



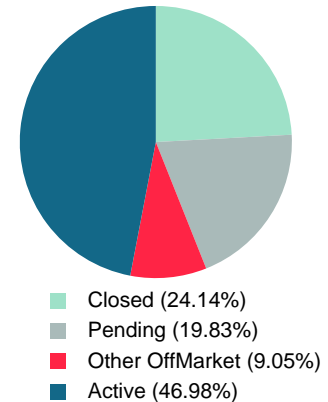
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2024 for MLS Technology Inc.

Compared Metrics	December		
	2022	2023	+/-%
Closed Listings	79	56	-29.11%
Pending Listings	65	46	-29.23%
New Listings	74	48	-35.14%
Average List Price	190,824	226,626	18.76%
Average Sale Price	188,112	220,957	17.46%
Average Percent of Selling Price to List Price	98.41%	98.10%	-0.32%
Average Days on Market to Sale	18.63	35.48	90.43%
End of Month Inventory	120	109	-9.17%
Months Supply of Inventory	1.49	1.64	9.91%



Absorption: Last 12 months, an Average of **67** Sales/Month
Active Inventory as of December 31, 2023 = **109**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2023 decreased **9.17%** to 109 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **1.64** 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 **17.46%** in December 2023 to \$220,957 versus the previous year at \$188,112.

Average Days on Market Lengthens

The average number of **35.48** days that homes spent on the market before selling increased by 16.85 days or **90.43%** in December 2023 compared to last year's same month at **18.63** DOM.

Sales Success for December 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 48 New Listings in December 2023, down **35.14%** from last year at 74. Furthermore, there were 56 Closed Listings this month versus last year at 79, a **-29.11%** decrease.

Closed versus Listed trends yielded a **116.7%** ratio, up from previous year's, December 2022, at **106.8%**, a **9.28%** 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

December 2023



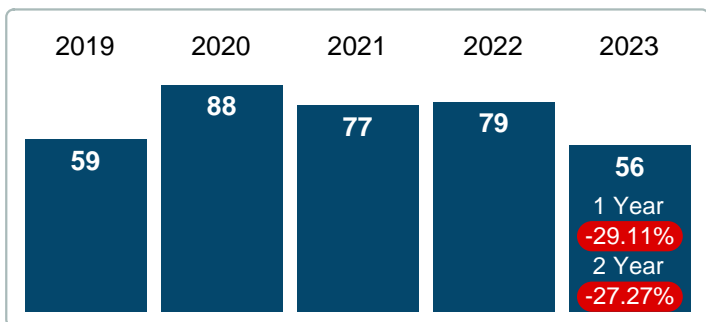
Area Delimited by County Of Washington - Residential Property Type



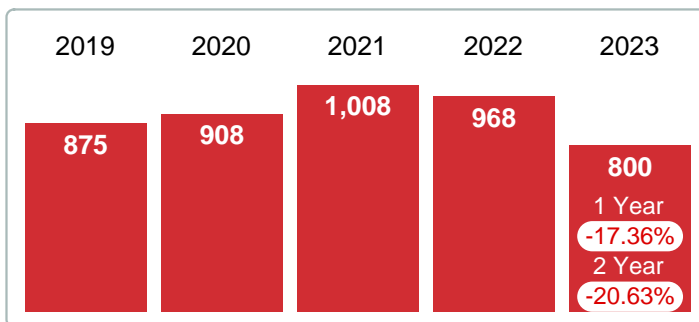
CLOSED LISTINGS

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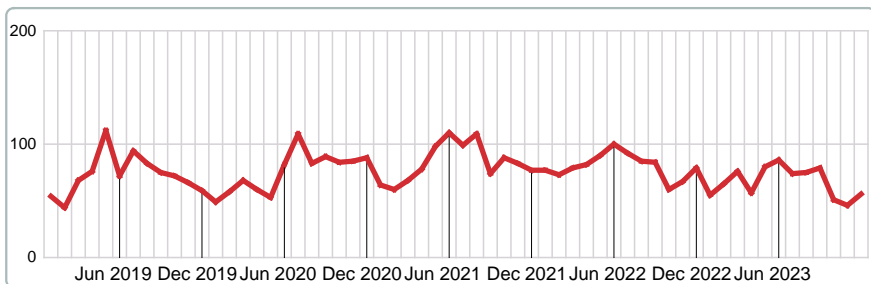
DECEMBER



YEAR TO DATE (YTD)

