

December 2023



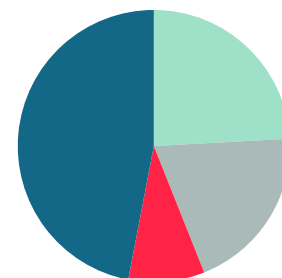
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	167,500	186,000	11.04%
Median Sale Price	165,000	181,500	10.00%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	6.00	19.50	225.00%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **10.00%** in December 2023 to \$181,500 versus the previous year at \$165,000.

Median Days on Market Lengthens

The median number of **19.50** days that homes spent on the market before selling increased by 13.50 days or **225.00%** in December 2023 compared to last year's same month at **6.00** DOM.

Sales Success for December 2023 is Positive

Overall, with Median 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

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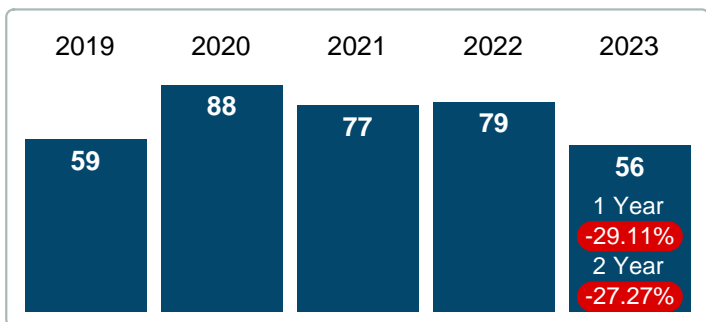
Area Delimited by County Of Washington - Residential Property Type



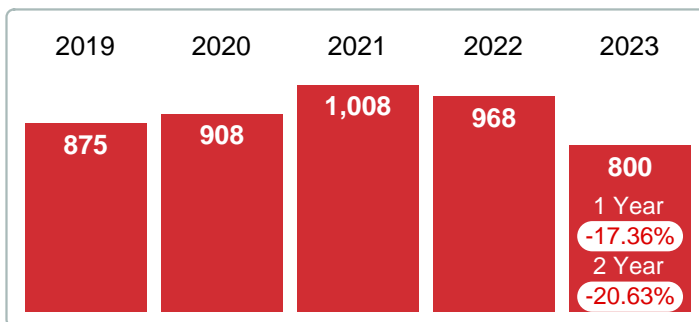
CLOSED LISTINGS

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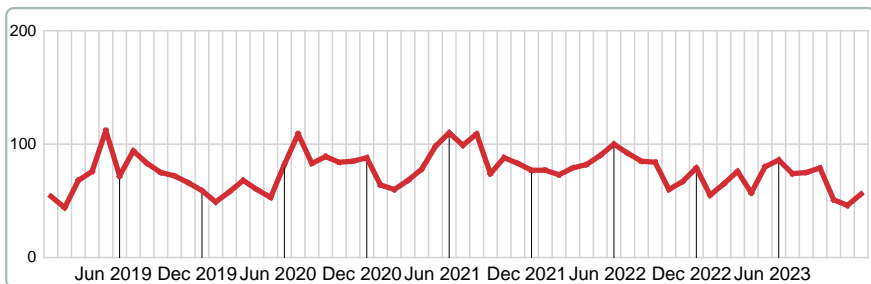
DECEMBER



YEAR TO DATE (YTD)

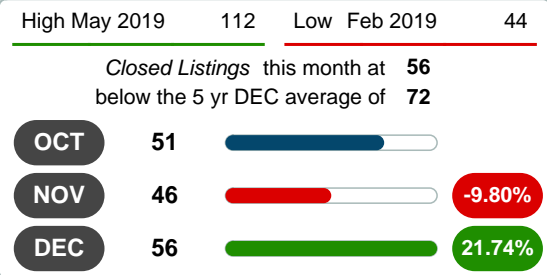


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 72



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	8.93%	8.0	4	0	1	0
\$75,001 - \$100,000	9	16.07%	20.0	5	4	0	0
\$100,001 - \$125,000	2	3.57%	7.0	0	2	0	0
\$125,001 - \$225,000	19	33.93%	31.0	2	14	3	0
\$225,001 - \$325,000	10	17.86%	13.0	0	2	7	1
\$325,001 - \$425,000	5	8.93%	36.0	1	1	2	1
\$425,001 and up	6	10.71%	127.0	1	0	5	0
Total Closed Units	56			13	23	18	2
Total Closed Volume	12,373,615	100%	19.5	1.99M	3.81M	5.91M	665.00K
Median Closed Price	\$181,500			\$92,000	\$157,900	\$322,450	\$332,500

