

January 2024



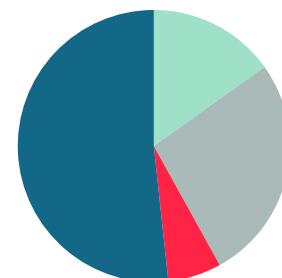
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Feb 12, 2024 for MLS Technology Inc.

Compared Metrics	2023	January 2024	+/-%
Closed Listings	55	31	-43.64%
Pending Listings	72	55	-23.61%
New Listings	66	58	-12.12%
Average List Price	177,605	181,472	2.18%
Average Sale Price	175,563	179,943	2.49%
Average Percent of Selling Price to List Price	97.32%	98.83%	1.55%
Average Days on Market to Sale	23.84	26.32	10.43%
End of Month Inventory	102	106	3.92%
Months Supply of Inventory	1.29	1.64	26.69%



■ Closed (15.12%)
■ Pending (26.83%)
■ Other OffMarket (6.34%)
■ Active (51.71%)

Absorption: Last 12 months, an Average of **65** Sales/Month
Active Inventory as of January 31, 2024 = **106**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2024 rose **3.92%** to 106 existing homes available for sale. Over the last 12 months this area has had an average of 65 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 **2.49%** in January 2024 to \$179,943 versus the previous year at \$175,563.

Average Days on Market Lengthens

The average number of **26.32** days that homes spent on the market before selling increased by 2.49 days or **10.43%** in January 2024 compared to last year's same month at **23.84** DOM.

Sales Success for January 2024 is Positive

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

There were 58 New Listings in January 2024, down **12.12%** from last year at 66. Furthermore, there were 31 Closed Listings this month versus last year at 55, a **-43.64%** decrease.

Closed versus Listed trends yielded a **53.4%** ratio, down from previous year's, January 2023, at **83.3%**, a **35.86%** downswing. This will certainly create pressure on an increasing 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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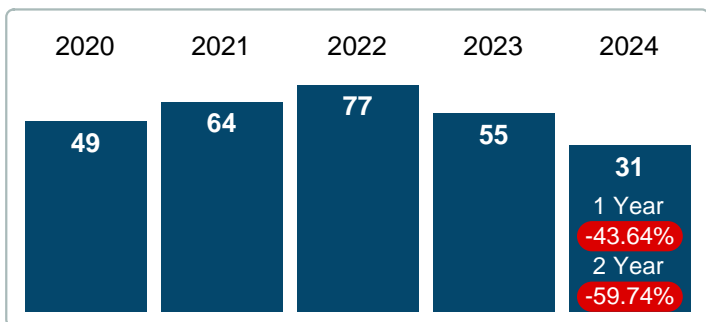
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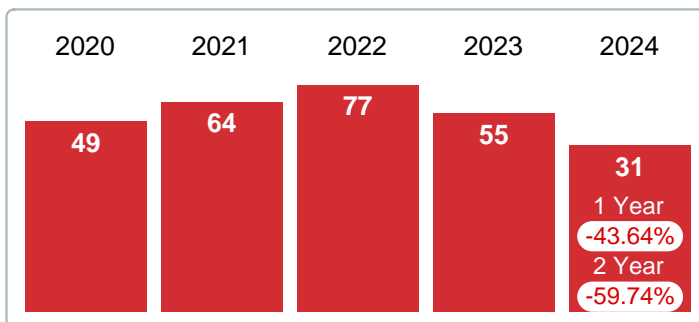
CLOSED LISTINGS

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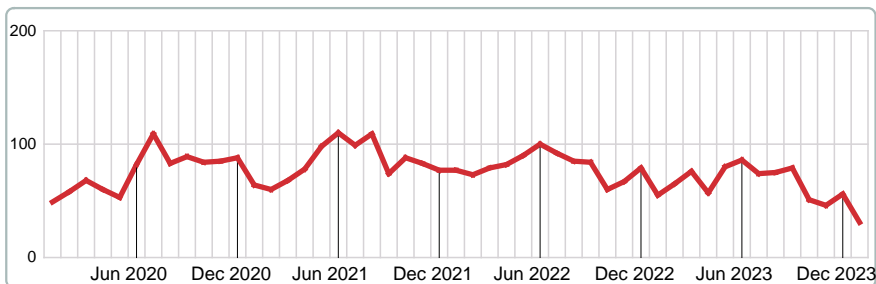
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