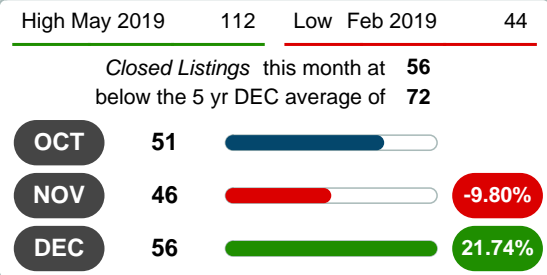


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 72



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	8.93%	27.4	4	0	1	0
\$75,001 - \$100,000	9	16.07%	18.1	5	4	0	0
\$100,001 - \$125,000	2	3.57%	7.0	0	2	0	0
\$125,001 - \$225,000	19	33.93%	31.4	2	14	3	0
\$225,001 - \$325,000	10	17.86%	27.7	0	2	7	1
\$325,001 - \$425,000	5	8.93%	44.4	1	1	2	1
\$425,001 and up	6	10.71%	96.3	1	0	5	0
Total Closed Units	56			13	23	18	2
Total Closed Volume	12,373,615	100%	35.5	1.99M	3.81M	5.91M	665.00K
Average Closed Price	\$220,957			\$152,923	\$165,764	\$328,224	\$332,500

December 2023



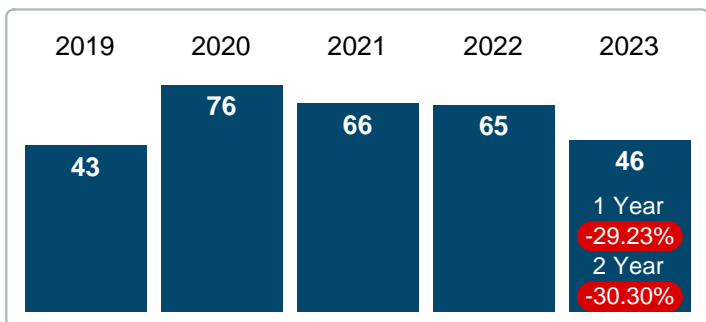
Area Delimited by County Of Washington - Residential Property Type



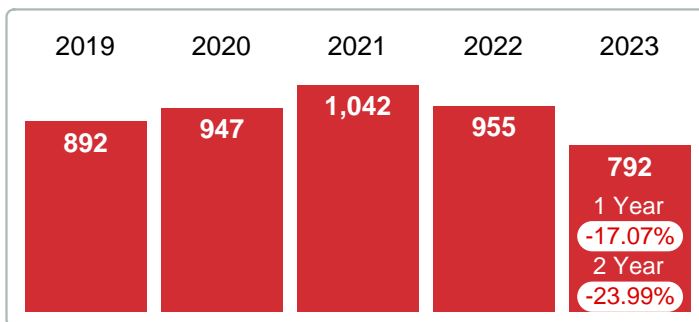
PENDING LISTINGS

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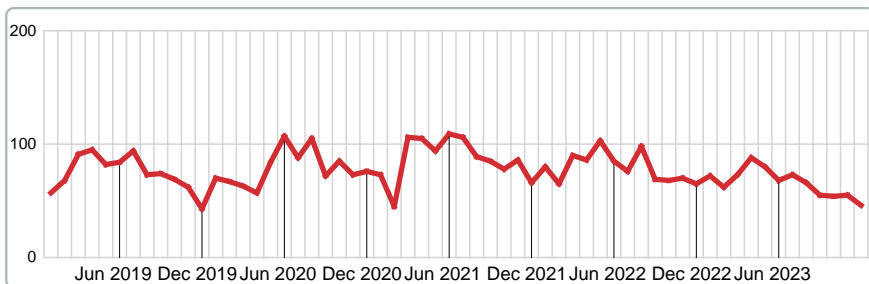
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

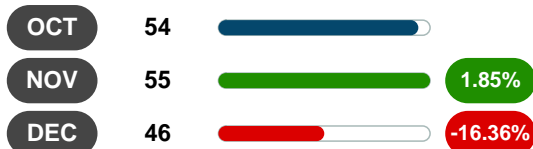


3 MONTHS

5 year DEC AVG = 59

High Jun 2021 109 Low Dec 2019 43

Pending Listings this month at **46**
 below the 5 yr DEC average of **59**



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	4	8.70%	17.3	2	1	1	0
\$75,001 - \$100,000	2	4.35%	0.0	1	1	0	0
\$100,001 - \$150,000	9	19.57%	40.2	2	7	0	0
\$150,001 - \$175,000	11	23.91%	32.5	2	7	2	0
\$175,001 - \$225,000	7	15.22%	35.3	1	6	0	0
\$225,001 - \$325,000	7	15.22%	45.7	0	3	3	1
\$325,001 and up	6	13.04%	80.0	0	2	3	1
Total Pending Units	46			8	27	9	2
Total Pending Volume	9,828,680	100%	34.4	987.90K	5.52M	2.69M	628.00K
Average Listing Price	\$268,193			\$123,488	\$204,496	\$299,042	\$314,000