December 2023



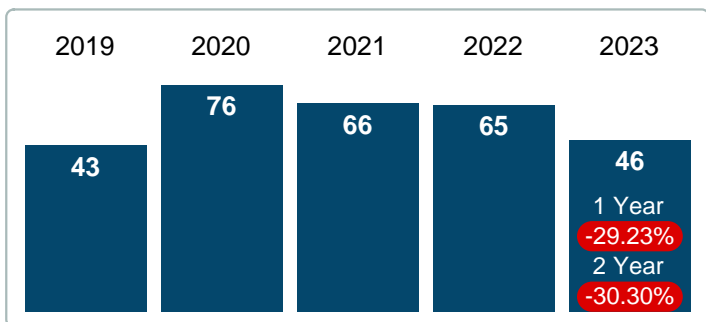
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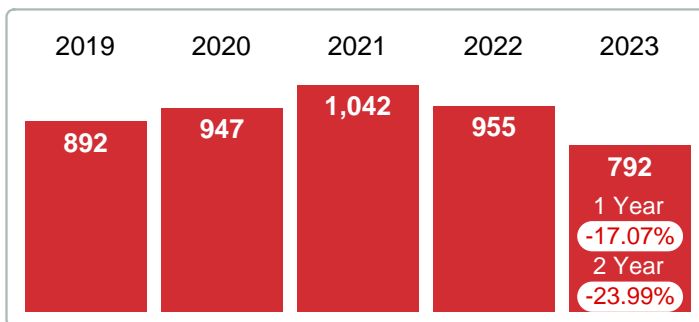
PENDING LISTINGS

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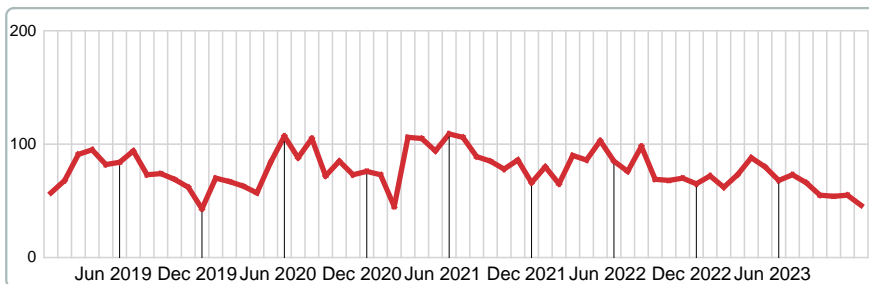
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

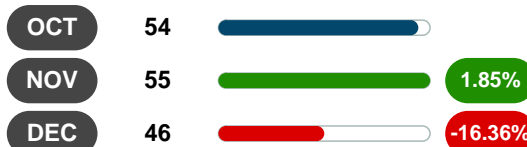


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	8.70%	14.5	2	1	1	0
\$75,001 - \$100,000	2	4.35%	0.0	1	1	0	0
\$100,001 - \$150,000	9	19.57%	33.0	2	7	0	0
\$150,001 - \$175,000	11	23.91%	20.0	2	7	2	0
\$175,001 - \$225,000	7	15.22%	29.0	1	6	0	0
\$225,001 - \$325,000	7	15.22%	47.0	0	3	3	1
\$325,001 and up	6	13.04%	80.5	0	2	3	1
Total Pending Units	46			8	27	9	2
Total Pending Volume	9,828,680	100%	24.5	987.90K	5.52M	2.69M	628.00K
Median Listing Price	\$169,900			\$121,250	\$169,900	\$269,640	\$314,000

December 2023



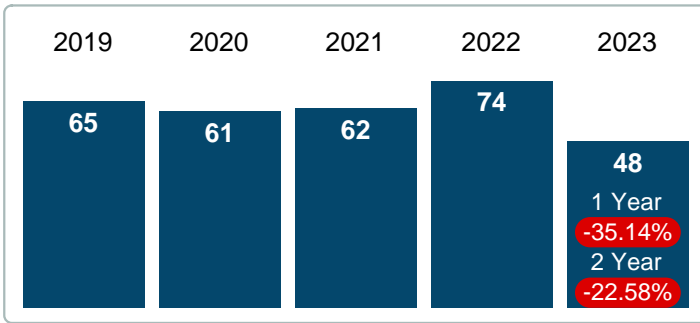
Area Delimited by County Of Washington - Residential Property Type



