

March 2024



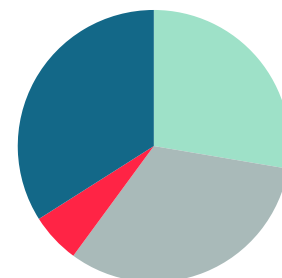
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	174,000	162,500	-6.61%
Median Sale Price	175,000	166,250	-5.00%
Median Percent of Selling Price to List Price	100.00%	98.99%	-1.01%
Median Days on Market to Sale	7.50	14.50	93.33%
End of Month Inventory	108	86	-20.37%
Months Supply of Inventory	1.39	1.35	-2.55%



■ Closed (27.67%)
■ Pending (32.41%)
■ Other OffMarket (5.93%)
■ Active (33.99%)

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.

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 **5.00%** in March 2024 to \$166,250 versus the previous year at \$175,000.

Median Days on Market Lengthens

The median number of **14.50** days that homes spent on the market before selling increased by 7.00 days or **93.33%** in March 2024 compared to last year's same month at **7.50** DOM.

Sales Success for March 2024 is Positive

Overall, with Median 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 Monthly 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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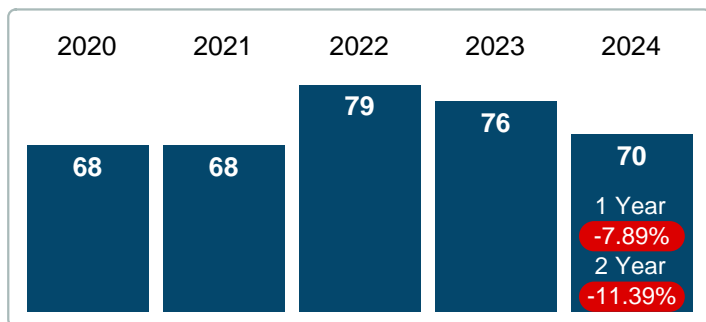
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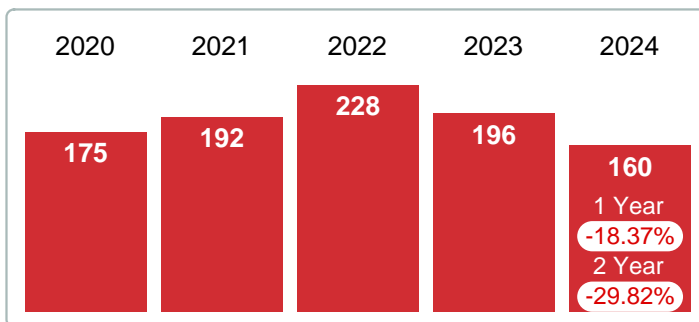
CLOSED LISTINGS

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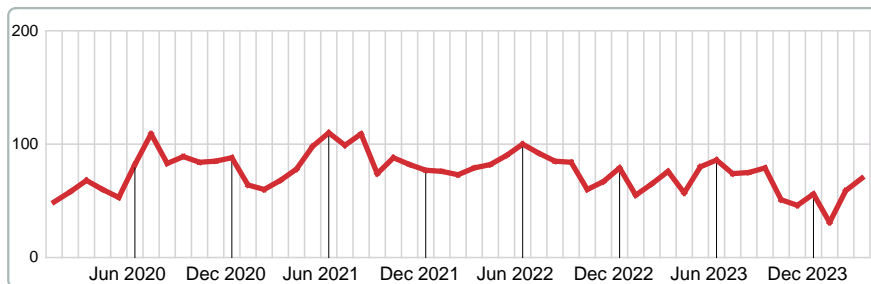
MARCH



YEAR TO DATE (YTD)

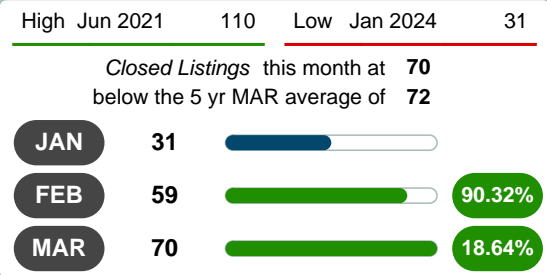


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 72



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	12.86%	6.0	6	3	0	0
\$50,001 - \$50,000	0	0.00%	6.0	0	0	0	0
\$50,001 - \$125,000	14	20.00%	8.0	5	7	2	0
\$125,001 - \$175,000	16	22.86%	5.5	3	12	1	0
\$175,001 - \$250,000	13	18.57%	28.0	0	5	8	0
\$250,001 - \$350,000	11	15.71%	95.0	0	2	8	1
\$350,001 and up	7	10.00%	17.0	0	3	3	1
Total Closed Units	70			14	32	22	2
Total Closed Volume	12,891,740	100%	14.5	1.07M	5.32M	5.84M	665.50K
Median Closed Price	\$166,250			\$56,000	\$149,000	\$252,950	\$332,750

