

# March 2024



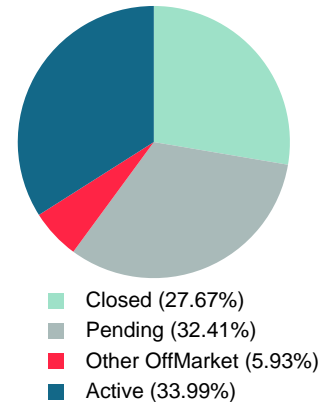
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	March 2024	+/-%
Closed Listings	76	70	-7.89%
Pending Listings	73	82	12.33%
New Listings	104	80	-23.08%
Average List Price	205,450	188,001	-8.49%
Average Sale Price	202,375	184,168	-9.00%
Average Percent of Selling Price to List Price	99.00%	96.21%	-2.81%
Average Days on Market to Sale	30.96	36.74	18.68%
End of Month Inventory	108	86	-20.37%
Months Supply of Inventory	1.39	1.35	-2.55%



**Absorption:** Last 12 months, an Average of **64** Sales/Month  
**Active Inventory** as of March 31, 2024 = **86**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2024 decreased **20.37%** to 86 existing homes available for sale. Over the last 12 months this area has had an average of 64 closed sales per month. This represents an unsold inventory index of **1.35** 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 **9.00%** in March 2024 to \$184,168 versus the previous year at \$202,375.

#### Average Days on Market Lengthens

The average number of **36.74** days that homes spent on the market before selling increased by 5.78 days or **18.68%** in March 2024 compared to last year's same month at **30.96** DOM.

#### Sales Success for March 2024 is Positive

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

There were 80 New Listings in March 2024, down **23.08%** from last year at 104. Furthermore, there were 70 Closed Listings this month versus last year at 76, a **-7.89%** decrease.

Closed versus Listed trends yielded a **87.5%** ratio, up from previous year's, March 2023, at **73.1%**, a **19.74%** upswing. 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

# March 2024



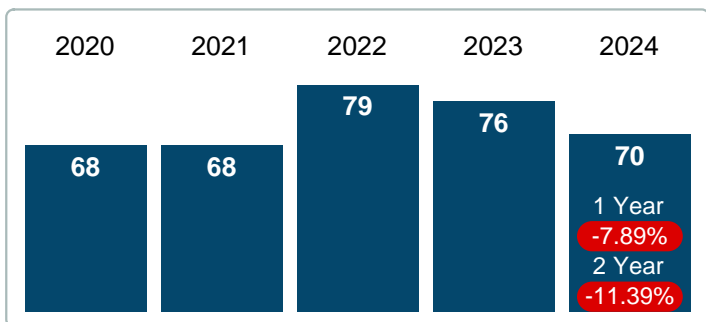
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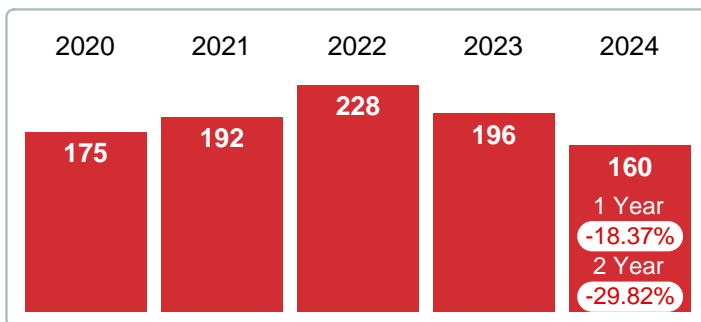
## CLOSED LISTINGS

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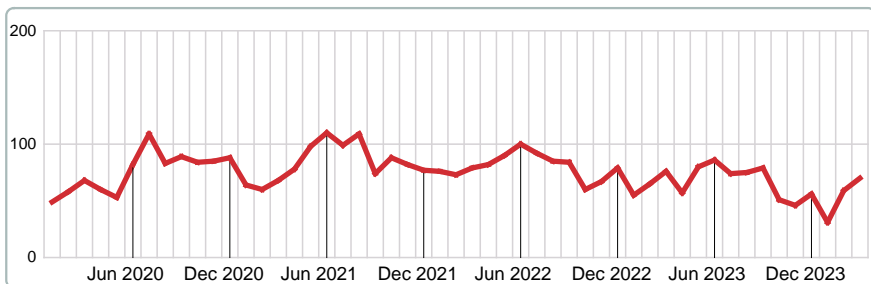
### MARCH