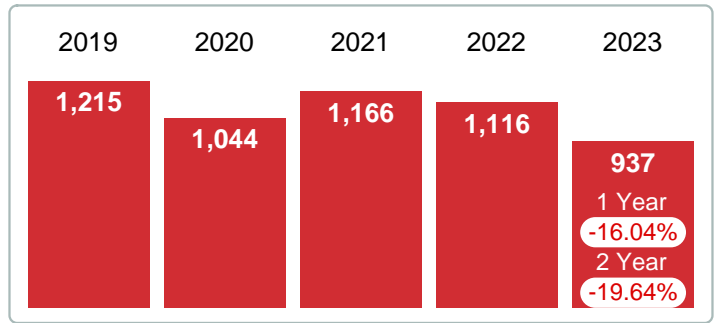
NEW LISTINGS

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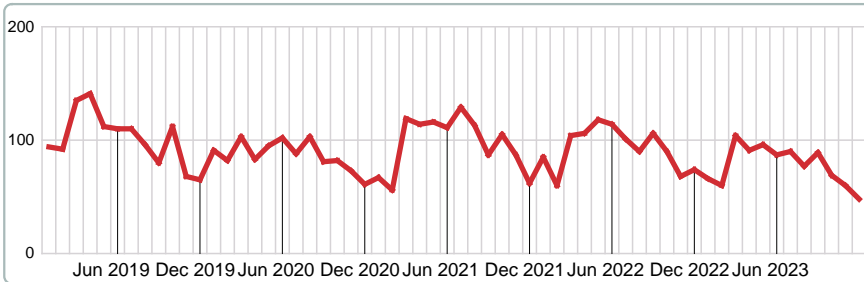
DECEMBER



YEAR TO DATE (YTD)

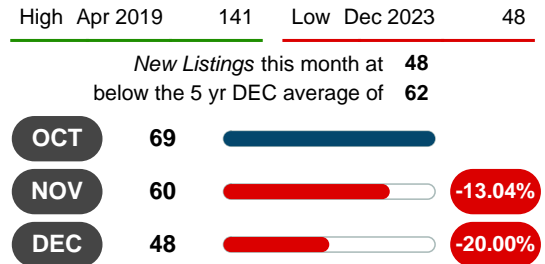


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 62



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	8.33%	2	1	1	0
\$75,001 - \$100,000	5	10.42%	1	4	0	0
\$100,001 - \$150,000	7	14.58%	1	4	2	0
\$150,001 - \$175,000	9	18.75%	1	5	3	0
\$175,001 - \$250,000	10	20.83%	1	5	4	0
\$250,001 - \$325,000	8	16.67%	0	0	6	2
\$325,001 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
Median New Listed Listing Price	\$169,950		\$105,250	\$163,750	\$238,500	\$299,000

December 2023



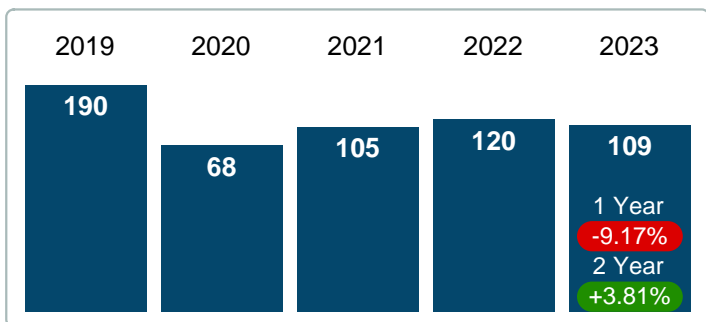
Area Delimited by County Of Washington - Residential Property Type



