

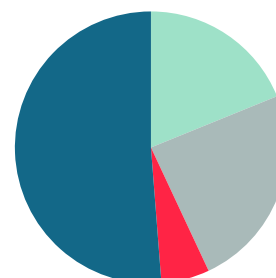


Inventory
 New Listings
60 = 30.61%
 Start Inventory
136
 Total Inventory Units
196
 Volume
\$55,705,809

Market Activity

Closed Sales
46 = 18.85%
 Pending Sales
59 = 24.18%
 Other Off Market
14 = 5.74%
 Active Inventory
125 = 51.23%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	67	46	-31.34%	889	744	-16.31%
Pending Sales	70	59	-15.71%	890	750	-15.73%
New Listings	68	60	-11.76%	1,042	889	-14.68%
Average List Price	202,887	201,103	-0.88%	198,762	203,481	2.37%
Average Sale Price	197,705	196,045	-0.84%	196,537	201,021	2.28%
Average Percent of Selling Price to List Price	97.72%	96.56%	-1.18%	99.12%	98.59%	-0.54%
Average Days on Market to Sale	26.49	44.43	67.73%	20.51	25.15	22.60%
Monthly Inventory	128	125	-2.34%	128	125	-2.34%
Months Supply of Inventory	1.59	1.82	14.62%	1.59	1.82	14.62%

Absorption: Last 12 months, an Average of **69** Sales/Month

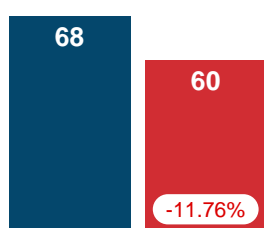
Inventory on November 30, 2023 = **125**

2022 **2023**

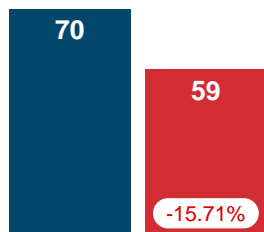
NOVEMBER MARKET

AVERAGE PRICES

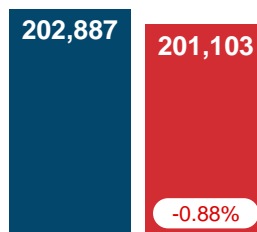
New Listings



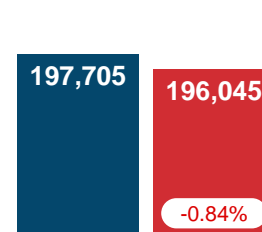
Pending Listings



List Price



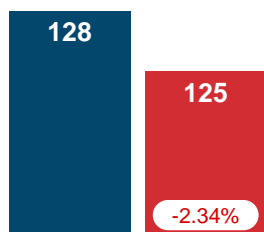
Sale Price



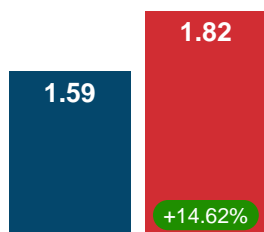
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

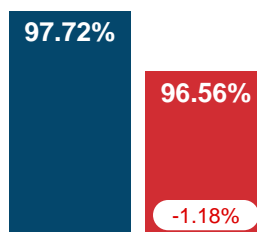
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