### YEAR TO DATE (YTD)

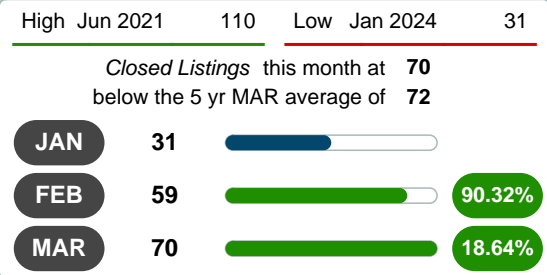


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR 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
\$50,000 and less	9	12.86%	24.2	6	3	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$125,000	14	20.00%	15.8	5	7	2	0
\$125,001 - \$175,000	16	22.86%	30.2	3	12	1	0
\$175,001 - \$250,000	13	18.57%	34.5	0	5	8	0
\$250,001 - \$350,000	11	15.71%	76.7	0	2	8	1
\$350,001 and up	7	10.00%	51.1	0	3	3	1
<b>Total Closed Units</b>	<b>70</b>			<b>14</b>	<b>32</b>	<b>22</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>12,891,740</b>	<b>100%</b>	<b>36.7</b>	<b>1.07M</b>	<b>5.32M</b>	<b>5.84M</b>	<b>665.50K</b>
<b>Average Closed Price</b>	<b>\$184,168</b>			<b>\$76,750</b>	<b>\$166,109</b>	<b>\$265,284</b>	<b>\$332,750</b>

# March 2024



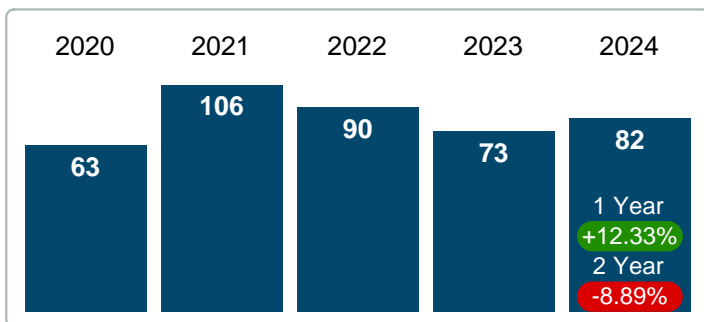
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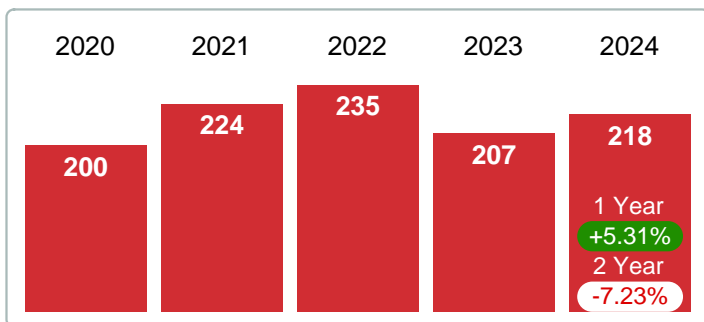
## PENDING LISTINGS

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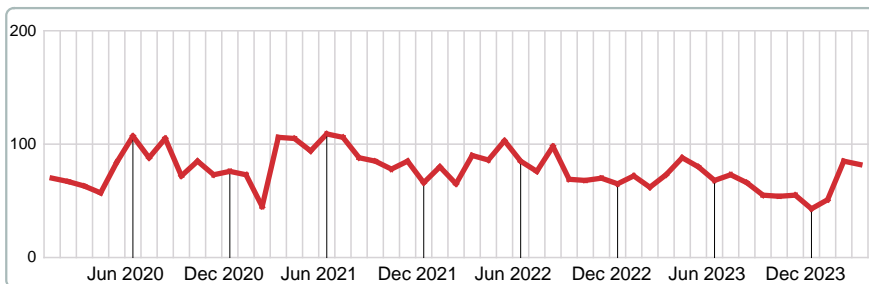
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

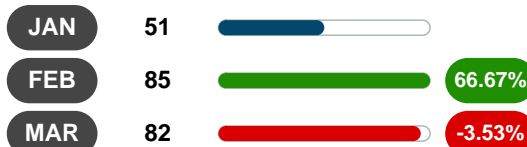


### 3 MONTHS

5 year MAR AVG = 83

High Jun 2021 109 Low Dec 2023 43

Pending Listings this month at **82**  
below the 5 yr MAR average of **83**



### 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	7	8.54%	20.9	6	1	0	0
\$60,001 - \$110,000	10	12.20%	4.1	6	4	0	0
\$110,001 - \$150,000	13	15.85%	17.0	1	11	1	0
\$150,001 - \$250,000	20	24.39%	28.4	2	17	1	0
\$250,001 - \$300,000	13	15.85%	29.3	0	5	7	1
\$300,001 - \$410,000	10	12.20%	56.7	0	3	6	1
\$410,001 and up	9	10.98%	42.3	0	2	5	2
<b>Total Pending Units</b>	<b>82</b>			<b>15</b>	<b>43</b>	<b>20</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>19,430,300</b>	<b>100%</b>	<b>8.4</b>	<b>1.28M</b>	<b>8.29M</b>	<b>7.42M</b>	<b>2.45M</b>
<b>Average Listing Price</b>	<b>\$133,950</b>			<b>\$85,147</b>	<b>\$192,826</b>	<b>\$370,825</b>	<b>\$611,275</b>