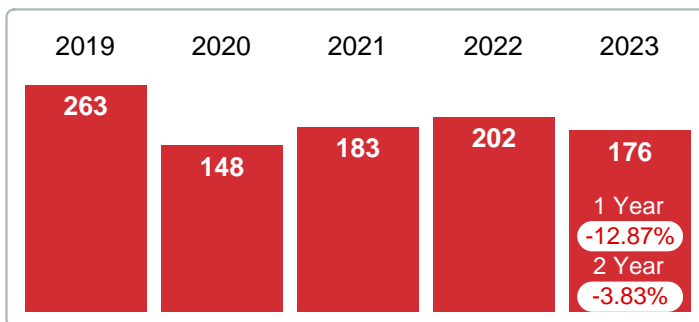
ACTIVE INVENTORY

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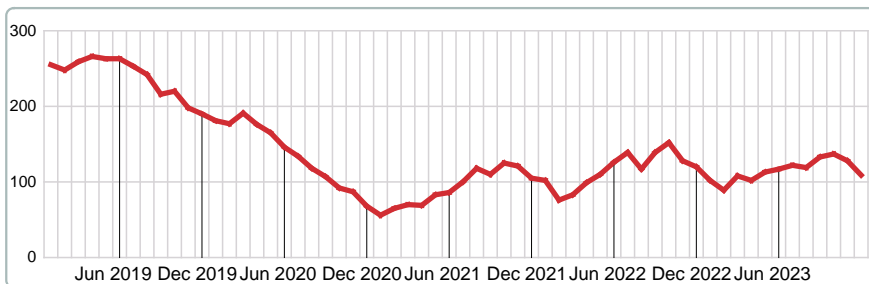
END OF DECEMBER



ACTIVE DURING DECEMBER

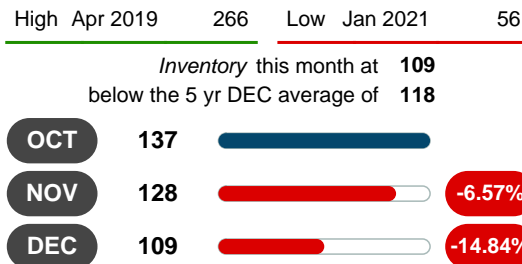


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 118



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	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%	49.5	5	6	1	0
\$125,001 - \$175,000	14	12.84%	41.0	1	9	4	0
\$175,001 - \$275,000	29	26.61%	69.0	2	11	14	2
\$275,001 - \$325,000	17	15.60%	79.0	1	5	10	1
\$325,001 - \$475,000	15	13.76%	51.0	0	7	7	1
\$475,001 and up	11	10.09%	99.0	0	2	5	4
Total Active Inventory by Units	109			14	45	42	8
Total Active Inventory by Volume	31,859,968	100%	67.0	1.49M	10.08M	14.62M	5.67M
Median Active Inventory Listing Price	\$259,540			\$79,900	\$195,000	\$279,820	\$559,450

December 2023



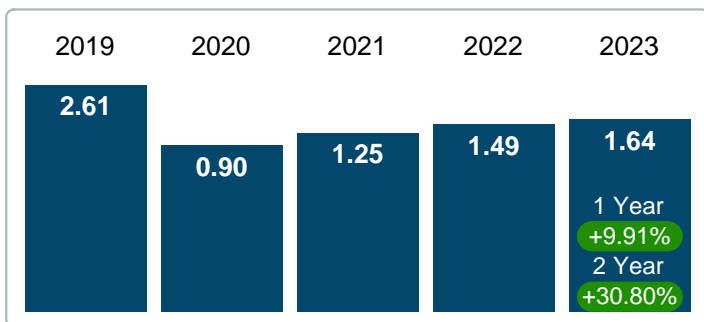
Area Delimited by County Of Washington - Residential Property Type



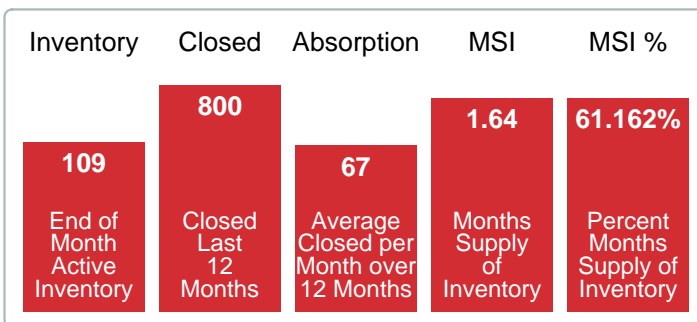
MONTHS SUPPLY of INVENTORY (MSI)

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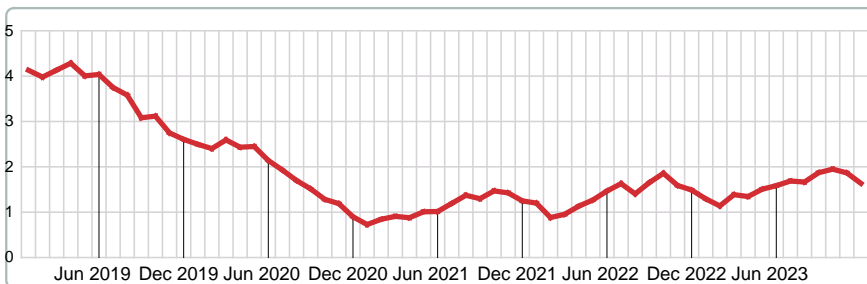
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2023