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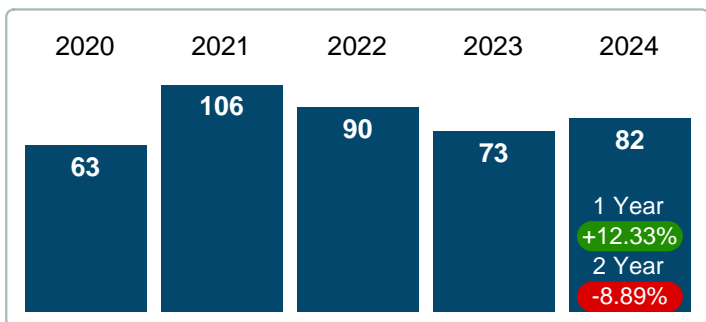
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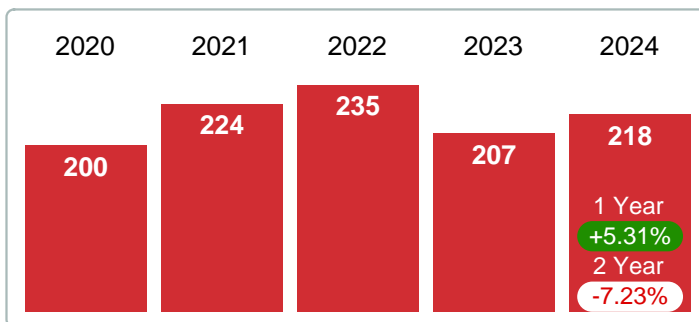
PENDING LISTINGS

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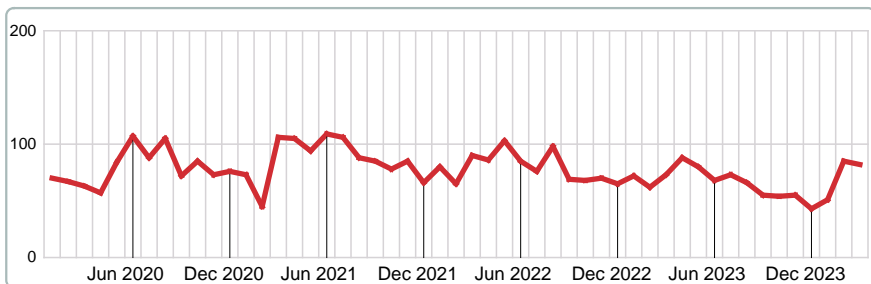
MARCH



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	4.88%	4.0	3	1	0	0
\$50,001 - \$100,000	12	14.63%	3.5	9	3	0	0
\$100,001 - \$150,000	14	17.07%	5.5	1	12	1	0
\$150,001 - \$250,000	20	24.39%	11.0	2	17	1	0
\$250,001 - \$300,000	13	15.85%	13.0	0	5	7	1
\$300,001 - \$400,000	10	12.20%	43.5	0	3	6	1
\$400,001 and up	9	10.98%	24.0	0	2	5	2
Total Pending Units	82			15	43	20	4
Total Pending Volume	19,430,300	100%	12.5	1.28M	8.29M	7.42M	2.45M
Median Listing Price	\$189,450			\$69,900	\$179,900	\$311,500	\$639,950

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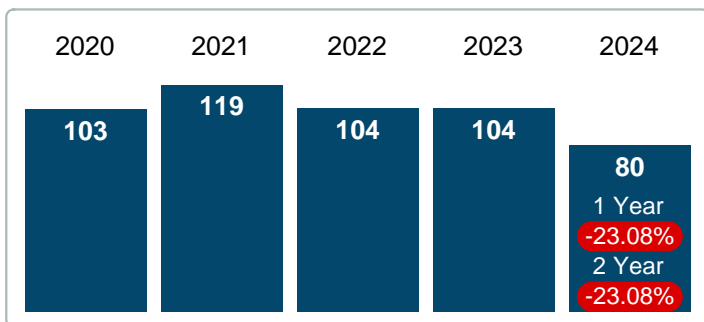
Area Delimited by County Of Washington - Residential Property Type