# March 2024



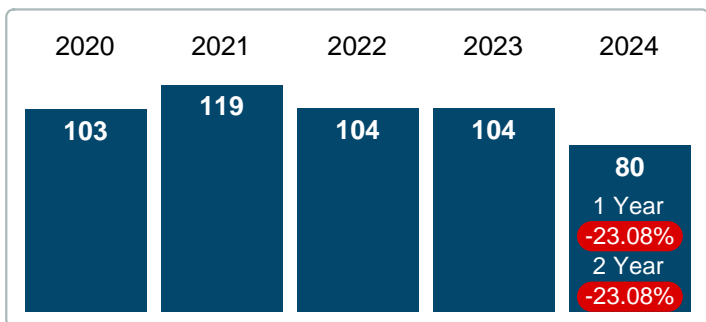
Area Delimited by County Of Washington - Residential Property Type



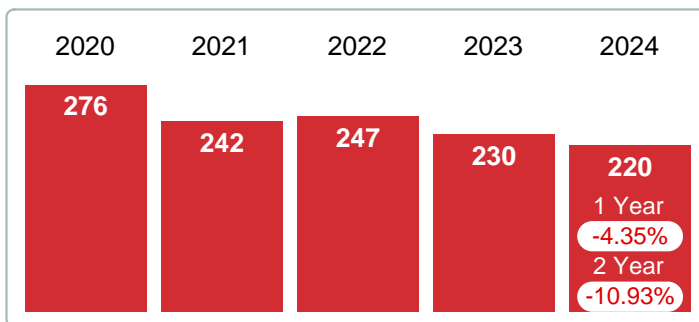
## NEW LISTINGS

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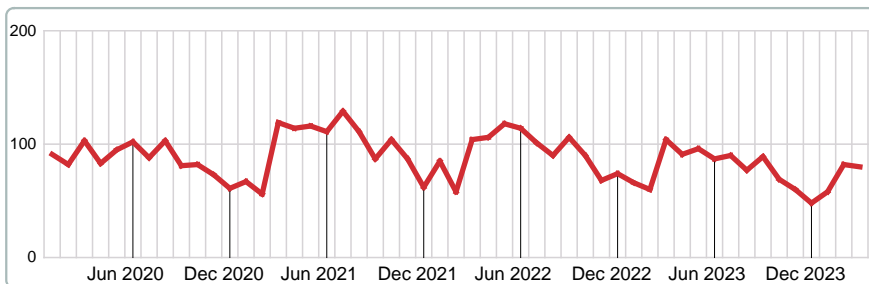
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

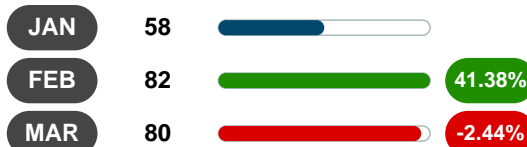


### 3 MONTHS

5 year MAR AVG = 102

High Jul 2021 129 Low Dec 2023 48

New Listings this month at **80**  
 below the 5 yr MAR average of **102**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.00%	3	1	0	0
\$50,001 - \$100,000	13	16.25%	10	3	0	0
\$100,001 - \$150,000	11	13.75%	1	10	0	0
\$150,001 - \$250,000	22	27.50%	4	14	3	1
\$250,001 - \$300,000	14	17.50%	1	5	8	0
\$300,001 - \$475,000	8	10.00%	0	4	2	2
\$475,001 and up	8	10.00%	0	0	4	4
<b>Total New Listed Units</b>	<b>80</b>		<b>19</b>	<b>37</b>	<b>17</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>19,353,097</b>	<b>100%</b>	<b>2.04M</b>	<b>7.14M</b>	<b>6.14M</b>	<b>4.03M</b>
<b>Average New Listed Listing Price</b>	<b>\$155,800</b>		<b>\$107,300</b>	<b>\$192,938</b>	<b>\$361,356</b>	<b>\$576,093</b>

# March 2024



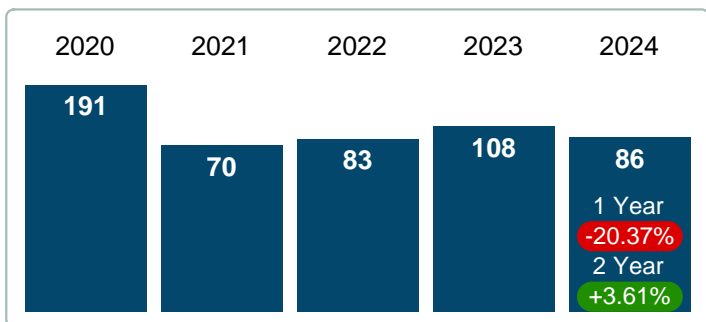
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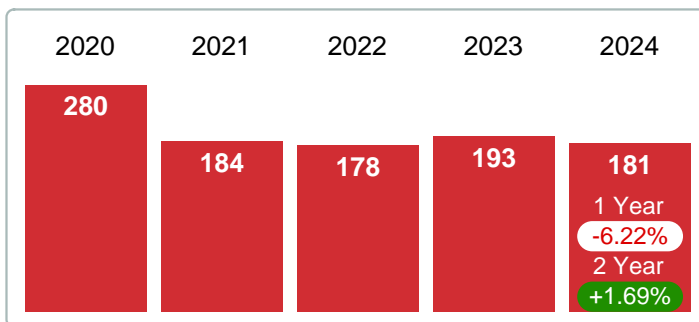
## ACTIVE INVENTORY

