

# November 2023



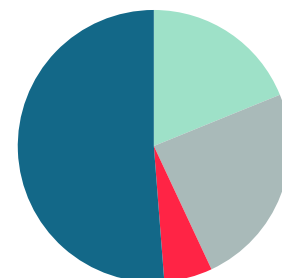
Area Delimited by County Of Washington - Residential Property Type



## 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%
Median List Price	185,000	152,650	-17.49%
Median Sale Price	178,000	150,650	-15.37%
Median Percent of Selling Price to List Price	99.68%	98.82%	-0.86%
Median Days on Market to Sale	11.00	21.00	90.91%
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.

#### 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 **15.37%** in November 2023 to \$150,650 versus the previous year at \$178,000.

#### Median Days on Market Lengthens

The median number of **21.00** days that homes spent on the market before selling increased by 10.00 days or **90.91%** in November 2023 compared to last year's same month at **11.00** DOM.

#### Sales Success for November 2023 is Positive

Overall, with Median 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

<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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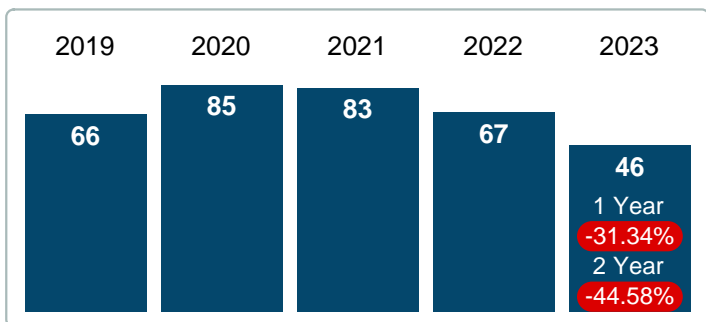
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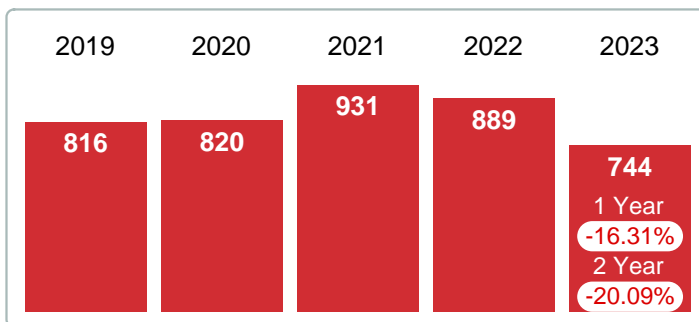
## CLOSED LISTINGS

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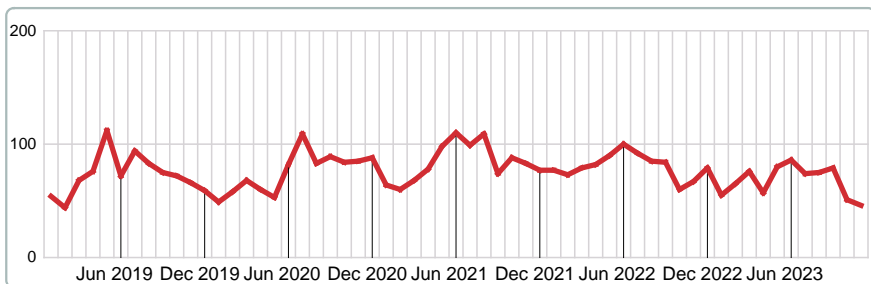
### NOVEMBER



### YEAR TO DATE (YTD)

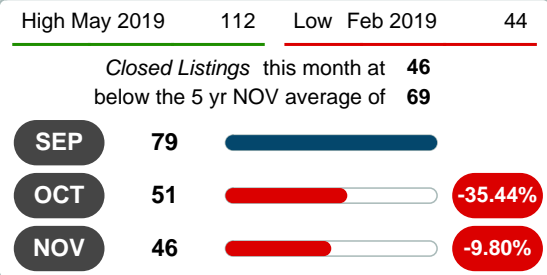


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 69



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	6.52%	5.0	2	1	0	0
\$25,001 - \$75,000	6	13.04%	80.5	4	2	0	0
\$75,001 - \$100,000	7	15.22%	10.0	3	3	1	0
\$100,001 - \$175,000	10	21.74%	13.5	2	8	0	0
\$175,001 - \$250,000	6	13.04%	26.0	0	5	1	0
\$250,001 - \$325,000	8	17.39%	39.0	1	1	6	0
\$325,001 and up	6	13.04%	92.5	1	1	4	0
<b>Total Closed Units</b>	<b>46</b>			<b>13</b>	<b>21</b>	<b>12</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>9,018,047</b>	<b>100%</b>	<b>21.0</b>	<b>1.36M</b>	<b>3.12M</b>	<b>4.53M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$150,650</b>			<b>\$78,000</b>	<b>\$147,300</b>	<b>\$291,498</b>	<b>\$0</b>