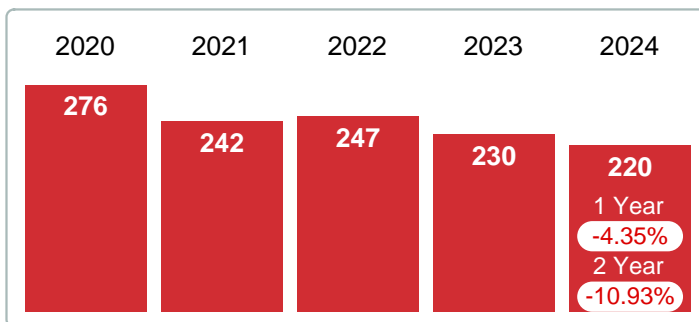
NEW LISTINGS

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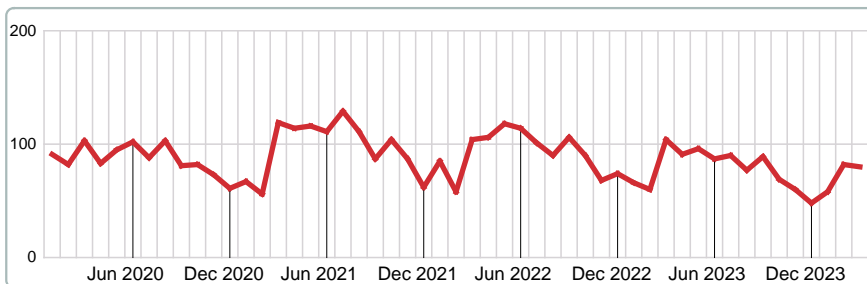
MARCH



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
Total New Listed Units	80		19	37	17	7
Total New Listed Volume	19,353,097	100%	2.04M	7.14M	6.14M	4.03M
Median New Listed Listing Price	\$211,250		\$80,000	\$185,000	\$299,000	\$498,750

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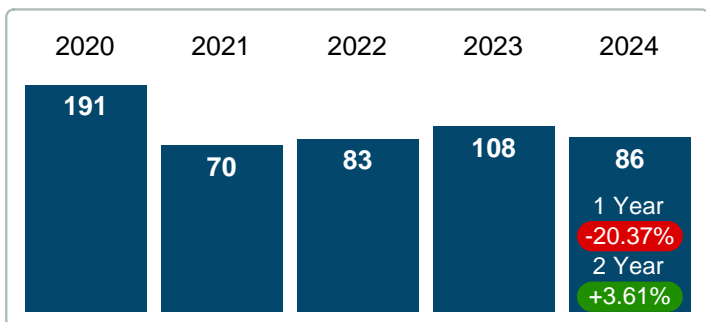
Area Delimited by County Of Washington - Residential Property Type



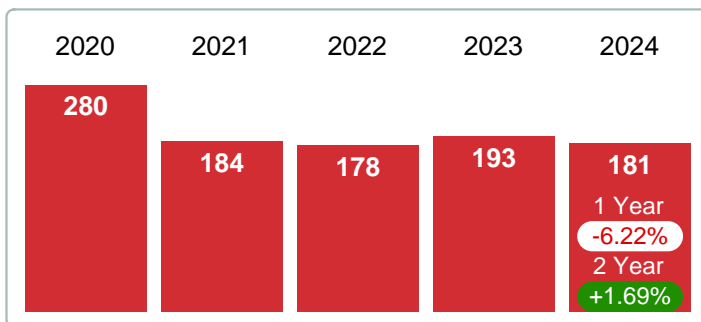
ACTIVE INVENTORY

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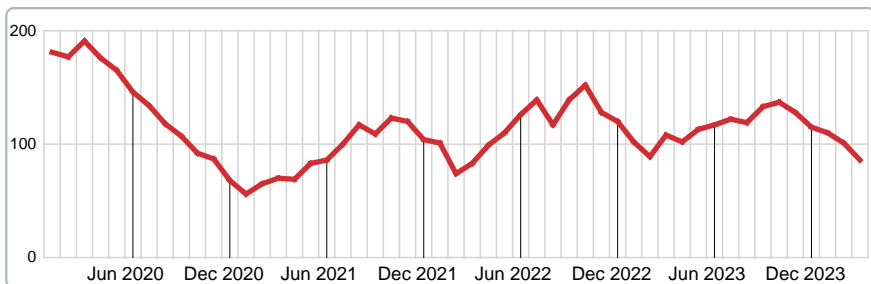
END OF MARCH