5 YEAR MARKET ACTIVITY TRENDS

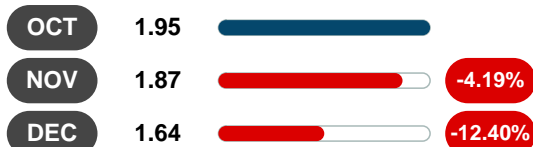


3 MONTHS

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



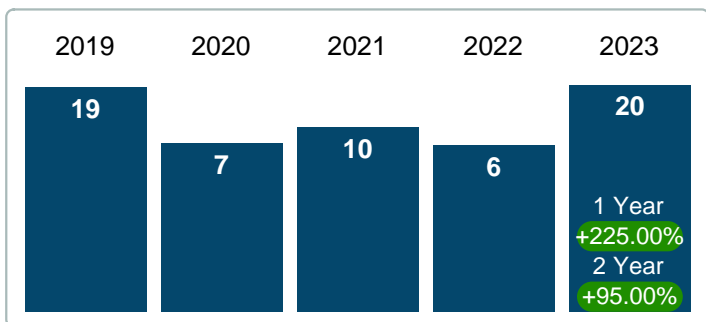
Area Delimited by County Of Washington - Residential Property Type



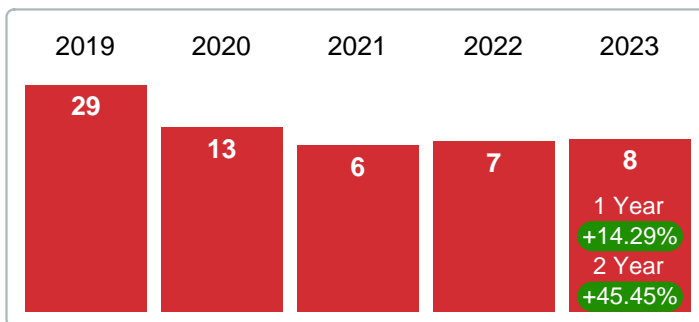
MEDIAN DAYS ON MARKET TO SALE

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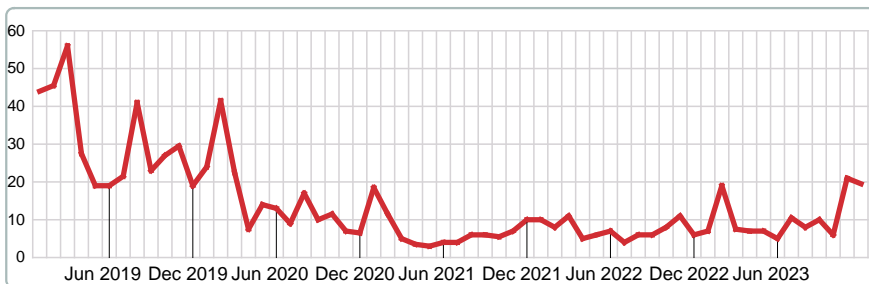
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 12

High Mar 2019 56 Low May 2021 3

Median Days on Market to Sale this month at 20 above the 5 yr DEC average of 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
\$75,000 and less	8.93%	8	14	0	2	0
\$75,001 - \$100,000	16.07%	20	30	17	0	0
\$100,001 - \$125,000	3.57%	7	0	7	0	0
\$125,001 - \$225,000	33.93%	31	9	33	42	0
\$225,001 - \$325,000	17.86%	13	0	11	12	14
\$325,001 - \$425,000	8.93%	36	4	14	53	98
\$425,001 and up	10.71%	127	125	0	129	0
Median Closed DOM		20	14	20	39	56
Total Closed Units	100%	56	13	23	18	2
Total Closed Volume		12,373,615	1.99M	3.81M	5.91M	665.00K