# November 2023



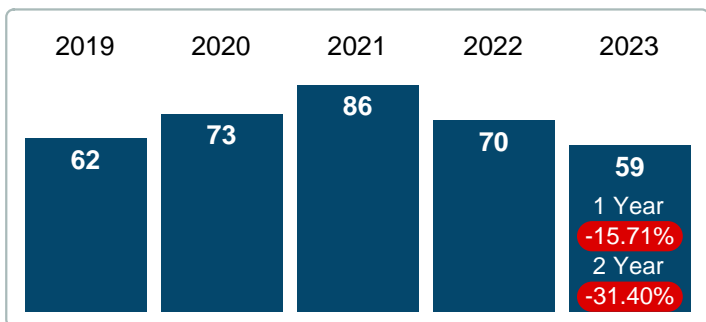
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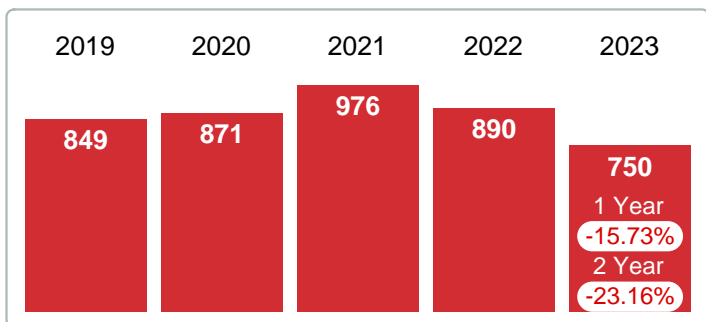
## PENDING LISTINGS

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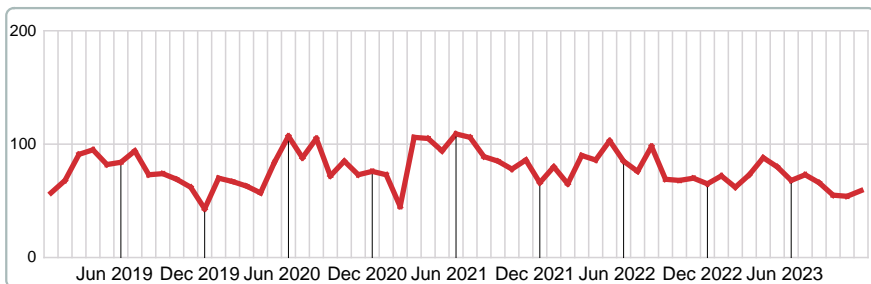
### NOVEMBER



### 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**

SEP	55	<div style="width: 78%;"></div>
OCT	54	<div style="width: 77%;"></div> -1.82%
NOV	59	<div style="width: 84%;"></div> 9.26%

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	10.17%	12.5	4	1	1	0
\$75,001 - \$100,000	8	13.56%	27.5	4	4	0	0
\$100,001 - \$150,000	9	15.25%	5.0	0	7	2	0
\$150,001 - \$225,000	13	22.03%	42.0	1	10	2	0
\$225,001 - \$325,000	12	20.34%	24.5	1	2	8	1
\$325,001 - \$400,000	5	8.47%	80.0	0	3	1	1
\$400,001 and up	6	10.17%	110.5	1	1	4	0
<b>Total Pending Units</b>	<b>59</b>			<b>11</b>	<b>28</b>	<b>18</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>12,846,640</b>	<b>100%</b>	<b>26.0</b>	<b>1.69M</b>	<b>5.22M</b>	<b>5.28M</b>	<b>655.00K</b>
<b>Median Listing Price</b>	<b>\$189,000</b>			<b>\$95,000</b>	<b>\$159,000</b>	<b>\$294,250</b>	<b>\$327,500</b>

# November 2023



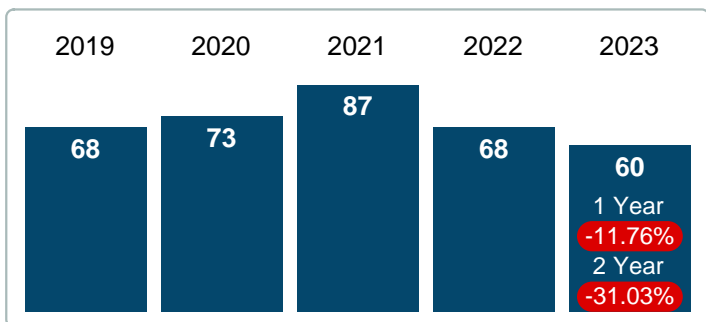
Area Delimited by County Of Washington - Residential Property Type