ACTIVE DURING MARCH

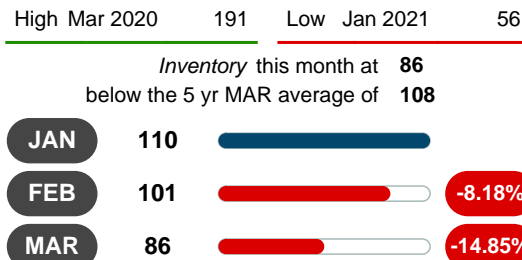


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 108



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	9.30%	68.5	5	2	1	0
\$75,001 - \$125,000	10	11.63%	67.0	5	5	0	0
\$125,001 - \$200,000	13	15.12%	24.0	3	10	0	0
\$200,001 - \$275,000	21	24.42%	32.0	0	8	11	2
\$275,001 - \$325,000	14	16.28%	44.0	1	4	8	1
\$325,001 - \$450,000	11	12.79%	49.0	1	4	4	2
\$450,001 and up	9	10.47%	34.0	0	0	4	5
Total Active Inventory by Units	86			15	33	28	10
Total Active Inventory by Volume	24,016,826	100%	42.0	1.92M	6.98M	9.15M	5.96M
Median Active Inventory Listing Price	\$249,950			\$80,000	\$198,900	\$284,700	\$469,375

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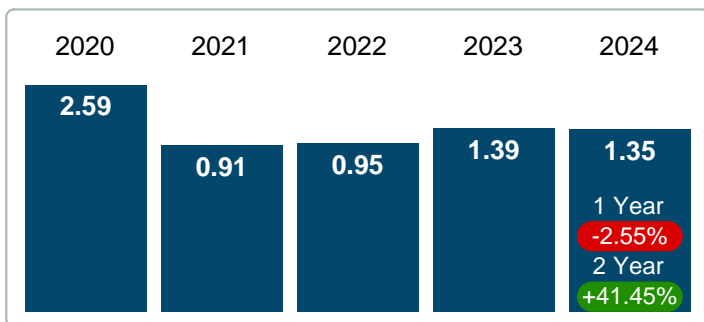
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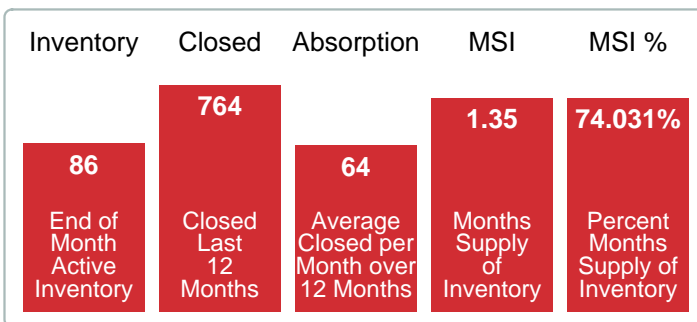
MONTHS SUPPLY of INVENTORY (MSI)

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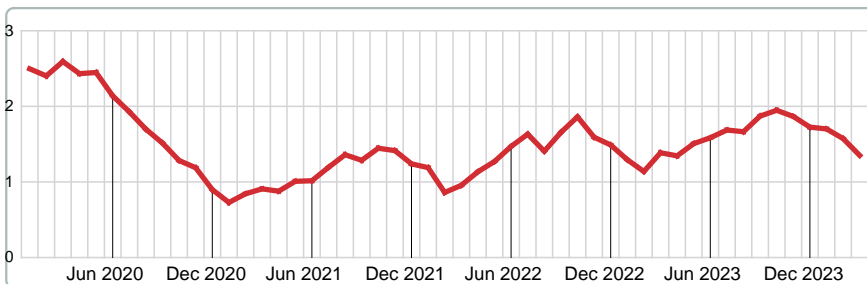
MSI FOR MARCH