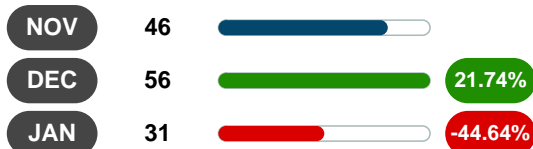


3 MONTHS

5 year JAN AVG = 55

High Jun 2021 110 Low Jan 2024 31

Closed Listings this month at 31
below the 5 yr JAN average of 55



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	6.45%	4.5	1	1	0	0
\$50,001 - \$125,000	5	16.13%	33.2	3	2	0	0
\$125,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$175,000	13	41.94%	15.7	2	11	0	0
\$175,001 - \$225,000	4	12.90%	34.8	0	4	0	0
\$225,001 - \$250,000	2	6.45%	3.5	0	0	2	0
\$250,001 and up	5	16.13%	58.2	0	2	3	0
Total Closed Units	31			6	20	5	0
Total Closed Volume	5,578,228	100%	26.3	586.50K	3.64M	1.35M	0.00B
Average Closed Price	\$179,943			\$97,750	\$181,960	\$270,506	\$0

January 2024



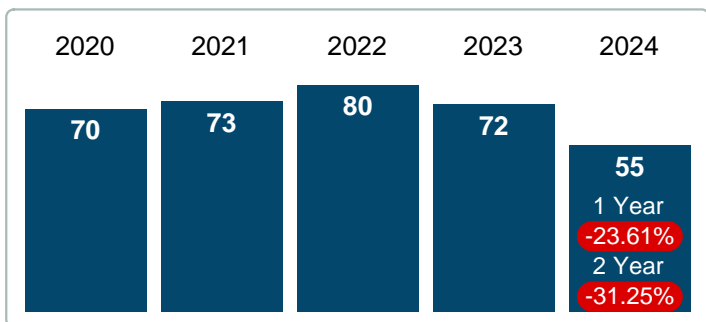
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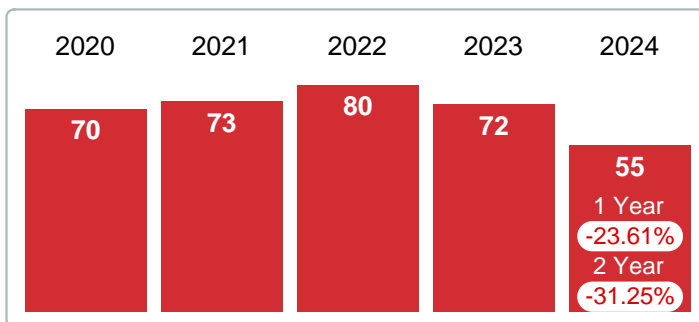
PENDING LISTINGS

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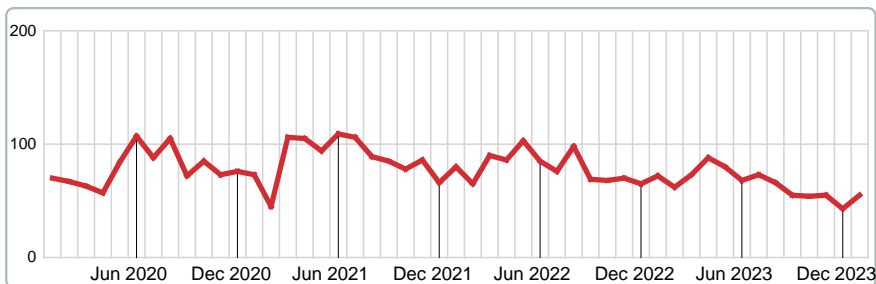
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 70

High Jun 2021 109 Low Dec 2023 43

Pending Listings this month at 55
below the 5 yr JAN 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
\$60,000 and less	5	9.09%	15.8	4	1	0	0
\$60,001 - \$100,000	7	12.73%	25.4	2	5	0	0
\$100,001 - \$140,000	8	14.55%	52.9	1	5	2	0
\$140,001 - \$200,000	15	27.27%	26.7	1	10	4	0
\$200,001 - \$260,000	7	12.73%	68.0	0	3	4	0
\$260,001 - \$310,000	8	14.55%	73.8	0	1	6	1
\$310,001 and up	5	9.09%	49.4	0	2	3	0
Total Pending Units	55			8	27	19	1
Total Pending Volume	10,213,099	100%	0.7	631.90K	4.49M	4.80M	283.88K
Average Listing Price	\$148,133			\$78,988	\$166,441	\$252,812	\$283,879

January 2024



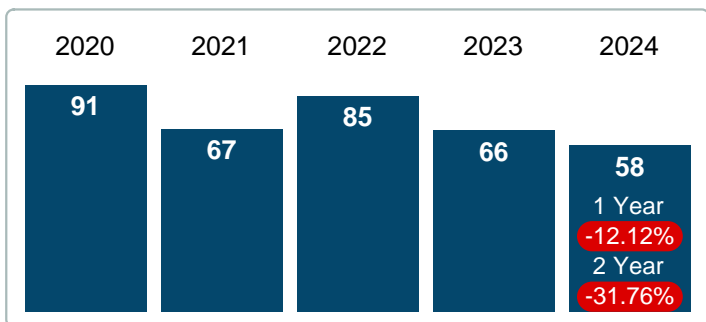
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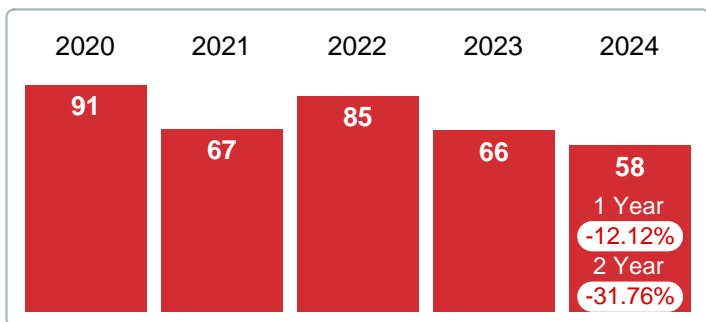
NEW LISTINGS