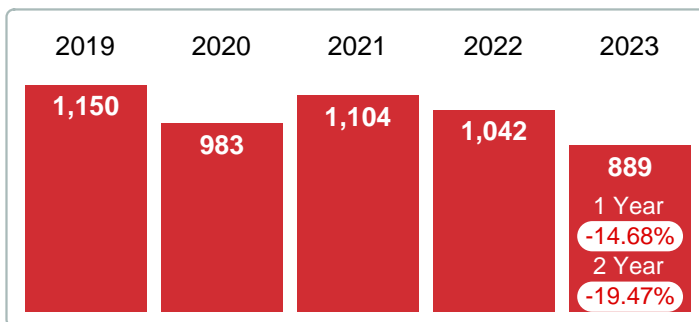
## NEW LISTINGS

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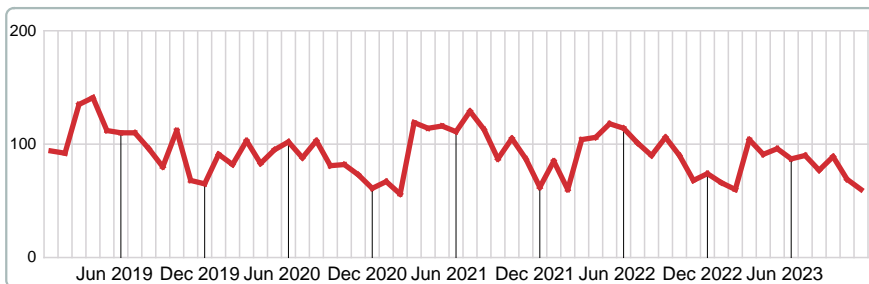
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 71

High Apr 2019 141 Low Feb 2021 56

New Listings this month at 60  
 below the 5 yr NOV average of 71



### 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	13.33%	3	3	2	0
\$75,001 - \$100,000	6	10.00%	3	3	0	0
\$100,001 - \$150,000	6	10.00%	1	5	0	0
\$150,001 - \$225,000	16	26.67%	3	11	2	0
\$225,001 - \$300,000	10	16.67%	0	3	6	1
\$300,001 - \$375,000	6	10.00%	1	1	4	0
\$375,001 and up	8	13.33%	0	3	4	1
<b>Total New Listed Units</b>	<b>60</b>		<b>11</b>	<b>29</b>	<b>18</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>13,912,299</b>	<b>100%</b>	<b>1.40M</b>	<b>5.50M</b>	<b>5.25M</b>	<b>1.76M</b>
<b>Median New Listed Listing Price</b>	<b>\$185,400</b>		<b>\$99,000</b>	<b>\$175,000</b>	<b>\$297,700</b>	<b>\$880,000</b>

# November 2023



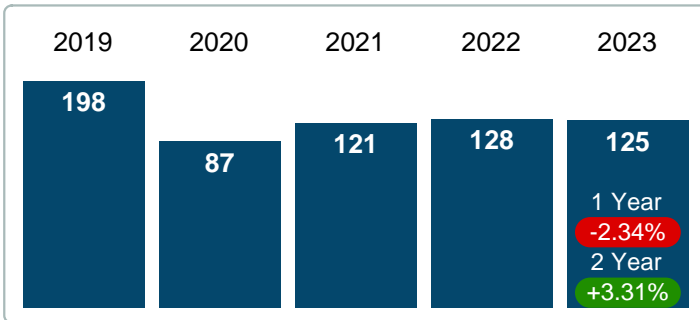
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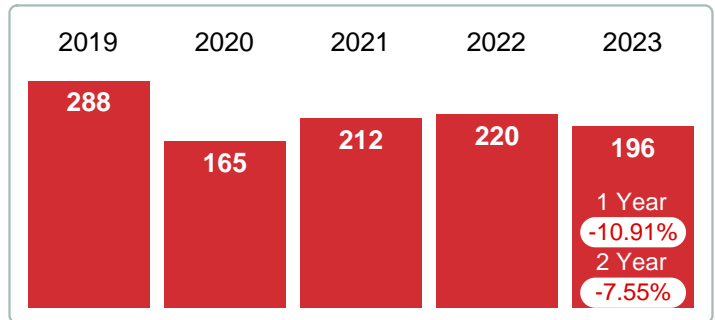
## ACTIVE INVENTORY