December 2023



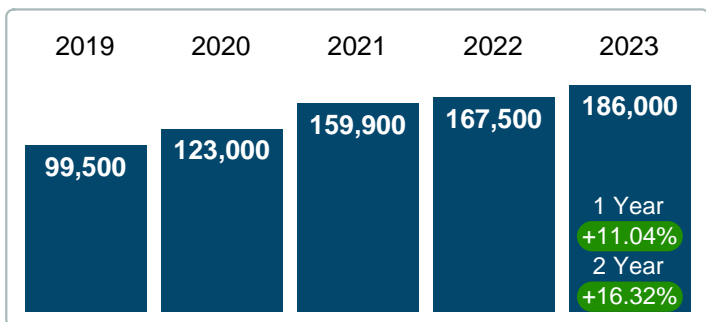
Area Delimited by County Of Washington - Residential Property Type



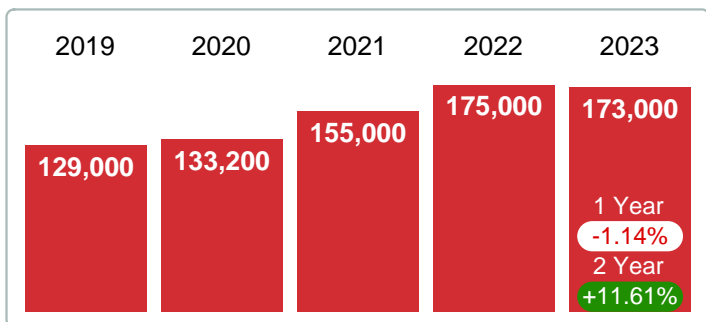
MEDIAN LIST PRICE AT CLOSING

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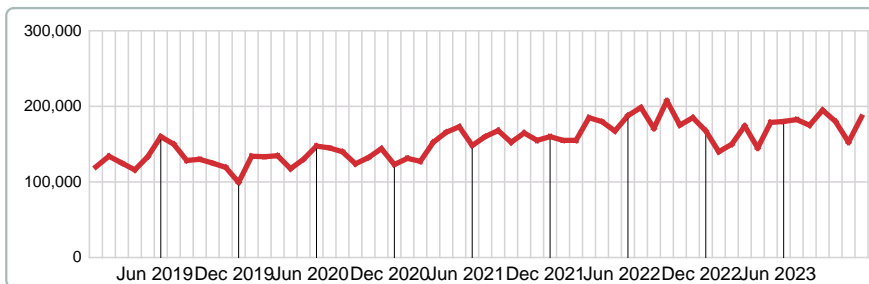
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

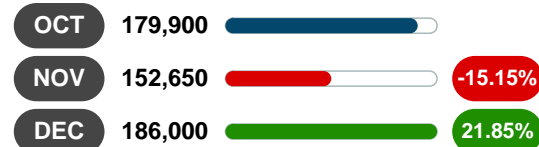


3 MONTHS

5 year DEC AVG = 147,180

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

Median List Price at Closing this month at **186,000**
above the 5 yr DEC average of **147,180**



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
\$75,000 and less	8.93%	57,500	50,000	0	75,000	0
\$75,001 - \$100,000	16.07%	96,750	92,375	98,000	0	0
\$100,001 - \$125,000	3.57%	117,500	115,000	120,000	0	0
\$125,001 - \$225,000	33.93%	167,900	215,000	163,750	179,900	0
\$225,001 - \$325,000	17.86%	286,320	0	259,750	295,500	260,000
\$325,001 - \$425,000	7.14%	363,825	0	347,650	362,500	395,000
\$425,001 and up	12.50%	465,000	515,000	0	465,000	0
Median List Price		186,000	96,750	154,900	322,450	327,500
Total Closed Units	100%	186,000	13	23	18	2
Total Closed Volume		12,691,040	2.14M	3.84M	6.05M	655.00K

December 2023



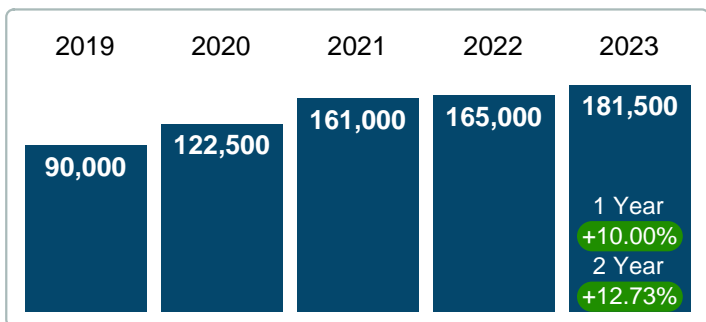
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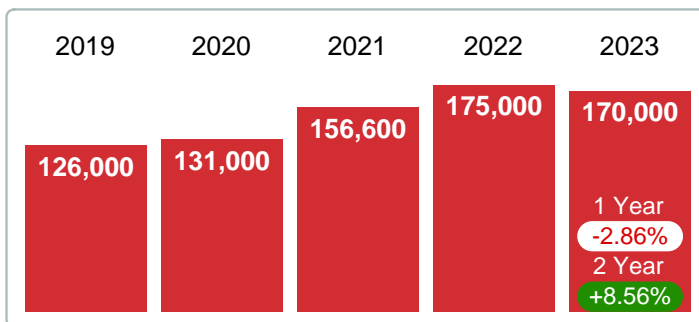
MEDIAN SOLD PRICE AT CLOSING