December 2023



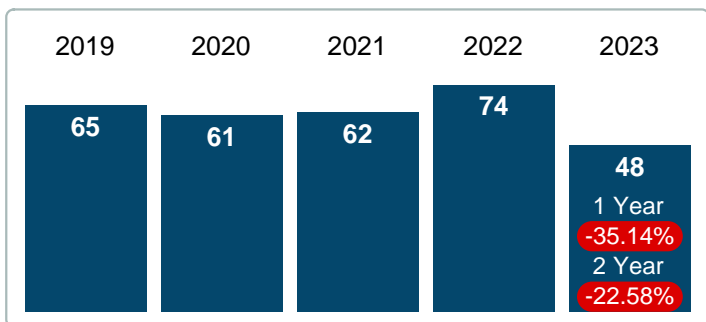
Area Delimited by County Of Washington - Residential Property Type



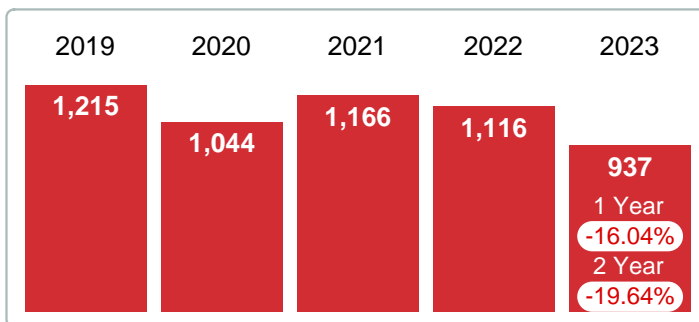
NEW LISTINGS

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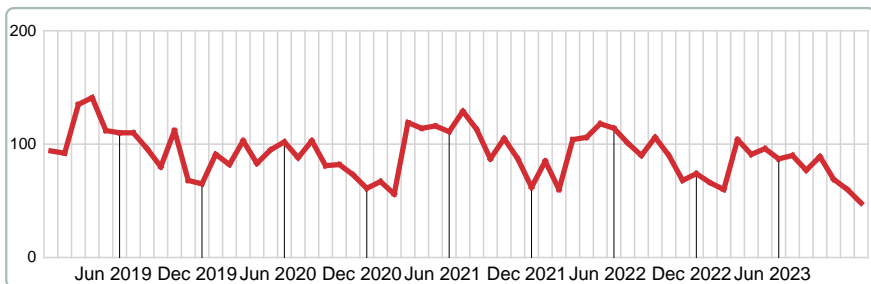
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 62

High Apr 2019 141 Low Dec 2023 48

New Listings this month at 48
 below the 5 yr DEC average of 62



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	5	10.42%	2	2	1	0
\$80,001 - \$110,000	5	10.42%	1	3	1	0
\$110,001 - \$150,000	6	12.50%	1	4	1	0
\$150,001 - \$190,000	13	27.08%	2	7	4	0
\$190,001 - \$260,000	7	14.58%	0	3	4	0
\$260,001 - \$320,000	7	14.58%	0	0	5	2
\$320,001 and up	5	10.42%	0	1	3	1
Total New Listed Units	48		6	20	19	3
Total New Listed Volume	9,568,979	100%	655.00K	3.11M	4.89M	911.88K
Average New Listed Listing Price	\$142,667		\$109,167	\$155,710	\$257,258	\$303,960

December 2023



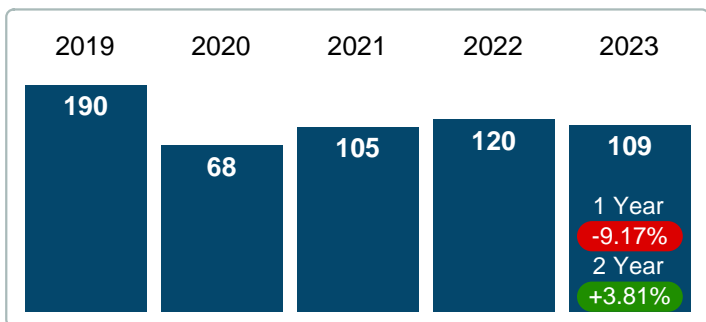
Area Delimited by County Of Washington - Residential Property Type