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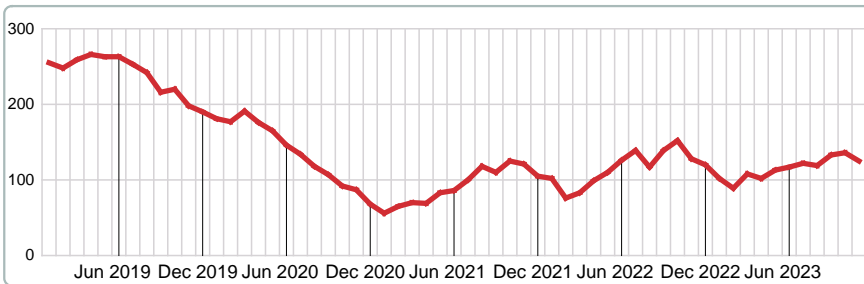
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

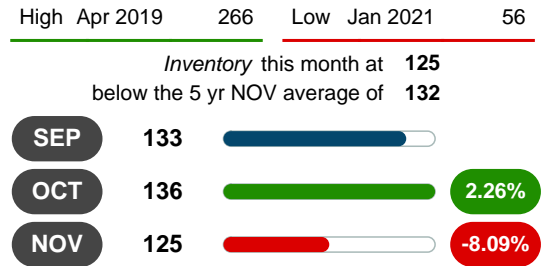


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 132



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	11	8.80%	43.0	5	5	1	0
\$75,001 - \$150,000	16	12.80%	41.5	8	8	0	0
\$150,001 - \$175,000	12	9.60%	37.0	2	8	2	0
\$175,001 - \$275,000	34	27.20%	51.0	2	17	13	2
\$275,001 - \$350,000	22	17.60%	60.5	1	9	11	1
\$350,001 - \$500,000	17	13.60%	42.0	0	7	8	2
\$500,001 and up	13	10.40%	68.0	0	2	6	5
<b>Total Active Inventory by Units</b>	<b>125</b>			<b>18</b>	<b>56</b>	<b>41</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>39,210,269</b>	<b>100%</b>	<b>49.0</b>	<b>2.06M</b>	<b>13.55M</b>	<b>16.06M</b>	<b>7.53M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$259,540</b>			<b>\$102,400</b>	<b>\$193,350</b>	<b>\$295,000</b>	<b>\$559,450</b>

# November 2023



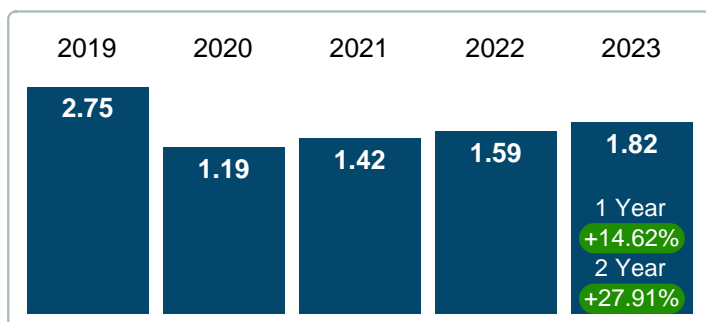
Area Delimited by County Of Washington - Residential Property Type



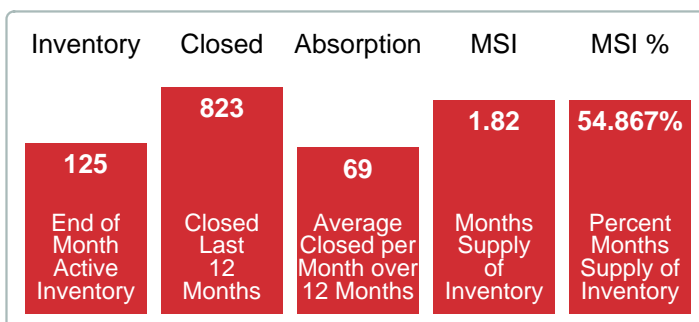
## MONTHS SUPPLY of INVENTORY (MSI)

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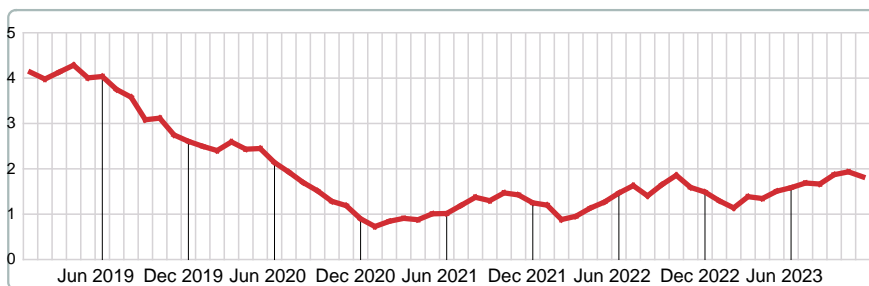
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2023