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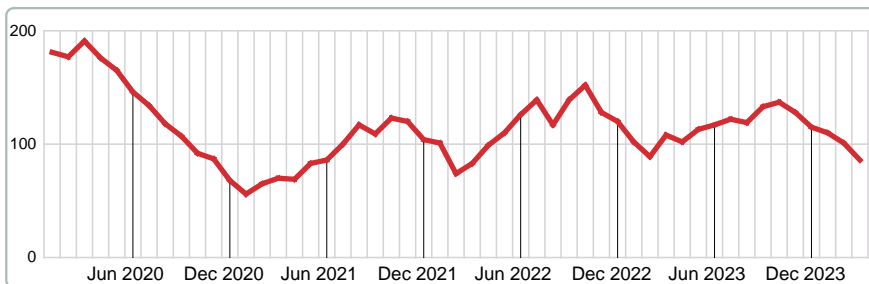
### END OF MARCH



### ACTIVE DURING MARCH

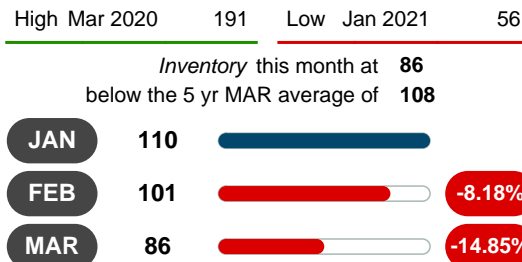


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 108



## 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	8	9.30%	95.0	5	2	1	0
\$75,001 - \$125,000	10	11.63%	95.4	5	5	0	0
\$125,001 - \$200,000	13	15.12%	45.5	3	10	0	0
\$200,001 - \$275,000	21	24.42%	44.0	0	8	11	2
\$275,001 - \$325,000	14	16.28%	57.3	1	4	8	1
\$325,001 - \$450,000	11	12.79%	75.1	1	4	4	2
\$450,001 and up	9	10.47%	83.2	0	0	4	5
<b>Total Active Inventory by Units</b>	<b>86</b>			<b>15</b>	<b>33</b>	<b>28</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>24,016,826</b>	<b>100%</b>	<b>65.2</b>	<b>1.92M</b>	<b>6.98M</b>	<b>9.15M</b>	<b>5.96M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$279,265</b>			<b>\$128,187</b>	<b>\$211,498</b>	<b>\$326,823</b>	<b>\$596,353</b>

# March 2024



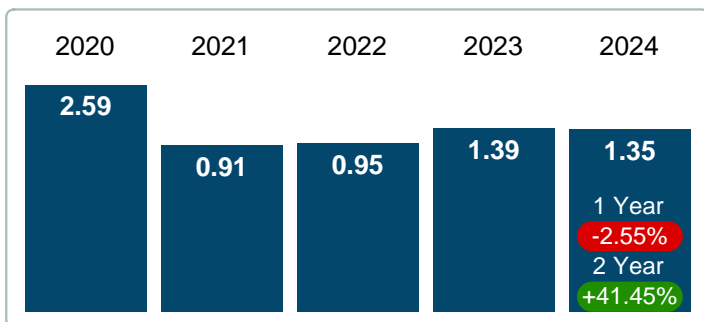
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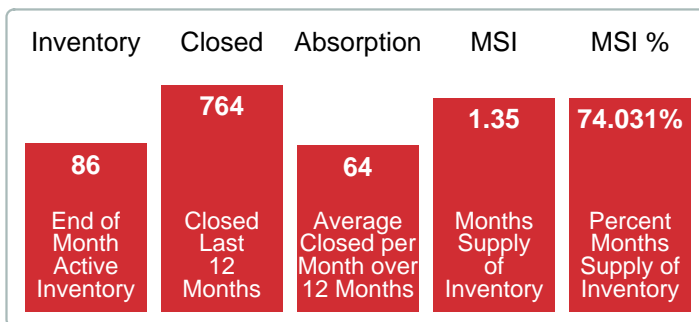
## MONTHS SUPPLY of INVENTORY (MSI)

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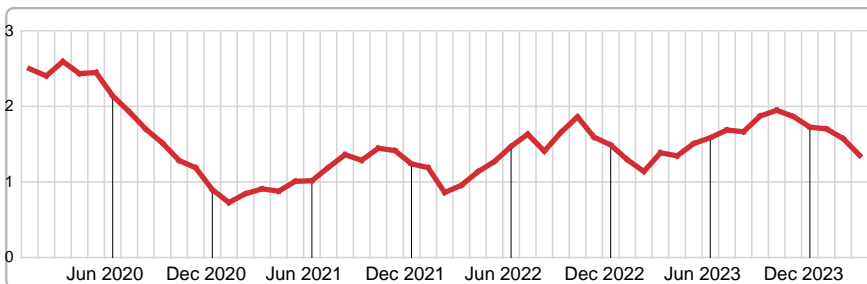
### MSI FOR MARCH