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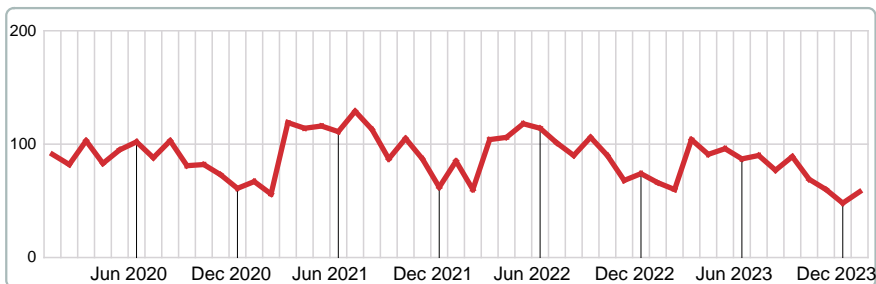
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 73

High Jul 2021 129 Low Dec 2023 48

New Listings this month at 58
below the 5 yr JAN average of 73



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	8.62%	3	1	1	0
\$40,001 - \$80,000	7	12.07%	2	5	0	0
\$80,001 - \$140,000	8	13.79%	3	5	0	0
\$140,001 - \$220,000	15	25.86%	2	11	2	0
\$220,001 - \$320,000	9	15.52%	0	3	5	1
\$320,001 - \$440,000	9	15.52%	0	1	6	2
\$440,001 and up	5	8.62%	0	0	3	2
Total New Listed Units	58		10	26	17	5
Total New Listed Volume	13,083,399	100%	839.00K	3.89M	5.51M	2.84M
Average New Listed Listing Price	\$148,133		\$83,900	\$149,765	\$324,265	\$567,600

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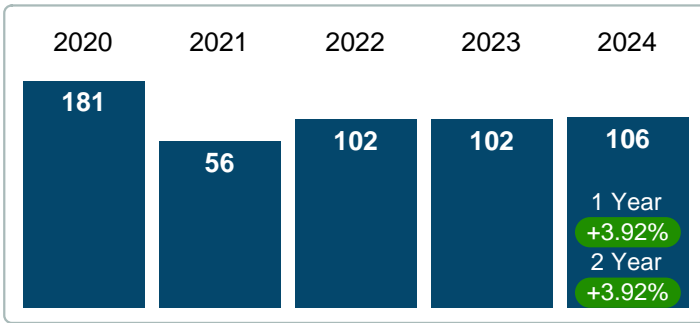
Area Delimited by County Of Washington - Residential Property Type



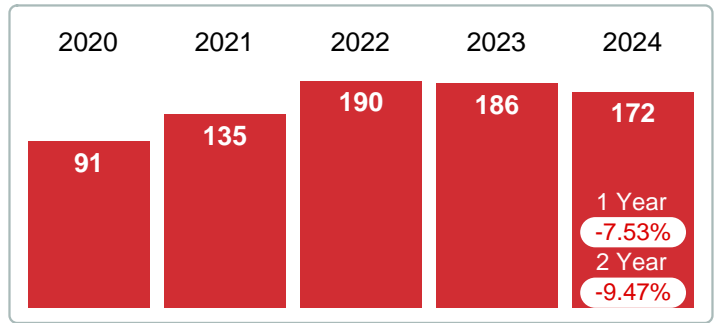
ACTIVE INVENTORY

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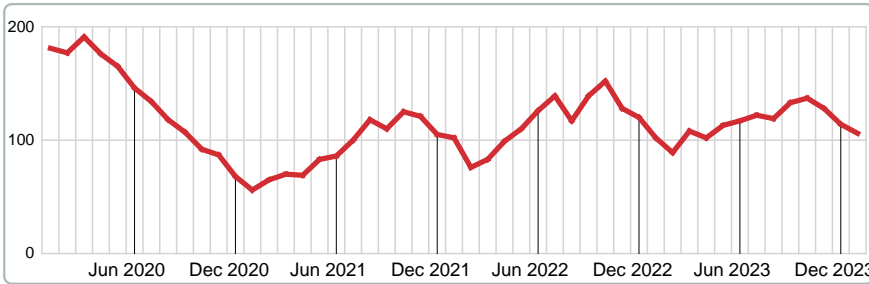
END OF JANUARY