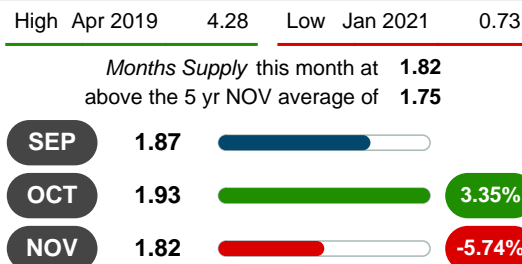


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 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



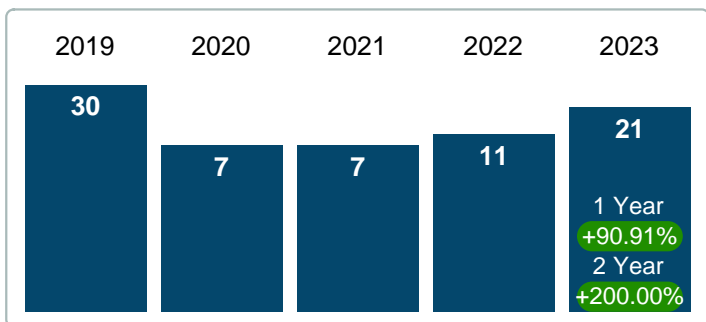
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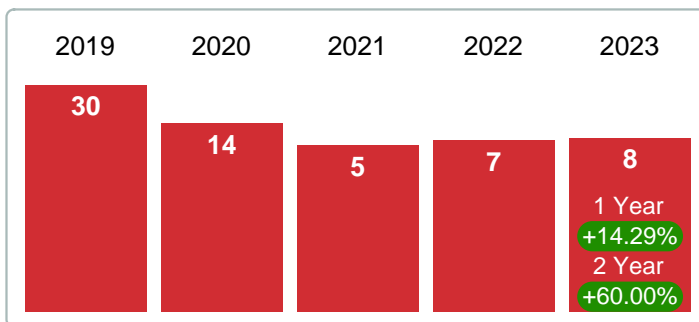
## MEDIAN DAYS ON MARKET TO SALE

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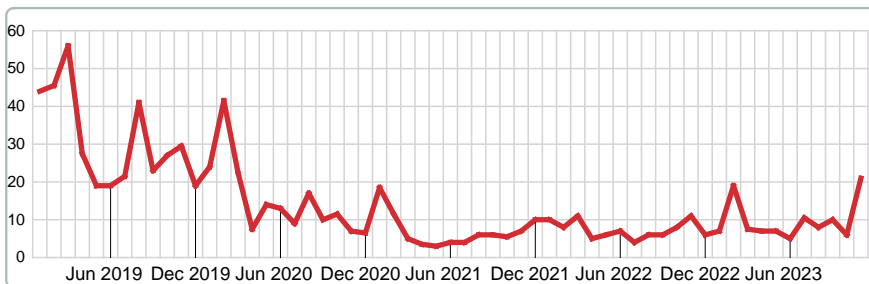
### NOVEMBER



### YEAR TO DATE (YTD)

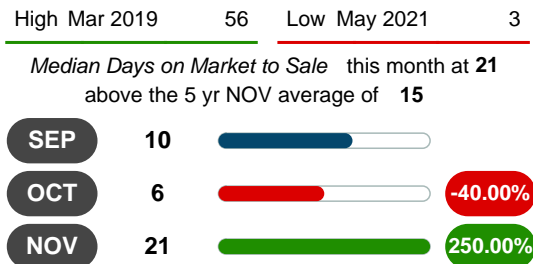


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 15



### 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
\$25,000 and less	6.52%	5	43	5	0	0
\$25,001 - \$75,000	13.04%	81	78	91	0	0
\$75,001 - \$100,000	15.22%	10	10	15	1	0
\$100,001 - \$175,000	21.74%	14	13	14	0	0
\$175,001 - \$250,000	13.04%	26	0	13	60	0
\$250,001 - \$325,000	17.39%	39	3	29	46	0
\$325,001 and up	13.04%	93	2	89	116	0
Median Closed DOM		21	10	19	54	0
Total Closed Units	100%	46	13	21	12	
Total Closed Volume		9,018,047	1.36M	3.12M	4.53M	0.00B