### INDICATORS FOR MARCH 2024



### 5 YEAR MARKET ACTIVITY TRENDS

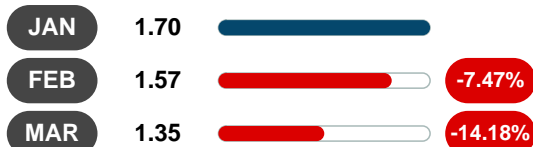


### 3 MONTHS

5 year MAR AVG = 1.44

High Mar 2020 2.59 Low Jan 2021 0.73

Months Supply this month at 1.35 below the 5 yr MAR average of 1.44



### 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	8	9.30%	0.92	1.07	0.53	4.00	0.00
\$75,001 - \$125,000	10	11.63%	0.93	1.40	0.76	0.00	0.00
\$125,001 - \$200,000	13	15.12%	0.69	1.09	0.74	0.00	0.00
\$200,001 - \$275,000	21	24.42%	2.05	0.00	1.43	3.07	3.43
\$275,001 - \$325,000	14	16.28%	2.27	0.00	2.67	1.88	2.40
\$325,001 - \$450,000	11	12.79%	2.03	6.00	2.67	1.23	4.00
\$450,001 and up	9	10.47%	2.45	0.00	0.00	2.53	5.45
Market Supply of Inventory (MSI)			1.35	1.27	0.99	1.77	3.87
Total Active Inventory by Units		100%	1.35	15	33	28	10

# March 2024



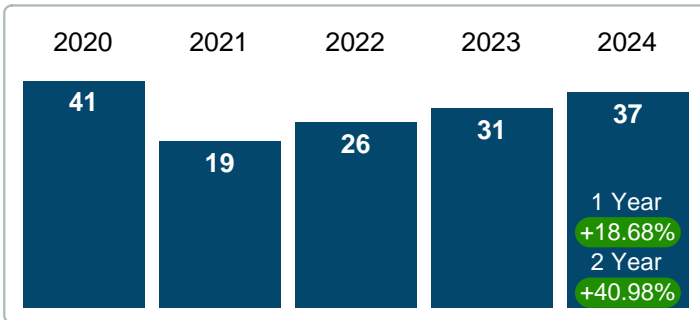
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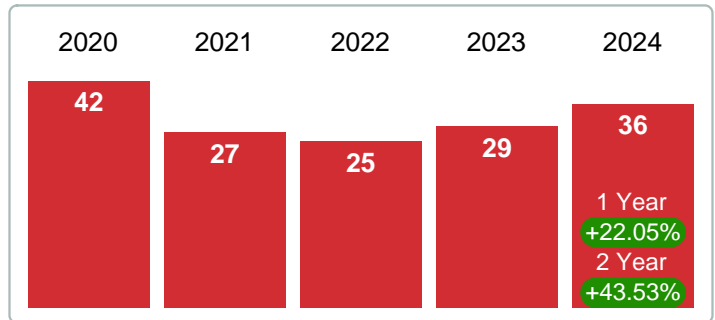
## AVERAGE DAYS ON MARKET TO SALE

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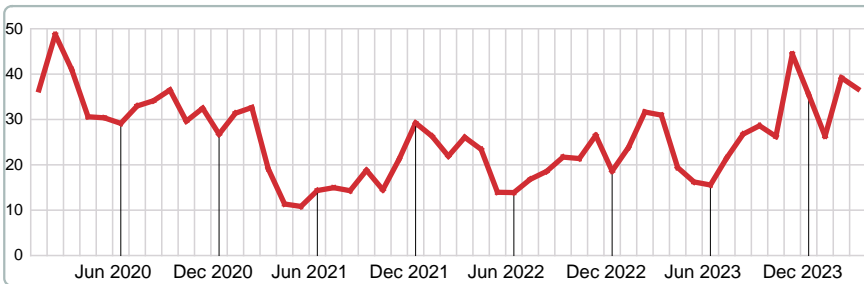
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

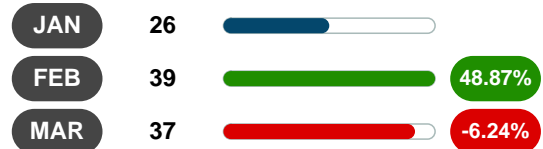


### 3 MONTHS

5 year MAR AVG = 31

High Feb 2020 49 Low May 2021 11

Average Days on Market to Sale this month at 37 above the 5 yr MAR average of 31



### 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	12.86%	24	18	37	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$125,000	20.00%	16	22	11	16	0
\$125,001 - \$175,000	22.86%	30	24	31	42	0
\$175,001 - \$250,000	18.57%	34	0	18	45	0
\$250,001 - \$350,000	15.71%	77	0	110	66	95
\$350,001 and up	10.00%	51	0	84	30	17
<b>Average Closed DOM</b>		<b>37</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>70</b>	<b>14</b>	<b>32</b>	<b>22</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>12,891,740</b>	<b>1.07M</b>	<b>5.32M</b>	<b>5.84M</b>	<b>665.50K</b>