ACTIVE DURING JANUARY

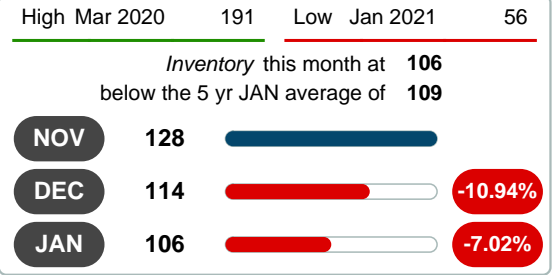


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 109



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	7.55%	55.6	4	3	1	0
\$50,001 - \$125,000	14	13.21%	79.9	5	8	1	0
\$125,001 - \$175,000	12	11.32%	77.4	3	8	1	0
\$175,001 - \$275,000	28	26.42%	69.5	1	12	13	2
\$275,001 - \$350,000	20	18.87%	71.3	1	7	11	1
\$350,001 - \$475,000	14	13.21%	80.8	0	6	5	3
\$475,001 and up	10	9.43%	70.6	0	0	4	6
Total Active Inventory by Units	106			14	44	36	12
Total Active Inventory by Volume	29,949,068	100%	72.7	1.45M	9.33M	11.40M	7.78M
Average Active Inventory Listing Price	\$282,538			\$103,236	\$211,955	\$316,696	\$648,058

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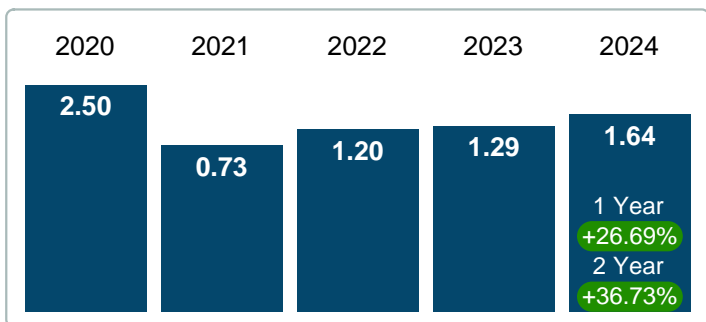
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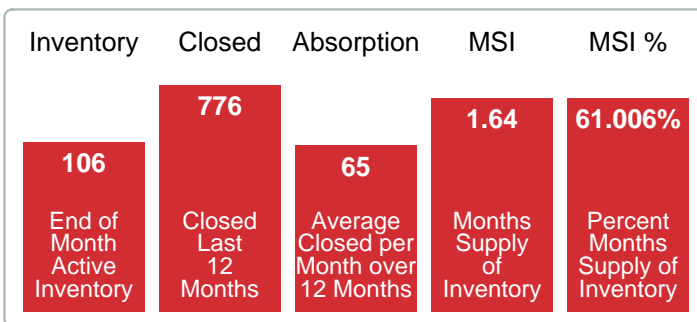
MONTHS SUPPLY of INVENTORY (MSI)

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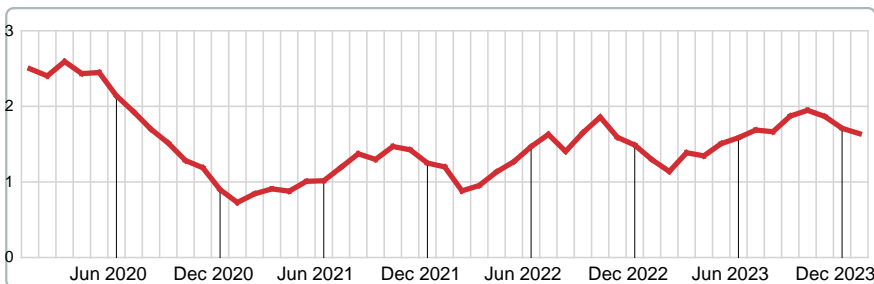
MSI FOR JANUARY



INDICATORS FOR JANUARY 2024

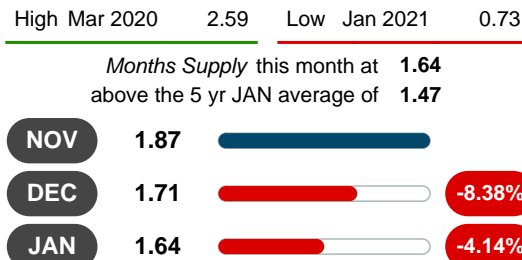


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1.47



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
\$50,000 and less	8	7.55%	1.71	1.41	1.71	12.00	0.00
\$50,001 - \$125,000	14	13.21%	0.90	0.95	0.86	1.09	0.00
\$125,001 - \$175,000	12	11.32%	0.88	1.44	0.79	0.86	0.00
\$175,001 - \$275,000	28	26.42%	1.78	1.33	1.23	2.94	2.40
\$275,001 - \$350,000	20	18.87%	2.64	12.00	3.65	2.10	3.00
\$350,001 - \$475,000	14	13.21%	3.05	0.00	5.54	1.82	4.50
\$475,001 and up	10	9.43%	3.33	0.00	0.00	3.20	6.00
Market Supply of Inventory (MSI)			1.64	1.25	1.28	2.27	3.79
Total Active Inventory by Units		100%	106	14	44	36	12