# November 2023



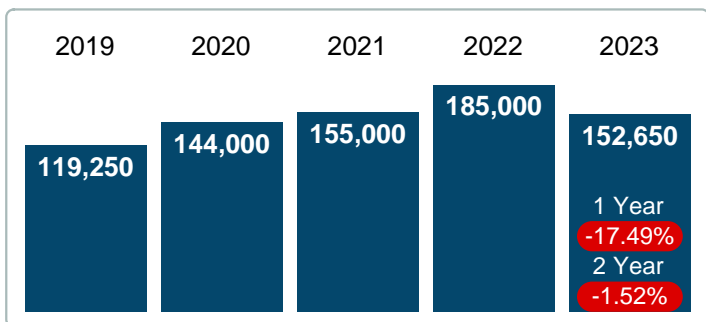
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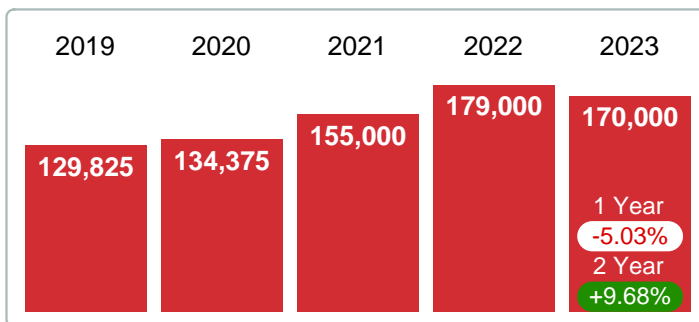
## MEDIAN LIST PRICE AT CLOSING

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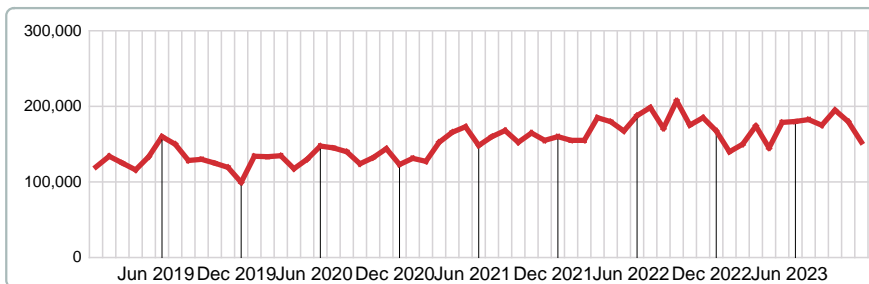
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

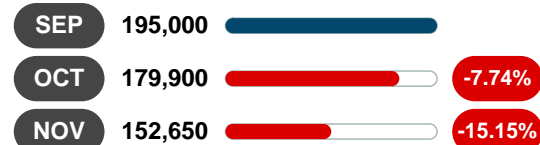


### 3 MONTHS

5 year NOV AVG = 151,180

High Sep 2022 207,250 Low Dec 2019 99,500

Median List Price at Closing this month at **152,650**  
 above the 5 yr NOV average of **151,180**



### 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
\$25,000 and less	1	2.17%	13,000	0	13,000	0	0
\$25,001 - \$75,000	8	17.39%	47,500	57,450	36,250	0	0
\$75,001 - \$100,000	6	13.04%	81,950	84,900	79,000	0	0
\$100,001 - \$175,000	10	21.74%	129,450	124,950	129,900	105,000	0
\$175,001 - \$250,000	8	17.39%	212,500	250,000	212,500	189,900	0
\$250,001 - \$325,000	8	17.39%	287,500	325,000	280,000	287,500	0
\$325,001 and up	5	10.87%	415,000	0	345,000	527,450	0
Median List Price			152,650	76,000	147,300	294,820	0
Total Closed Units		100%	152,650	13	21	12	
Total Closed Volume			9,250,740	1.39M	3.20M	4.66M	0.00B



# November 2023



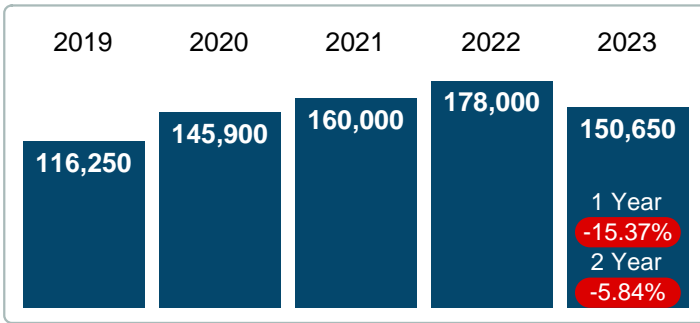
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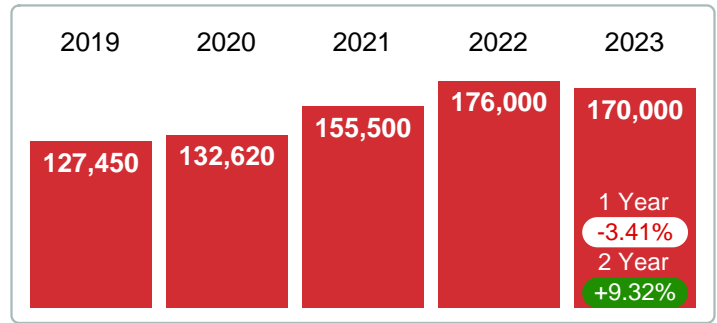
## MEDIAN SOLD PRICE AT CLOSING