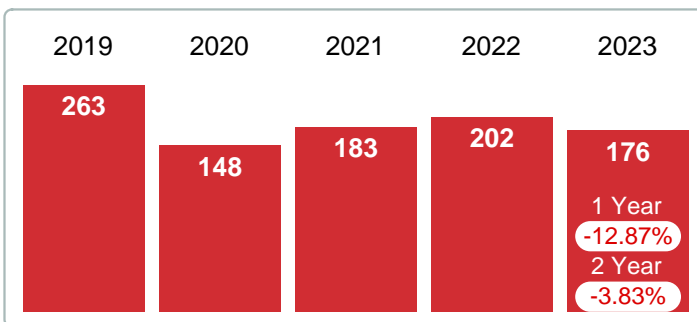
ACTIVE INVENTORY

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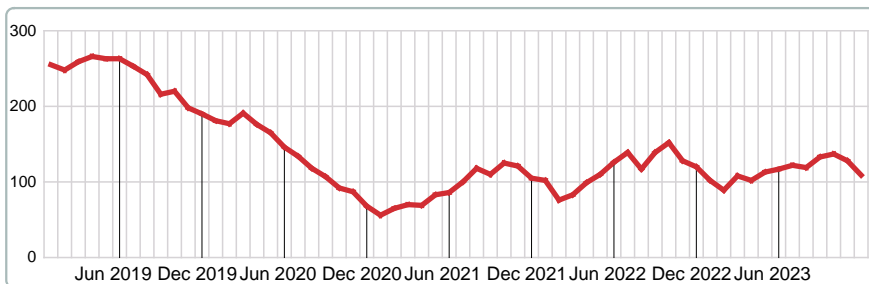
END OF DECEMBER



ACTIVE DURING DECEMBER

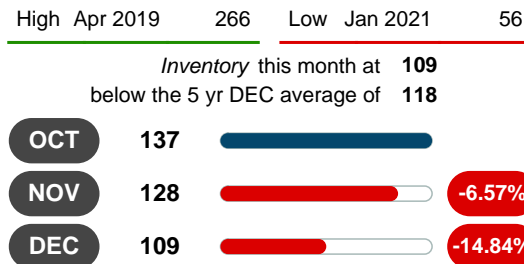


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 118



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	10.09%	74.0	5	5	1	0
\$75,001 - \$125,000	12	11.01%	65.5	5	6	1	0
\$125,001 - \$175,000	14	12.84%	61.4	1	9	4	0
\$175,001 - \$275,000	29	26.61%	59.1	2	11	14	2
\$275,001 - \$325,000	17	15.60%	69.2	1	5	10	1
\$325,001 - \$475,000	15	13.76%	67.7	0	7	7	1
\$475,001 and up	11	10.09%	104.7	0	2	5	4
Total Active Inventory by Units	109			14	45	42	8
Total Active Inventory by Volume	31,859,968	100%	69.0	1.49M	10.08M	14.62M	5.67M
Average Active Inventory Listing Price	\$292,293			\$106,364	\$223,991	\$348,178	\$708,472

December 2023



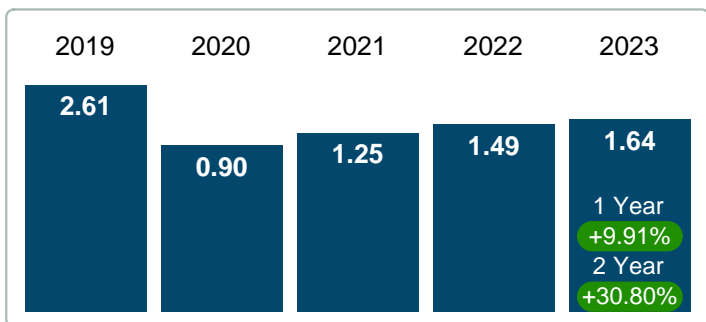
Area Delimited by County Of Washington - Residential Property Type



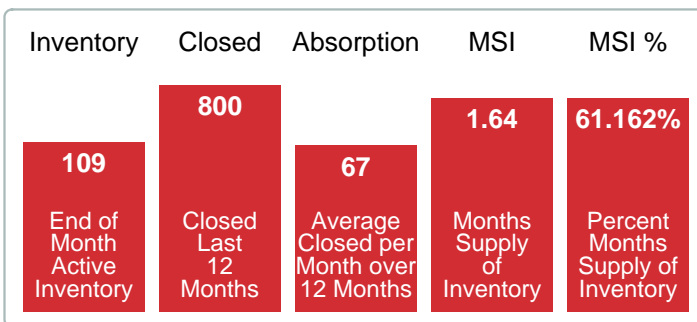
MONTHS SUPPLY of INVENTORY (MSI)

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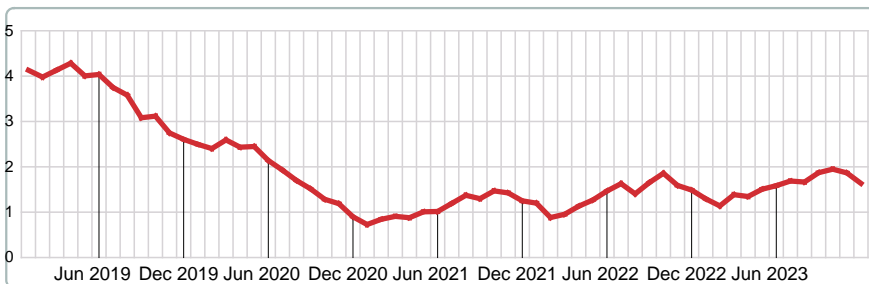
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2023