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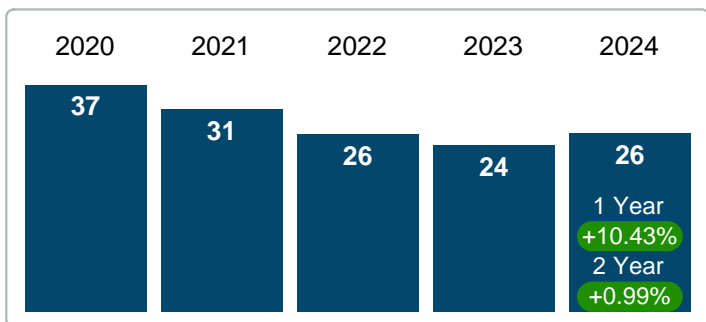
Area Delimited by County Of Washington - Residential Property Type



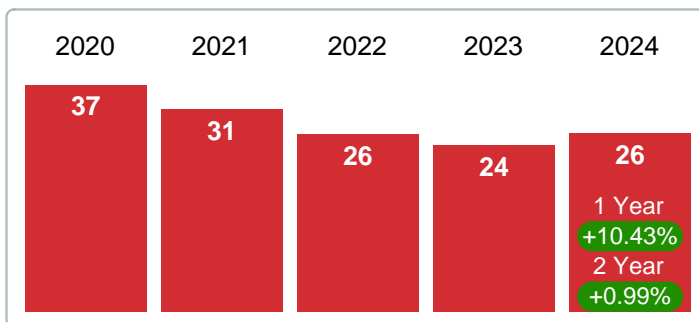
AVERAGE DAYS ON MARKET TO SALE

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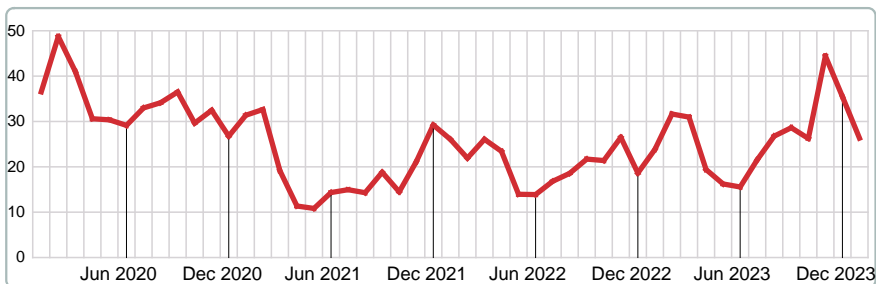
JANUARY



YEAR TO DATE (YTD)

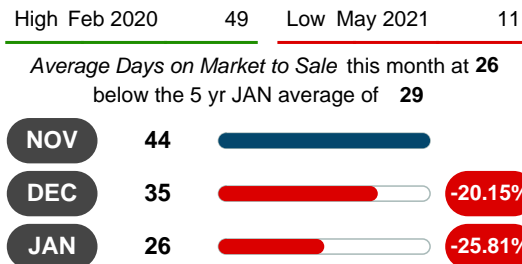


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 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
\$50,000 and less	6.45%	5	1	8	0	0
\$50,001 - \$125,000	16.13%	33	30	39	0	0
\$125,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$175,000	41.94%	16	9	17	0	0
\$175,001 - \$225,000	12.90%	35	0	35	0	0
\$225,001 - \$250,000	6.45%	4	0	0	4	0
\$250,001 and up	16.13%	58	0	27	79	0
Average Closed DOM		26	18	23	49	0
Total Closed Units	100%	26	6	20	5	0
Total Closed Volume		5,578,228	586.50K	3.64M	1.35M	0.00B

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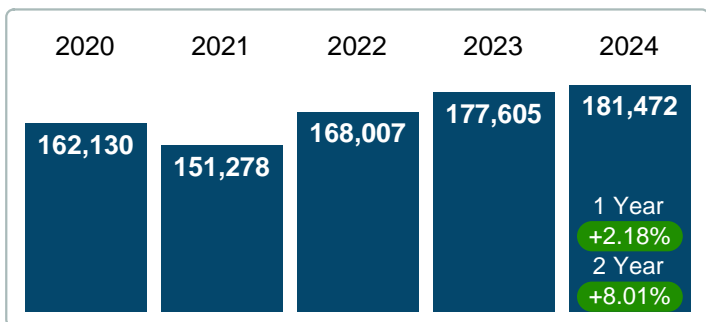
Area Delimited by County Of Washington - Residential Property Type