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

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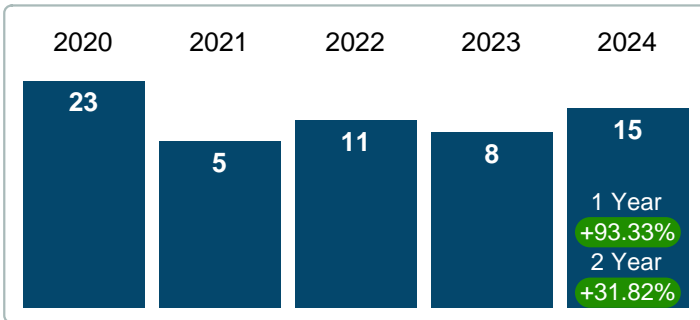
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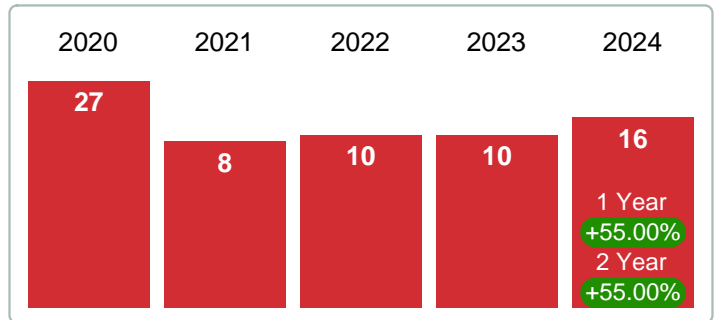
MEDIAN DAYS ON MARKET TO SALE

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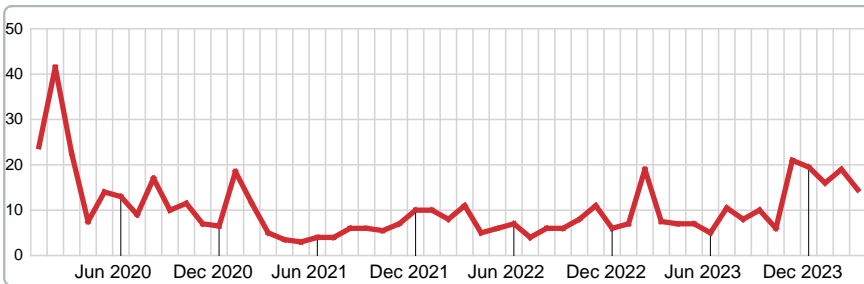
MARCH



YEAR TO DATE (YTD)

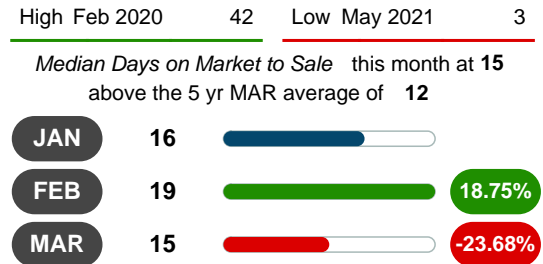


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 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
\$50,000 and less	12.86%	6	5	49	0	0
\$50,001 - \$50,000	0.00%	6	0	0	0	0
\$50,001 - \$125,000	20.00%	8	15	4	16	0
\$125,001 - \$175,000	22.86%	6	3	6	42	0
\$175,001 - \$250,000	18.57%	28	0	3	40	0
\$250,001 - \$350,000	15.71%	95	0	110	62	95
\$350,001 and up	10.00%	17	0	80	17	17
Median Closed DOM		15	5	7	37	56
Total Closed Units	100%	14.5	14	32	22	2
Total Closed Volume		12,891,740	1.07M	5.32M	5.84M	665.50K

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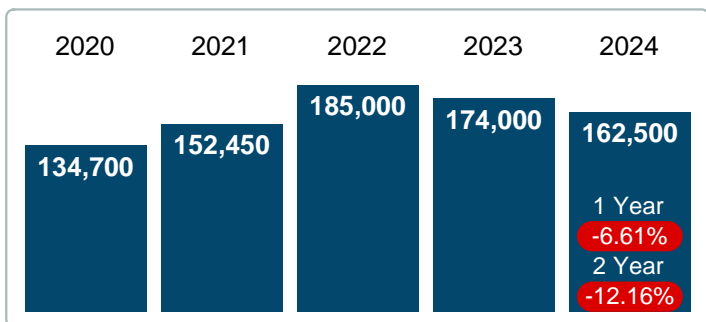
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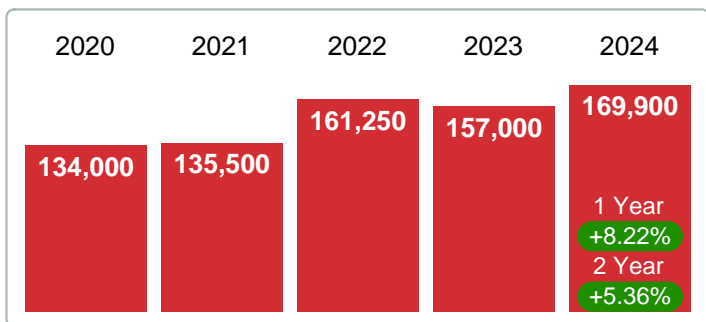
MEDIAN LIST PRICE AT CLOSING