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1.58

High Apr 2019 4.28 Low Jan 2021 0.73

Months Supply this month at 1.64 above the 5 yr DEC average of 1.58



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	10.09%	1.21	1.09	1.22	2.40	0.00
\$75,001 - \$125,000	12	11.01%	0.96	1.22	0.78	1.50	0.00
\$125,001 - \$175,000	14	12.84%	1.04	0.52	0.89	3.43	0.00
\$175,001 - \$275,000	29	26.61%	1.82	2.67	1.10	3.23	2.40
\$275,001 - \$325,000	17	15.60%	2.79	0.00	3.16	2.40	3.00
\$325,001 - \$475,000	15	13.76%	2.31	0.00	4.67	1.71	1.33
\$475,001 and up	11	10.09%	3.57	0.00	3.43	3.53	4.00
Market Supply of Inventory (MSI)			1.64	1.21	1.26	2.58	2.46
Total Active Inventory by Units		100%	1.64	14	45	42	8

December 2023



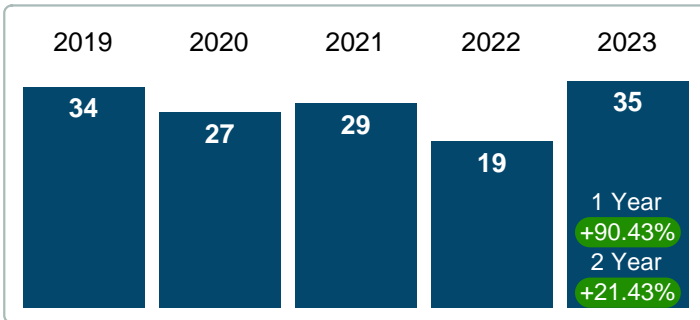
Area Delimited by County Of Washington - Residential Property Type



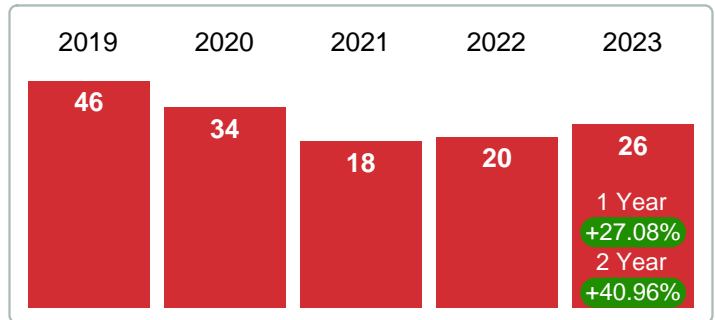
AVERAGE DAYS ON MARKET TO SALE

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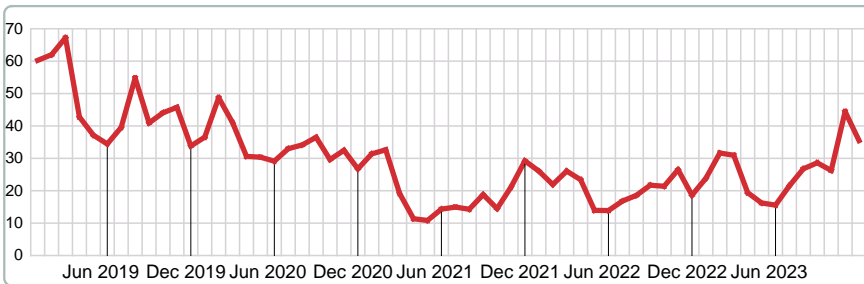
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 29

High Mar 2019 67 Low May 2021 11

Average Days on Market to Sale this month at 35 above the 5 yr DEC average of 29



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
\$75,000 and less 5	8.93%	27	34	0	2	0
\$75,001 - \$100,000 9	16.07%	18	21	15	0	0
\$100,001 - \$125,000 2	3.57%	7	0	7	0	0
\$125,001 - \$225,000 19	33.93%	31	9	31	47	0
\$225,001 - \$325,000 10	17.86%	28	0	11	34	14
\$325,001 - \$425,000 5	8.93%	44	4	14	53	98
\$425,001 and up 6	10.71%	96	125	0	91	0
Average Closed DOM		35	30	24	52	56
Total Closed Units	100%	35	13	23	18	2
Total Closed Volume		12,373,615	1.99M	3.81M	5.91M	665.00K