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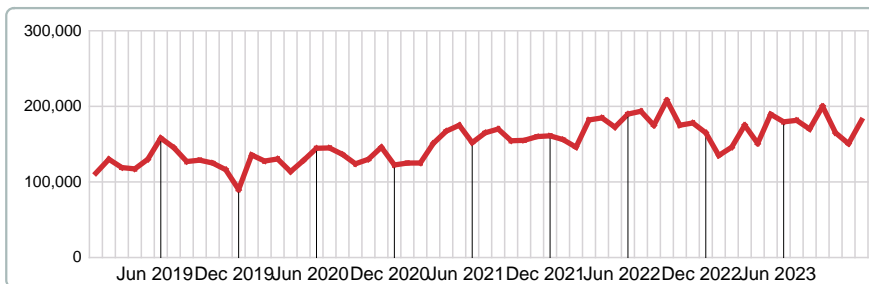
DECEMBER



YEAR TO DATE (YTD)

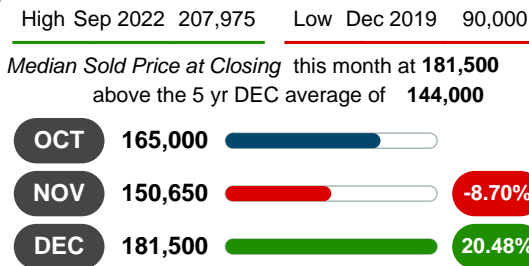


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 144,000



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
\$75,000 and less	5	8.93%	55,000	49,000	0	75,000	0
\$75,001 - \$100,000	9	16.07%	94,000	92,000	97,000	0	0
\$100,001 - \$125,000	2	3.57%	113,750	0	113,750	0	0
\$125,001 - \$225,000	19	33.93%	167,900	212,500	162,950	170,000	0
\$225,001 - \$325,000	10	17.86%	281,320	0	253,000	300,000	270,000
\$325,001 - \$425,000	5	8.93%	378,500	410,000	345,000	354,250	395,000
\$425,001 and up	6	10.71%	480,000	500,000	0	460,000	0
Median Sold Price			181,500	92,000	157,900	322,450	332,500
Total Closed Units		100%	181,500	13	23	18	2
Total Closed Volume			12,373,615	1.99M	3.81M	5.91M	665.00K

December 2023



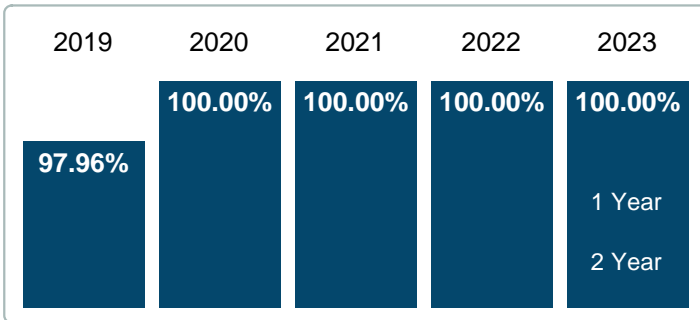
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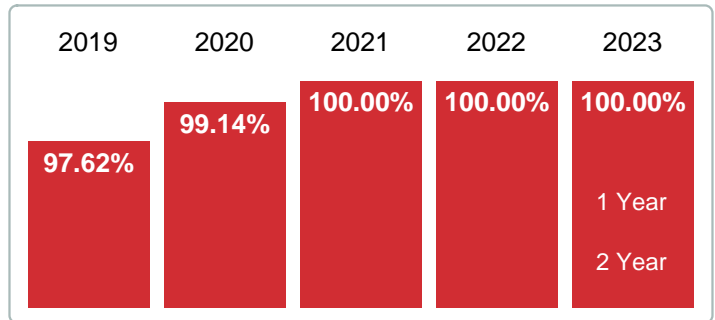
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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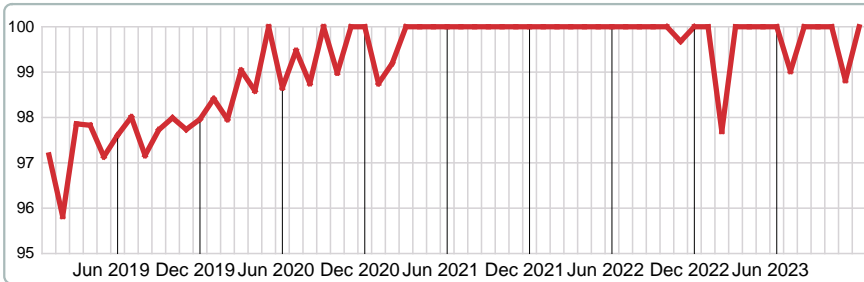
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