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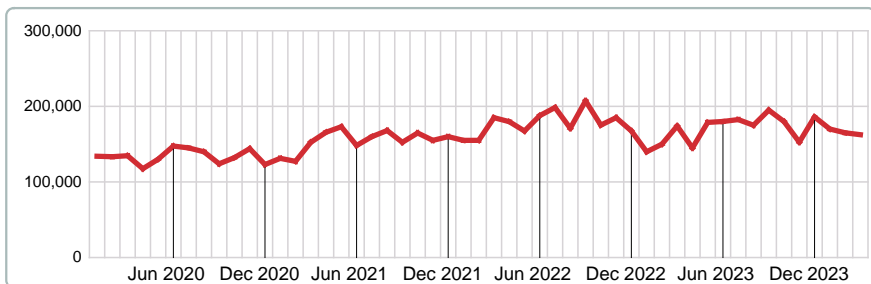
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

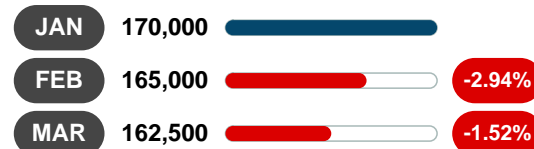


3 MONTHS

5 year MAR AVG = 161,730

High Sep 2022 207,250 Low Apr 2020 117,500

Median List Price at Closing this month at **162,500**
above the 5 yr MAR average of **161,730**



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
\$50,000 and less	12.86%	49,900	50,000	43,200	0	0
\$50,001 - \$50,000	0.00%	49,900	0	0	0	0
\$50,001 - \$125,000	18.57%	79,900	72,450	79,950	102,000	0
\$125,001 - \$175,000	20.00%	144,500	135,000	147,000	132,500	0
\$175,001 - \$250,000	21.43%	199,900	178,250	208,950	210,000	0
\$250,001 - \$350,000	15.71%	272,000	0	303,500	277,020	255,000
\$350,001 and up	11.43%	412,000	0	399,999	459,000	424,000
Median List Price		162,500	68,450	148,500	257,500	339,500
Total Closed Units	100%	162,500	14	32	22	2
Total Closed Volume		13,160,039	1.16M	5.39M	5.93M	679.00K

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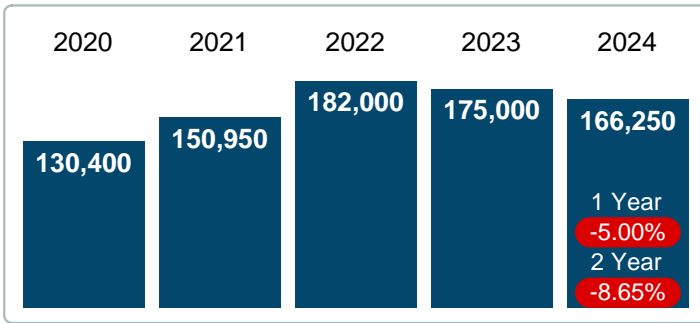
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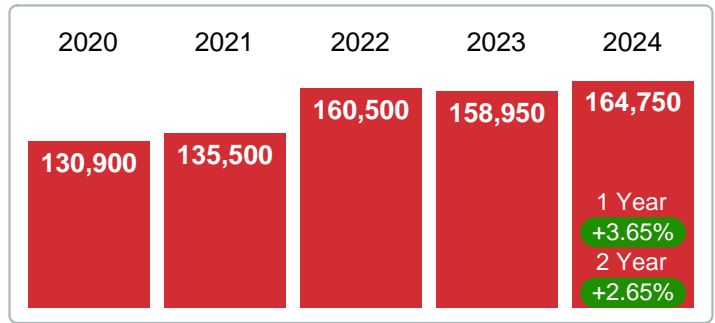
MEDIAN SOLD PRICE AT CLOSING