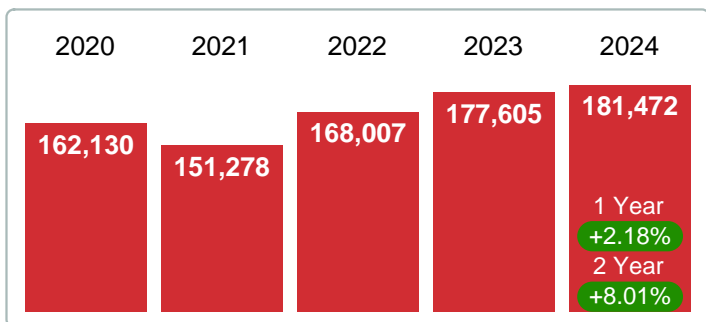
AVERAGE LIST PRICE AT CLOSING

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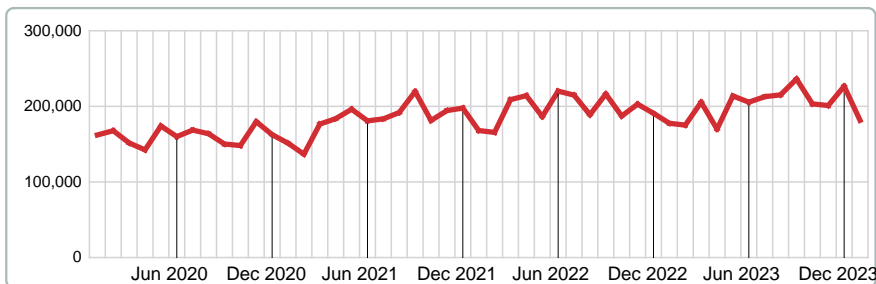
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

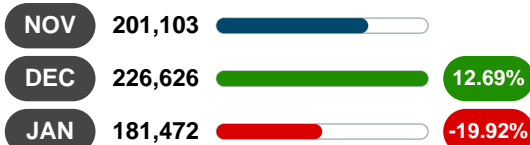


3 MONTHS

5 year JAN AVG = 168,098

High Sep 2023 236,182 Low Feb 2021 136,725

Average List Price at Closing this month at **181,472**
above the 5 yr JAN average of **168,098**



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
\$50,000 and less	6.45%	22,500	30,000	15,000	0	0
\$50,001 - \$125,000	12.90%	90,875	87,000	115,000	0	0
\$125,001 - \$150,000	6.45%	133,750	0	0	0	0
\$150,001 - \$175,000	25.81%	162,525	161,950	167,636	0	0
\$175,001 - \$225,000	22.58%	184,714	0	198,825	0	0
\$225,001 - \$250,000	12.90%	238,000	0	0	237,250	0
\$250,001 and up	12.90%	351,110	0	392,450	289,013	0
Average List Price		181,472	102,483	183,460	268,308	0
Total Closed Units	100%	181,472	6	20	5	0
Total Closed Volume		5,625,640	614.90K	3.67M	1.34M	0.00B

January 2024



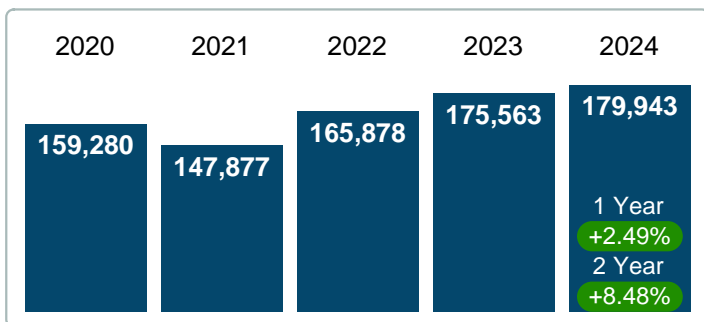
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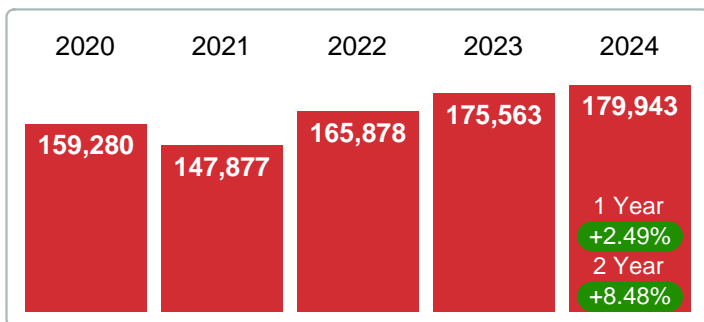
AVERAGE SOLD PRICE AT CLOSING