December 2023



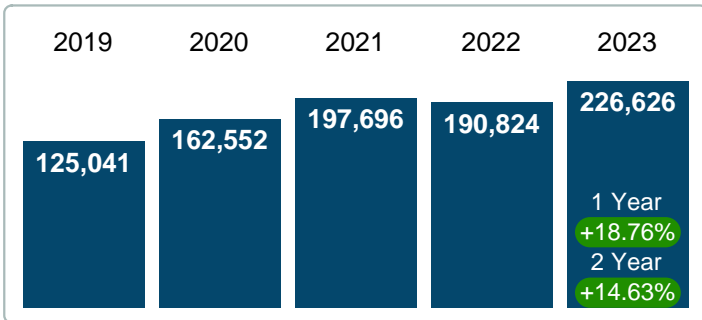
Area Delimited by County Of Washington - Residential Property Type



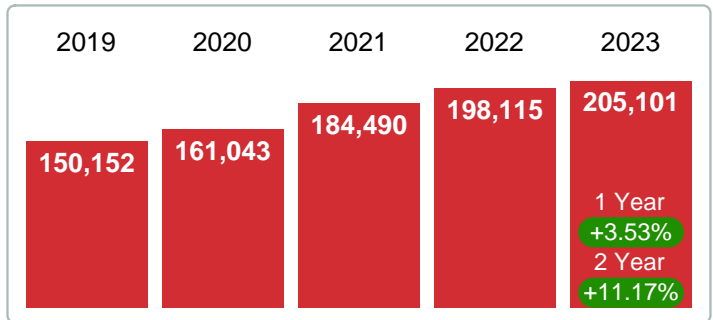
AVERAGE LIST PRICE AT CLOSING

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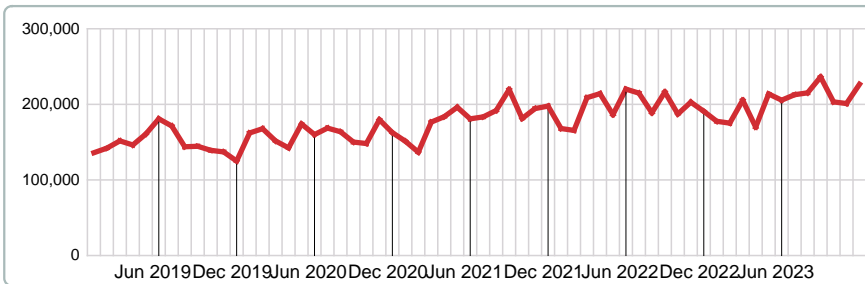
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

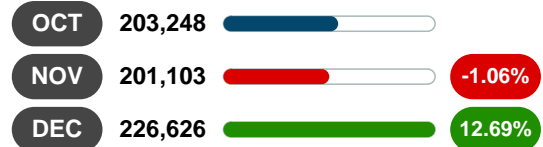


3 MONTHS

5 year DEC AVG = 180,548

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

Average List Price at Closing this month at **226,626**
above the 5 yr DEC average of **180,548**



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
\$75,000 and less	8.93%	55,200	50,250	0	75,000	0
\$75,001 - \$100,000	16.07%	94,450	96,750	95,825	0	0
\$100,001 - \$125,000	3.57%	117,500	0	109,000	0	0
\$125,001 - \$225,000	33.93%	175,363	215,000	169,443	176,567	0
\$225,001 - \$325,000	17.86%	288,754	0	259,750	304,006	260,000
\$325,001 - \$425,000	7.14%	366,913	430,000	347,650	352,500	395,000
\$425,001 and up	12.50%	520,414	600,000	0	522,580	0
Average List Price		226,626	164,981	166,985	336,147	327,500
Total Closed Units	100%	226,626	13	23	18	2
Total Closed Volume		12,691,040	2.14M	3.84M	6.05M	655.00K

December 2023



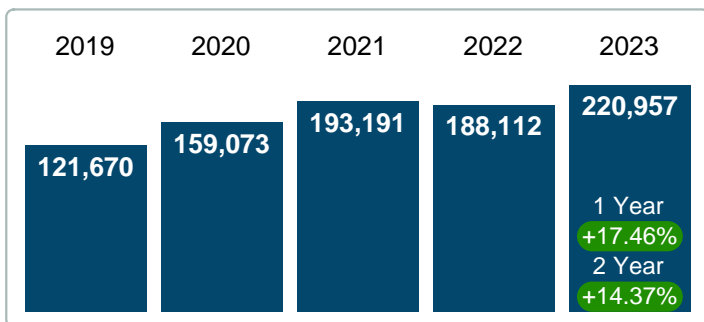
Area Delimited by County Of Washington - Residential Property Type