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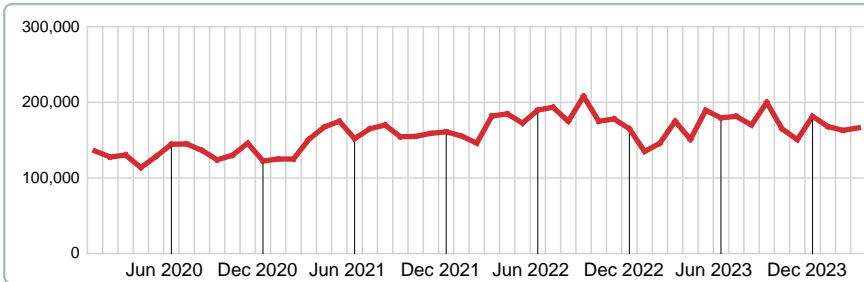
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

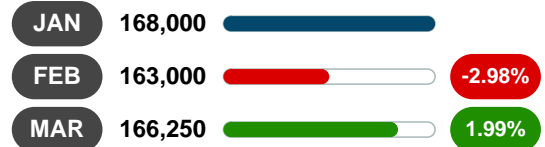


3 MONTHS

5 year MAR AVG = 160,920

High Sep 2022 207,975 Low Apr 2020 113,680

Median Sold Price at Closing this month at **166,250** above the 5 yr MAR average of **160,920**



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
\$50,000 and less	12.86%	35,000	50,000	25,000	0	0
\$50,001 - \$50,000	0.00%	35,000	0	0	0	0
\$50,001 - \$125,000	20.00%	75,000	66,000	72,000	109,950	0
\$125,001 - \$175,000	22.86%	149,000	167,500	149,000	132,000	0
\$175,001 - \$250,000	18.57%	201,000	0	198,000	219,500	0
\$250,001 - \$350,000	15.71%	284,140	0	297,500	289,570	253,500
\$350,001 and up	10.00%	412,000	0	390,000	525,000	412,000
Median Sold Price		166,250	56,000	149,000	252,950	332,750
Total Closed Units	100%	166,250	14	32	22	2
Total Closed Volume		12,891,740	1.07M	5.32M	5.84M	665.50K

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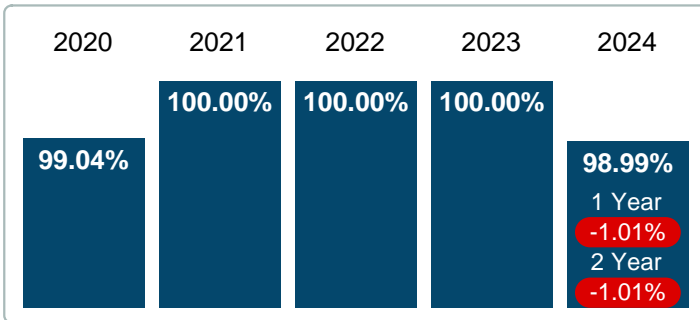
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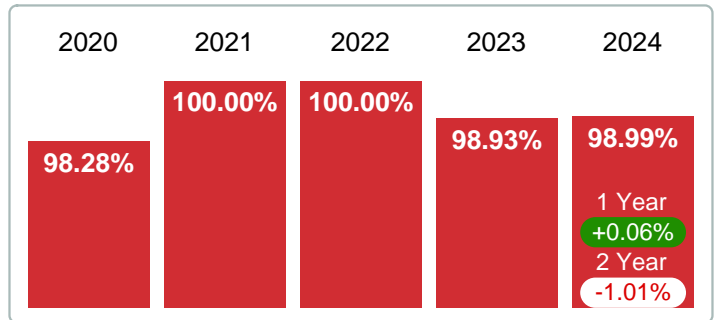
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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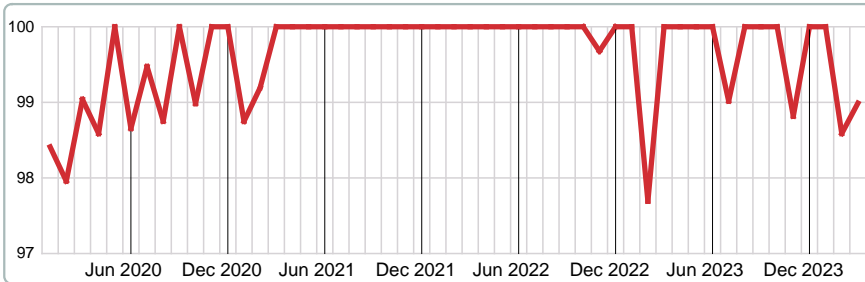
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