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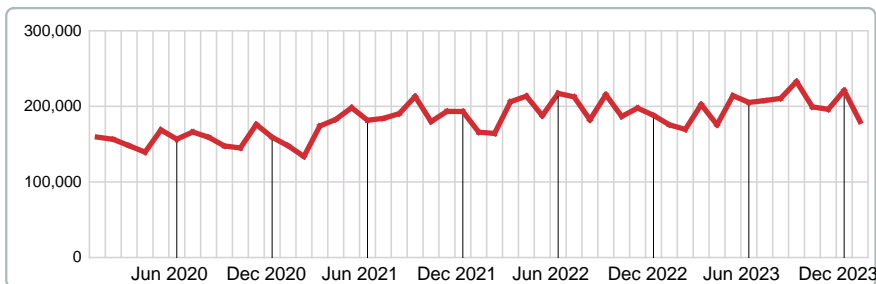
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

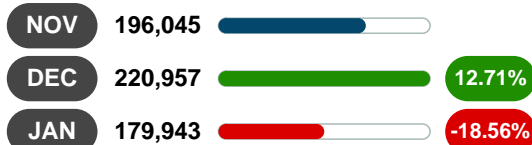


3 MONTHS

5 year JAN AVG = 165,708

High Sep 2023 232,711 Low Feb 2021 133,663

Average Sold Price at Closing this month at **179,943** above the 5 yr JAN average of **165,708**



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
\$50,000 and less	6.45%	20,750	25,000	16,500	0	0
\$50,001 - \$125,000	16.13%	95,400	83,667	113,000	0	0
\$125,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$175,000	41.94%	163,954	155,250	165,536	0	0
\$175,001 - \$225,000	12.90%	197,725	0	197,725	0	0
\$225,001 - \$250,000	6.45%	236,750	0	0	236,750	0
\$250,001 and up	16.13%	332,786	0	392,450	293,009	0
Average Sold Price		179,943	97,750	181,960	270,506	0
Total Closed Units	100%	179,943	6	20	5	
Total Closed Volume		5,578,228	586.50K	3.64M	1.35M	0.00B

January 2024



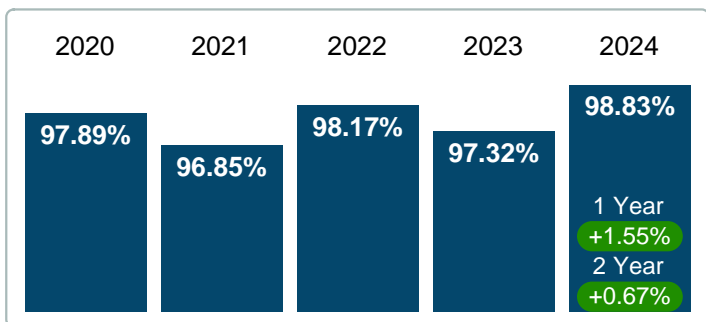
Area Delimited by County Of Washington - Residential Property Type



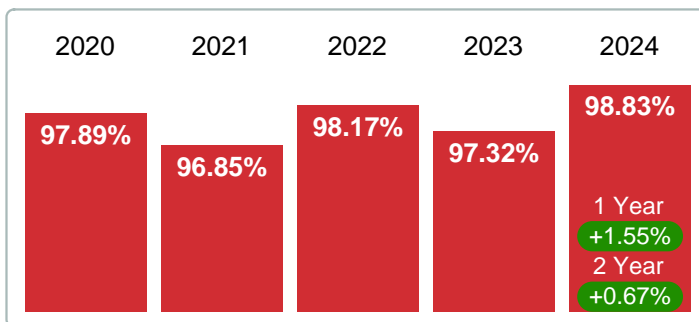
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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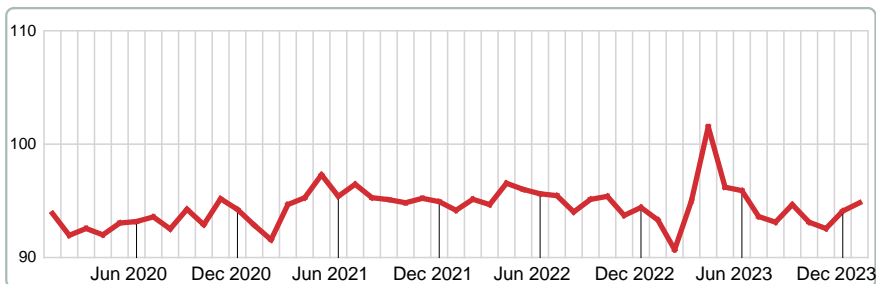
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

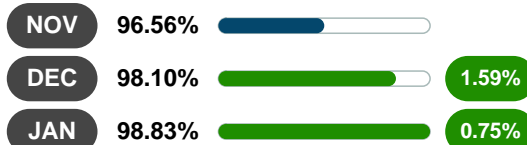


3 MONTHS

5 year JAN AVG = 97.81%

High Apr 2023 105.53% Low Feb 2023 94.69%

Average Sold/List Ratio this month at **98.83%** above the 5 yr JAN average of **97.81%**