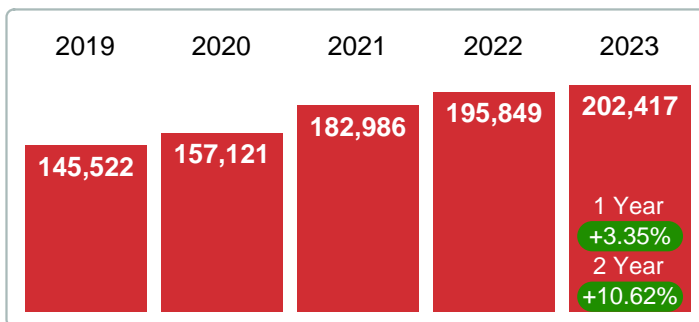
AVERAGE SOLD PRICE AT CLOSING

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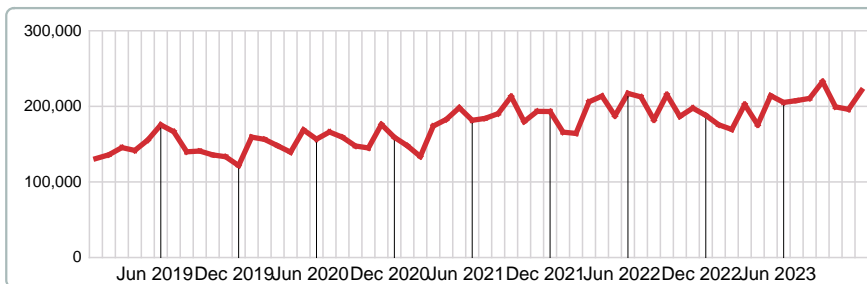
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

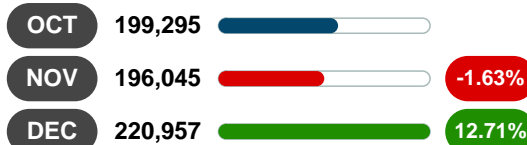


3 MONTHS

5 year DEC AVG = 176,601

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

Average Sold Price at Closing this month at **220,957** above the 5 yr DEC average of **176,601**



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
\$75,000 and less	8.93%	53,800	48,500	0	75,000	0
\$75,001 - \$100,000	16.07%	94,056	91,800	96,875	0	0
\$100,001 - \$125,000	3.57%	113,750	0	113,750	0	0
\$125,001 - \$225,000	33.93%	171,662	212,500	167,613	163,333	0
\$225,001 - \$325,000	17.86%	287,854	0	253,000	300,363	270,000
\$325,001 - \$425,000	8.93%	371,700	410,000	345,000	354,250	395,000
\$425,001 and up	10.71%	505,333	500,000	0	506,400	0
Average Sold Price		220,957	152,923	165,764	328,224	332,500
Total Closed Units	100%	220,957	13	23	18	2
Total Closed Volume		12,373,615	1.99M	3.81M	5.91M	665.00K

December 2023



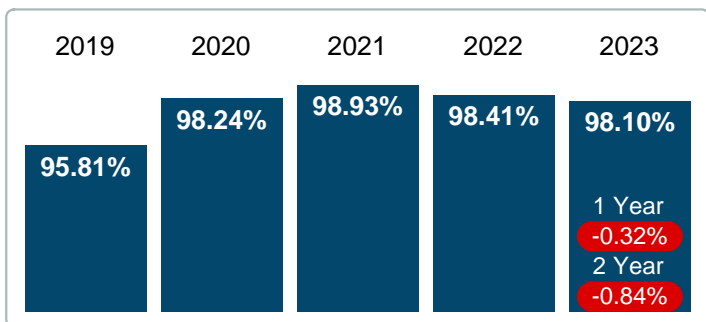
Area Delimited by County Of Washington - Residential Property Type



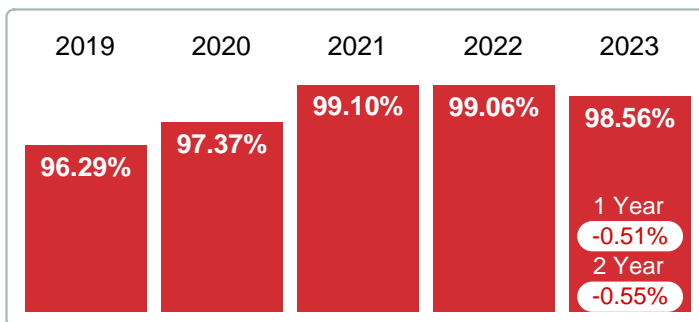
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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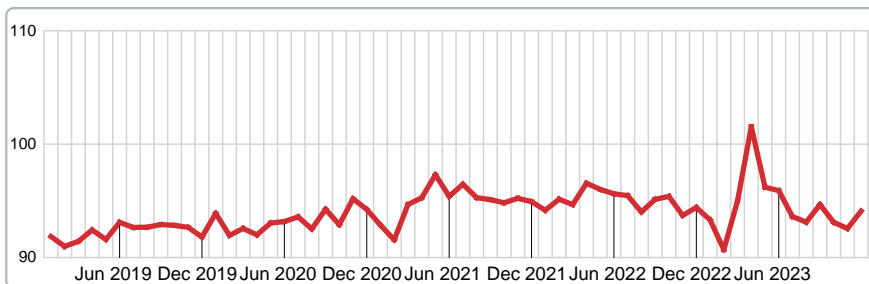
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