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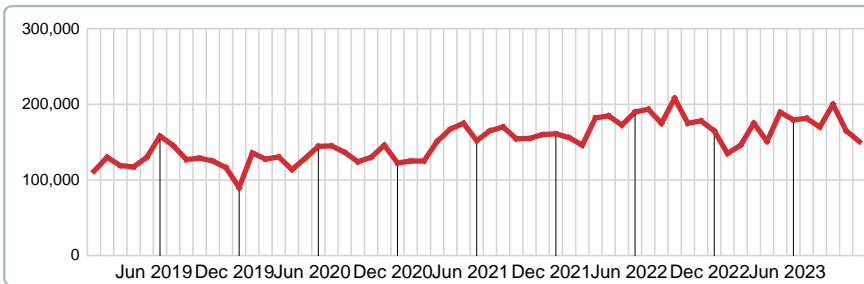
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

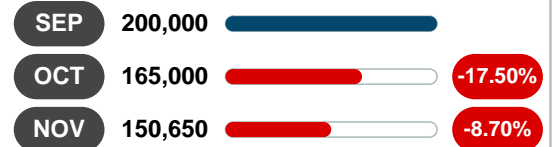


### 3 MONTHS

5 year NOV AVG = 150,160

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

Median Sold Price at Closing this month at **150,650**  
 above the 5 yr NOV average of **150,160**



### 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
\$25,000 and less	6.52%	25,000	25,000	14,000	0	0
\$25,001 - \$75,000	13.04%	47,500	55,000	30,000	0	0
\$75,001 - \$100,000	15.22%	80,000	80,000	76,750	99,500	0
\$100,001 - \$175,000	21.74%	138,580	127,635	140,730	0	0
\$175,001 - \$250,000	13.04%	209,950	0	225,000	194,900	0
\$250,001 - \$325,000	17.39%	273,000	260,000	263,000	280,500	0
\$325,001 and up	13.04%	396,000	330,000	335,172	515,000	0
<b>Median Sold Price</b>		<b>150,650</b>	<b>78,000</b>	<b>147,300</b>	<b>291,498</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>150,650</b>	<b>13</b>	<b>21</b>	<b>12</b>	<b></b>
<b>Total Closed Volume</b>		<b>9,018,047</b>	<b>1.36M</b>	<b>3.12M</b>	<b>4.53M</b>	<b>0.00B</b>

# November 2023



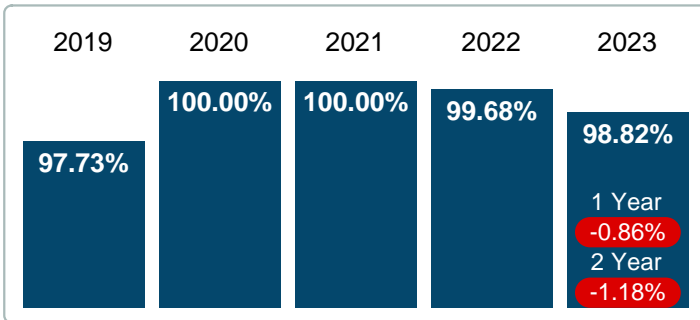
Area Delimited by County Of Washington - Residential Property Type



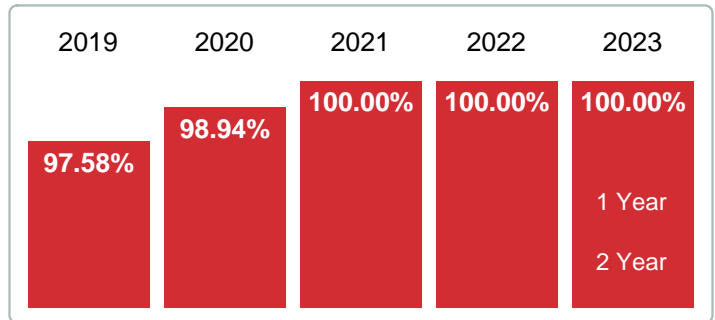
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

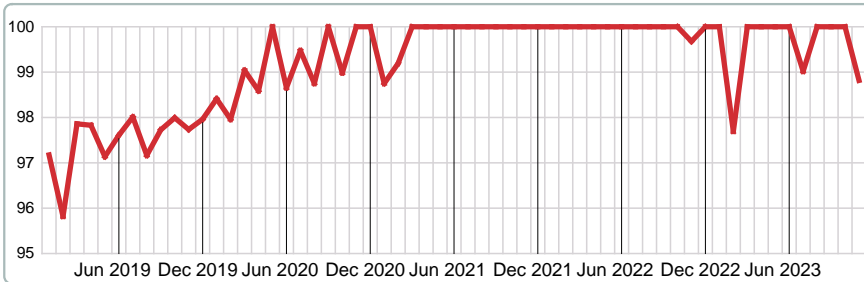
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