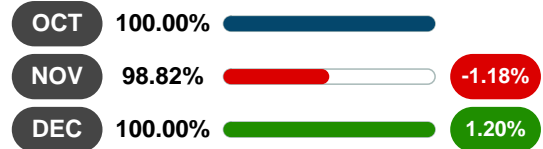


3 MONTHS

5 year DEC AVG = 99.59%

High Dec 2023 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr DEC average of **99.59%**



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
\$75,000 and less	5	8.93%	100.00%	97.83%	0.00%	100.00%	0.00%
\$75,001 - \$100,000	9	16.07%	100.00%	95.09%	100.00%	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%	100.00%	98.86%	100.00%	90.06%	0.00%
\$225,001 - \$325,000	10	17.86%	100.00%	0.00%	97.61%	100.00%	103.85%
\$325,001 - \$425,000	5	8.93%	99.61%	95.35%	99.24%	100.57%	100.00%
\$425,001 and up	6	10.71%	98.68%	83.33%	0.00%	98.92%	0.00%
Median Sold/List Ratio		100.00%		95.65%	100.00%	99.80%	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



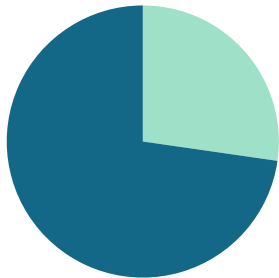
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

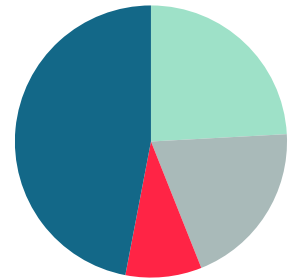
- New Listings **48 = 27.27%**
- Start Inventory **128**
- Total Inventory Units **176**
- Volume **\$49,295,448**

Market Activity

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%
Median List Price	167,500	186,000	11.04%	175,000	173,000	-1.14%
Median Sale Price	165,000	181,500	10.00%	175,000	170,000	-2.86%
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	6.00	19.50	225.00%	7.00	8.00	14.29%
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

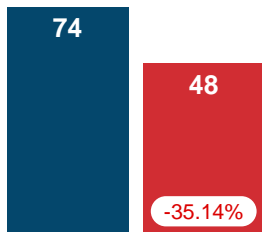
Inventory on December 31, 2023 = **109**

2022 **2023**

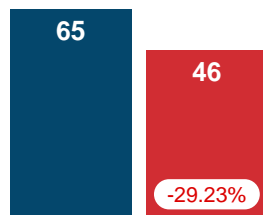
DECEMBER MARKET

MEDIAN PRICES

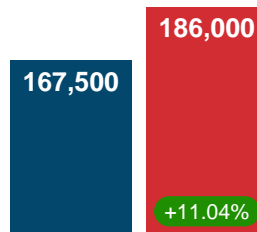
New Listings



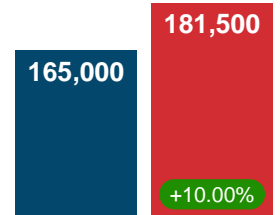
Pending Listings



List Price



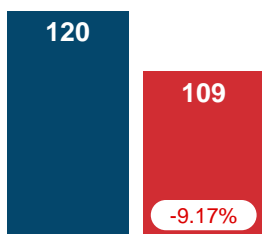
Sale Price



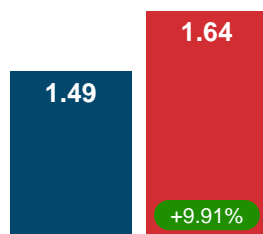
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