# March 2024



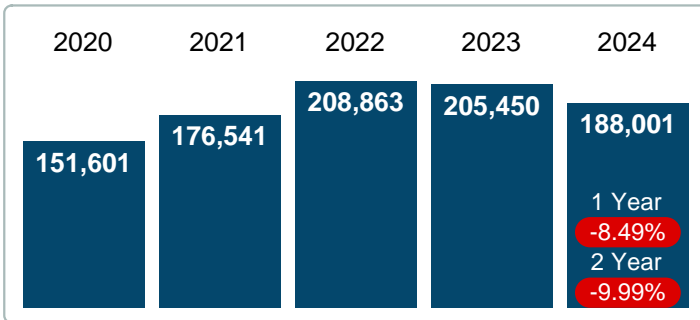
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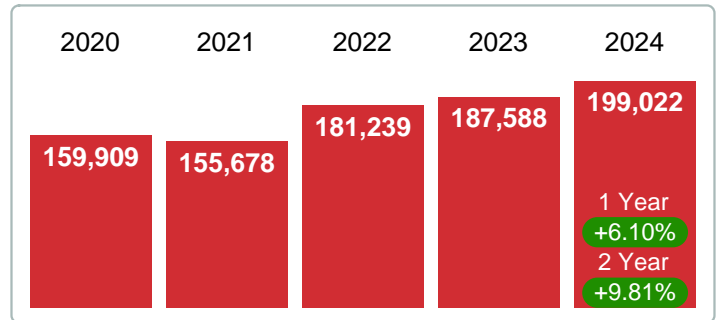
## AVERAGE LIST PRICE AT CLOSING

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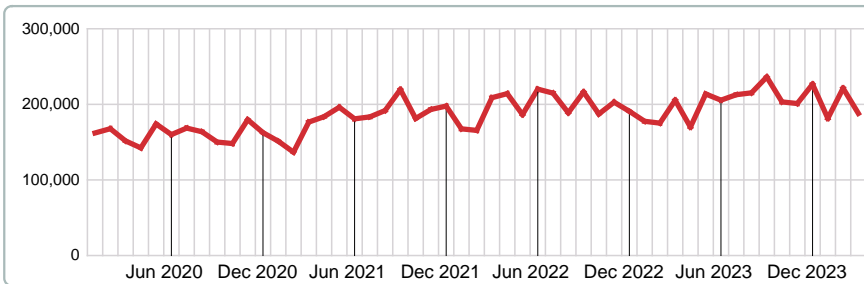
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

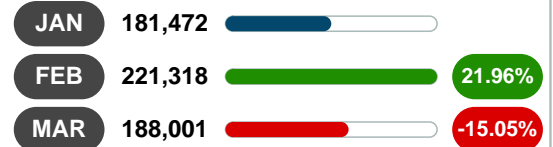


### 3 MONTHS

5 year MAR AVG = 186,091

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

Average List Price at Closing this month at **188,001**  
above the 5 yr MAR average of **186,091**



### 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	12.86%	39,800	44,483	38,800	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$125,000	18.57%	83,485	79,680	79,971	116,000	0
\$125,001 - \$175,000	20.00%	144,286	163,833	149,667	135,000	0
\$175,001 - \$250,000	21.43%	203,980	0	209,980	216,538	0
\$250,001 - \$350,000	15.71%	283,622	0	303,500	295,355	255,000
\$350,001 and up	11.43%	439,625	0	421,666	489,333	424,000
<b>Average List Price</b>		<b>188,001</b>	<b>82,629</b>	<b>168,566</b>	<b>269,552</b>	<b>339,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>188,001</b>	<b>14</b>	<b>32</b>	<b>22</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>13,160,039</b>	<b>1.16M</b>	<b>5.39M</b>	<b>5.93M</b>	<b>679.00K</b>



# March 2024



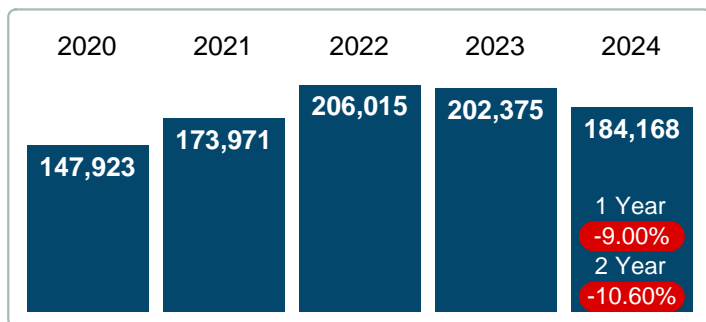
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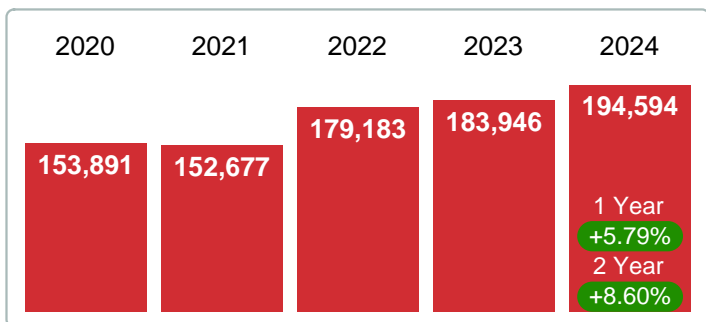
## AVERAGE SOLD PRICE AT CLOSING