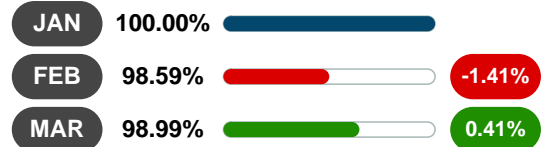


3 MONTHS

5 year MAR AVG = 99.61%

High Jan 2024 100.00% Low Feb 2023 97.69%

Median Sold/List Ratio this month at **98.99%**
below the 5 yr MAR average of **99.61%**



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
\$50,000 and less	9	12.86%	83.61%	100.00%	70.00%	0.00%	0.00%
\$50,001 - \$50,000	0	0.00%	83.61%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	14	20.00%	98.22%	93.06%	100.00%	95.12%	0.00%
\$125,001 - \$175,000	16	22.86%	99.05%	94.97%	99.72%	97.78%	0.00%
\$175,001 - \$250,000	13	18.57%	99.50%	0.00%	100.00%	99.22%	0.00%
\$250,001 - \$350,000	11	15.71%	98.37%	0.00%	97.79%	98.24%	99.41%
\$350,001 and up	7	10.00%	99.20%	0.00%	100.00%	99.20%	97.17%
Median Sold/List Ratio		98.99%		95.05%	100.00%	98.24%	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



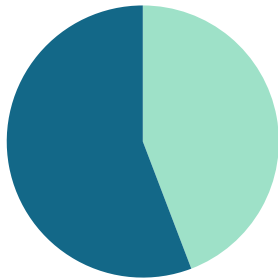
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

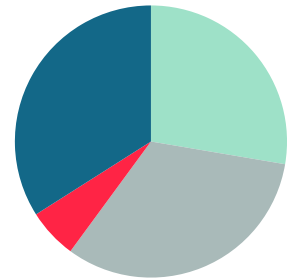


Inventory
 New Listings
80 = 44.20%
 Start Inventory
101
 Total Inventory Units
181
 Volume
\$46,244,926

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%
Median List Price	174,000	162,500	-6.61%	157,000	169,900	8.22%
Median Sale Price	175,000	166,250	-5.00%	158,950	164,750	3.65%
Median Percent of Selling Price to List Price	100.00%	98.99%	-1.01%	98.93%	98.99%	0.06%
Median Days on Market to Sale	7.50	14.50	93.33%	10.00	15.50	55.00%
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

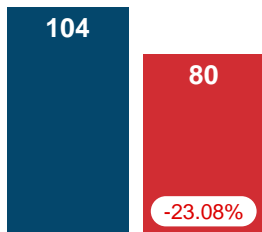
Inventory on March 31, 2024 = **86**

2023 **2024**

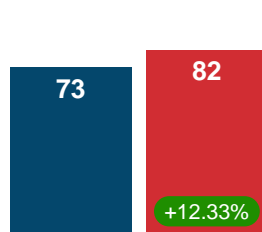
MARCH MARKET

MEDIAN PRICES

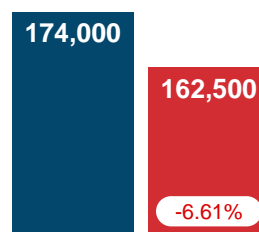
New Listings



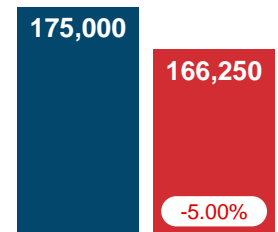
Pending Listings



List Price



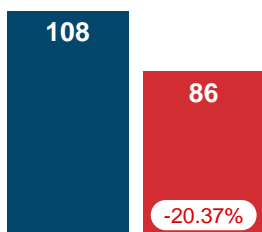
Sale Price



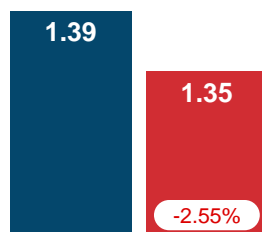
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

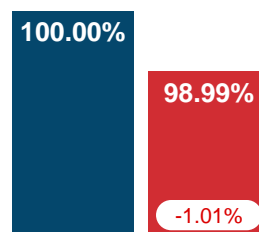
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