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
\$50,000 and less	<div style="width: 6.45%;"></div> 2	6.45%	96.67%	83.33%	110.00%	0.00%	0.00%
\$50,001 - \$125,000	<div style="width: 16.13%;"></div> 5	16.13%	96.93%	95.95%	98.41%	0.00%	0.00%
\$125,001 - \$150,000	<div style="width: 0.00%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$175,000	<div style="width: 41.94%;"></div> 13	41.94%	98.64%	95.94%	99.14%	0.00%	0.00%
\$175,001 - \$225,000	<div style="width: 12.90%;"></div> 4	12.90%	99.63%	0.00%	99.63%	0.00%	0.00%
\$225,001 - \$250,000	<div style="width: 6.45%;"></div> 2	6.45%	99.79%	0.00%	0.00%	99.79%	0.00%
\$250,001 and up	<div style="width: 16.13%;"></div> 5	16.13%	101.06%	0.00%	100.00%	101.76%	0.00%
Average Sold/List Ratio		98.80%		93.84%	99.79%	100.97%	0.00%
Total Closed Units		31	100%	6	20	5	
Total Closed Volume		5,578,228		586.50K	3.64M	1.35M	0.00B

January 2024



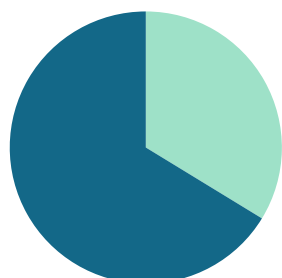
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

Report produced on Feb 12, 2024 for MLS Technology Inc.

INVENTORY

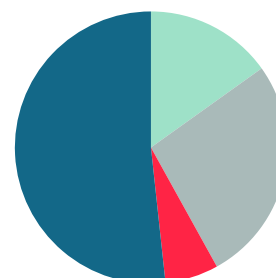


Inventory
 New Listings
58 = 33.72%
 Start Inventory
114
 Total Inventory Units
172
 Volume
\$45,751,567

Market Activity

Closed Sales
31 = 15.12%
 Pending Sales
55 = 26.83%
 Other Off Market
13 = 6.34%
 Active Inventory
106 = 51.71%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	55	31	-43.64%	55	31	-43.64%
Pending Sales	72	55	-23.61%	72	55	-23.61%
New Listings	66	58	-12.12%	66	58	-12.12%
Average List Price	177,605	181,472	2.18%	177,605	181,472	2.18%
Average Sale Price	175,563	179,943	2.49%	175,563	179,943	2.49%
Average Percent of Selling Price to List Price	97.32%	98.83%	1.55%	97.32%	98.83%	1.55%
Average Days on Market to Sale	23.84	26.32	10.43%	23.84	26.32	10.43%
Monthly Inventory	102	106	3.92%	102	106	3.92%
Months Supply of Inventory	1.29	1.64	26.69%	1.29	1.64	26.69%

Absorption: Last 12 months, an Average of **65** Sales/Month

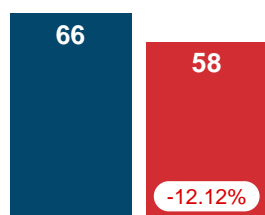
Inventory on January 31, 2024 = **106**

2023 **2024**

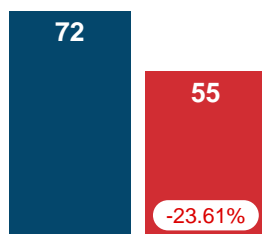
JANUARY MARKET

AVERAGE PRICES

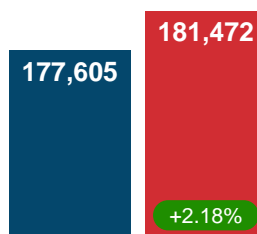
New Listings



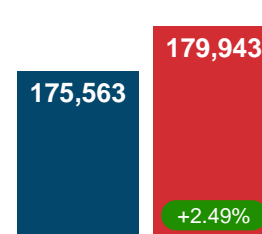
Pending Listings



List Price



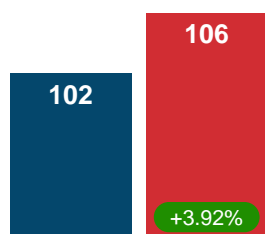
Sale Price



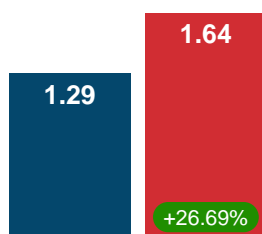
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

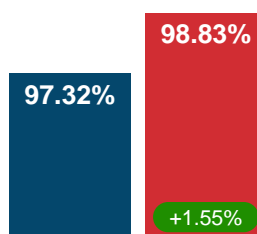
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