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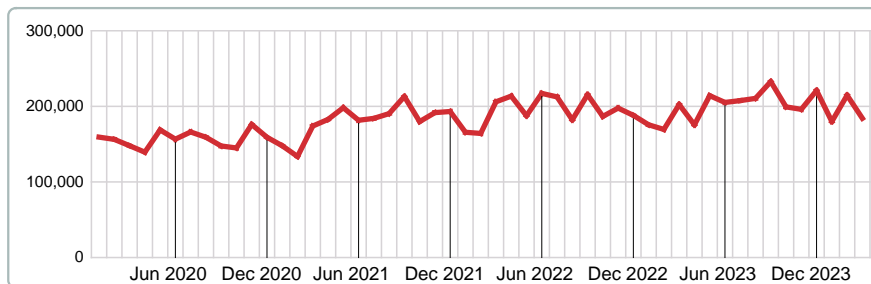
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

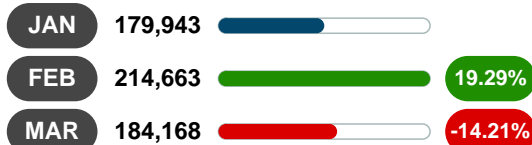


### 3 MONTHS

5 year MAR AVG = 182,890

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

Average Sold Price at Closing this month at **184,168**  
above the 5 yr MAR average of **182,890**



### 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	12.86%	34,667	38,667	26,667	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$125,000	20.00%	81,421	74,000	78,571	109,950	0
\$125,001 - \$175,000	22.86%	150,625	157,500	150,458	132,000	0
\$175,001 - \$250,000	18.57%	211,246	0	206,200	214,400	0
\$250,001 - \$350,000	15.71%	288,422	0	297,500	290,518	253,500
\$350,001 and up	10.00%	444,429	0	418,000	481,667	412,000
<b>Average Sold Price</b>		<b>184,168</b>	<b>76,750</b>	<b>166,109</b>	<b>265,284</b>	<b>332,750</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>184,168</b>	<b>14</b>	<b>32</b>	<b>22</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>12,891,740</b>	<b>1.07M</b>	<b>5.32M</b>	<b>5.84M</b>	<b>665.50K</b>

# March 2024



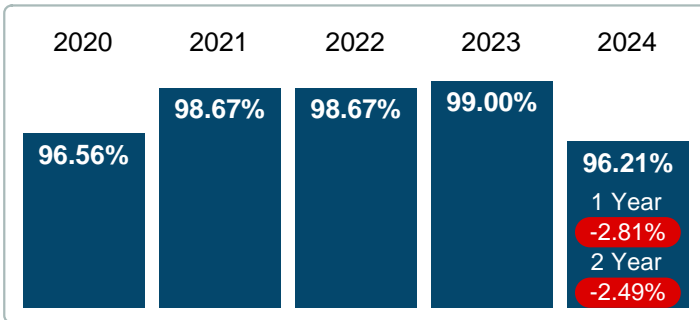
Area Delimited by County Of Washington - Residential Property Type



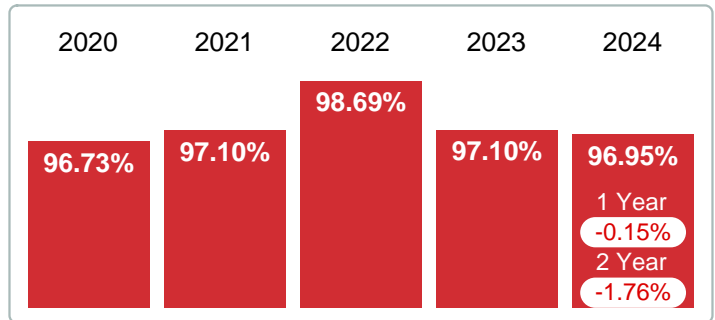
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

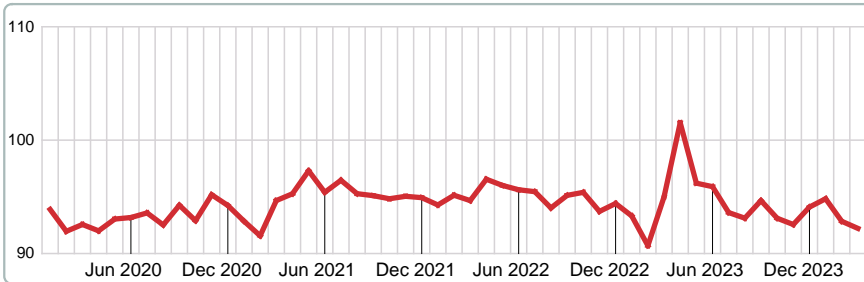
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