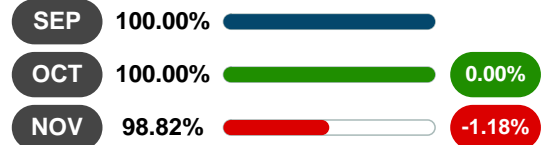


### 3 MONTHS

5 year NOV AVG = 99.25%

High Oct 2023 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **98.82%**  
equal to 5 yr NOV average of **99.25%**



### 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
\$25,000 and less	3	6.52%	83.33%	77.38%	107.69%	0.00%	0.00%
\$25,001 - \$75,000	6	13.04%	87.39%	87.39%	83.65%	0.00%	0.00%
\$75,001 - \$100,000	7	15.22%	97.15%	101.30%	97.15%	94.76%	0.00%
\$100,001 - \$175,000	10	21.74%	100.00%	102.15%	100.00%	0.00%	0.00%
\$175,001 - \$250,000	6	13.04%	100.00%	0.00%	100.00%	102.63%	0.00%
\$250,001 - \$325,000	8	17.39%	99.73%	104.00%	93.93%	99.73%	0.00%
\$325,001 and up	6	13.04%	97.63%	101.54%	97.15%	97.63%	0.00%
Median Sold/List Ratio		98.82%		100.17%	97.47%	98.82%	0.00%
Total Closed Units		46	100%	13	21	12	
Total Closed Volume		9,018,047		1.36M	3.12M	4.53M	0.00B

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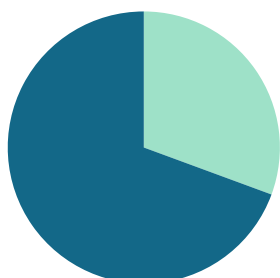
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



**Inventory**

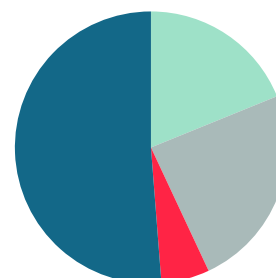
- New Listings **60 = 30.61%**
- Start Inventory **136**
- Total Inventory Units **196**
- Volume **\$55,705,809**

### Market Activity

**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%
Median List Price	185,000	152,650	-17.49%	179,000	170,000	-5.03%
Median Sale Price	178,000	150,650	-15.37%	176,000	170,000	-3.41%
Median Percent of Selling Price to List Price	99.68%	98.82%	-0.86%	100.00%	100.00%	0.00%
Median Days on Market to Sale	11.00	21.00	90.91%	7.00	8.00	14.29%
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

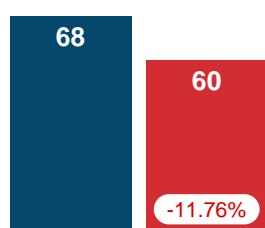
**Inventory** on November 30, 2023 = **125**

**2022** **2023**

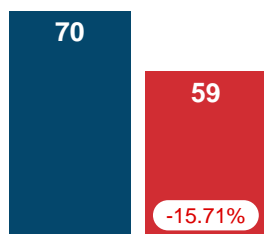
### NOVEMBER MARKET

### MEDIAN PRICES

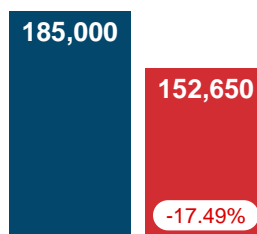
#### New Listings



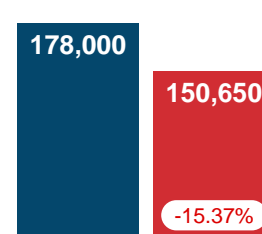
#### Pending Listings



#### List Price



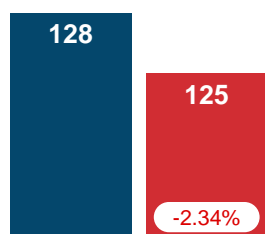
#### Sale Price



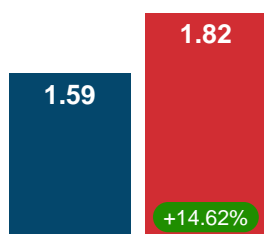
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

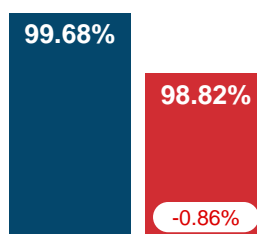
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