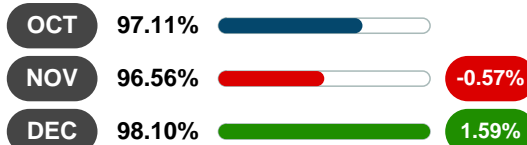


3 MONTHS

5 year DEC AVG = 97.90%

High Apr 2023 105.53% Low Feb 2023 94.69%

Average Sold/List Ratio this month at **98.10%**
equal to 5 yr DEC average of **97.90%**



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
\$75,000 and less	5	8.93%	96.80%	96.00%	0.00%	100.00%	0.00%
\$75,001 - \$100,000	9	16.07%	97.93%	95.20%	101.33%	0.00%	0.00%
\$100,001 - \$125,000	2	3.57%	104.52%	0.00%	104.52%	0.00%	0.00%
\$125,001 - \$225,000	19	33.93%	97.96%	98.86%	98.97%	92.65%	0.00%
\$225,001 - \$325,000	10	17.86%	99.14%	0.00%	97.61%	98.90%	103.85%
\$325,001 - \$425,000	5	8.93%	99.15%	95.35%	99.24%	100.57%	100.00%
\$425,001 and up	6	10.71%	95.11%	83.33%	0.00%	97.47%	0.00%
Average Sold/List Ratio		98.10%		95.11%	99.76%	97.71%	101.92%
Total Closed Units		56	100%	13	23	18	2
Total Closed Volume		12,373,615		1.99M	3.81M	5.91M	665.00K

December 2023



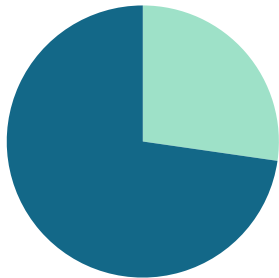
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

Report produced on Jan 11, 2024 for MLS Technology Inc.

INVENTORY

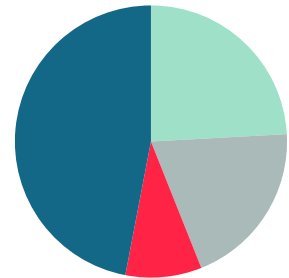


Inventory
 New Listings
48 = 27.27%
 Start Inventory
128
 Total Inventory Units
176
 Volume
\$49,295,448

Market Activity

Closed Sales
56 = 24.14%
 Pending Sales
46 = 19.83%
 Other Off Market
21 = 9.05%
 Active Inventory
109 = 46.98%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	79	56	-29.11%	968	800	-17.36%
Pending Sales	65	46	-29.23%	955	792	-17.07%
New Listings	74	48	-35.14%	1,116	937	-16.04%
Average List Price	190,824	226,626	18.76%	198,115	205,101	3.53%
Average Sale Price	188,112	220,957	17.46%	195,849	202,417	3.35%
Average Percent of Selling Price to List Price	98.41%	98.10%	-0.32%	99.06%	98.56%	-0.51%
Average Days on Market to Sale	18.63	35.48	90.43%	20.36	25.87	27.08%
Monthly Inventory	120	109	-9.17%	120	109	-9.17%
Months Supply of Inventory	1.49	1.64	9.91%	1.49	1.64	9.91%

Absorption: Last 12 months, an Average of **67** Sales/Month

Inventory on December 31, 2023 = **109** 2022 2023

DECEMBER MARKET

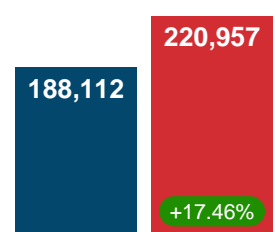
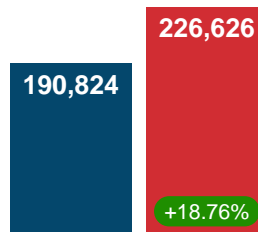
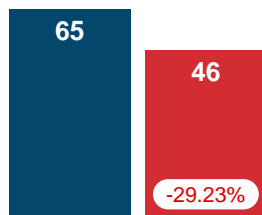
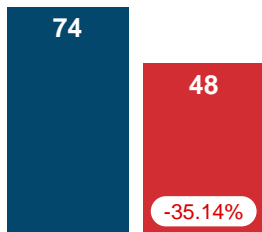
AVERAGE PRICES

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