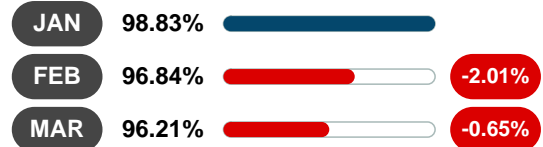


### 3 MONTHS

5 year MAR AVG = 97.82%

High Apr 2023 105.53% Low Feb 2023 94.69%

Average Sold/List Ratio this month at **96.21%**  
below the 5 yr MAR average of **97.82%**



### 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	9	12.86%	82.44%	88.93%	69.47%	0.00%	0.00%
\$50,001 - \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	14	20.00%	95.90%	92.75%	98.37%	95.12%	0.00%
\$125,001 - \$175,000	16	22.86%	99.58%	96.45%	100.52%	97.78%	0.00%
\$175,001 - \$250,000	13	18.57%	98.83%	0.00%	98.40%	99.10%	0.00%
\$250,001 - \$350,000	11	15.71%	98.40%	0.00%	97.79%	98.43%	99.41%
\$350,001 and up	7	10.00%	98.56%	0.00%	99.08%	98.51%	97.17%
Average Sold/List Ratio		96.20%		91.90%	96.50%	98.35%	98.29%
Total Closed Units		70	100%	14	32	22	2
Total Closed Volume		12,891,740		1.07M	5.32M	5.84M	665.50K

# March 2024



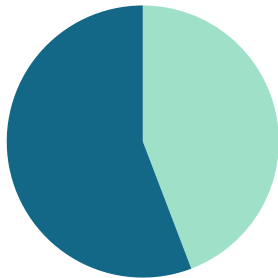
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

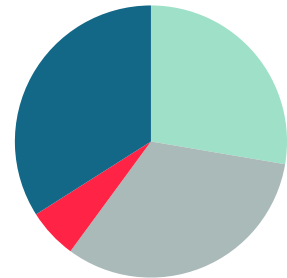


**Inventory**  
 New Listings  
**80 = 44.20%**  
 Start Inventory  
**101**  
 Total Inventory Units  
**181**  
 Volume  
**\$46,244,926**

### Market Activity

Closed Sales  
**70 = 27.67%**  
 Pending Sales  
**82 = 32.41%**  
 Other Off Market  
**15 = 5.93%**  
 Active Inventory  
**86 = 33.99%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	76	70	-7.89%	196	160	-18.37%
Pending Sales	73	82	12.33%	207	218	5.31%
New Listings	104	80	-23.08%	230	220	-4.35%
Average List Price	205,450	188,001	-8.49%	187,588	199,022	6.10%
Average Sale Price	202,375	184,168	-9.00%	183,946	194,594	5.79%
Average Percent of Selling Price to List Price	99.00%	96.21%	-2.81%	97.10%	96.95%	-0.15%
Average Days on Market to Sale	30.96	36.74	18.68%	29.19	35.63	22.05%
Monthly Inventory	108	86	-20.37%	108	86	-20.37%
Months Supply of Inventory	1.39	1.35	-2.55%	1.39	1.35	-2.55%

**Absorption:** Last 12 months, an Average of **64** Sales/Month

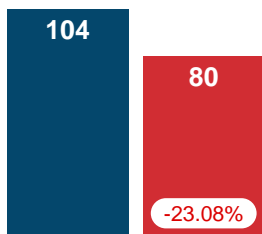
**Inventory** on March 31, 2024 = **86**

**2023** **2024**

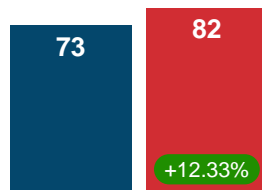
### MARCH MARKET

### AVERAGE PRICES

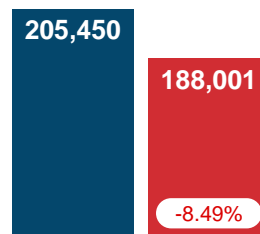
#### New Listings



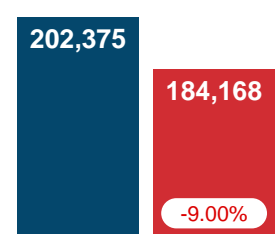
#### Pending Listings



#### List Price



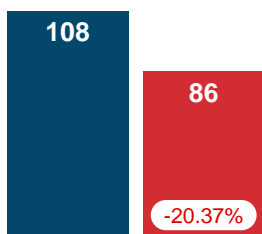
#### Sale Price



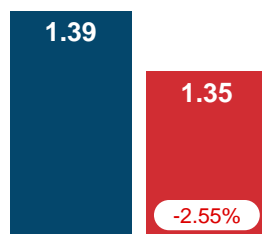
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

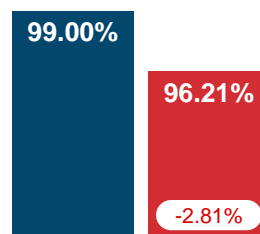
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

