

April 2024



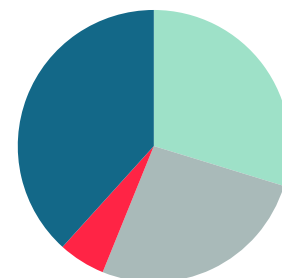
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on May 13, 2024 for MLS Technology Inc.

Compared Metrics	2023	April 2024	+/-%
Closed Listings	57	80	40.35%
Pending Listings	88	71	-19.32%
New Listings	91	97	6.59%
Average List Price	169,919	241,114	41.90%
Average Sale Price	175,585	236,888	34.91%
Average Percent of Selling Price to List Price	105.53%	97.70%	-7.42%
Average Days on Market to Sale	19.40	32.53	67.62%
End of Month Inventory	102	103	0.98%
Months Supply of Inventory	1.35	1.57	16.76%



■ Closed (29.74%)
■ Pending (26.39%)
■ Other OffMarket (5.58%)
■ Active (38.29%)

Absorption: Last 12 months, an Average of **66** Sales/Month
Active Inventory as of April 30, 2024 = **103**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2024 rose **0.98%** to 103 existing homes available for sale. Over the last 12 months this area has had an average of 66 closed sales per month. This represents an unsold inventory index of **1.57** 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 **34.91%** in April 2024 to \$236,888 versus the previous year at \$175,585.

Average Days on Market Lengthens

The average number of **32.53** days that homes spent on the market before selling increased by 13.12 days or **67.62%** in April 2024 compared to last year's same month at **19.40** DOM.

Sales Success for April 2024 is Positive

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

There were 97 New Listings in April 2024, up **6.59%** from last year at 91. Furthermore, there were 80 Closed Listings this month versus last year at 57, a **40.35%** increase.

Closed versus Listed trends yielded a **82.5%** ratio, up from previous year's, April 2023, at **62.6%**, a **31.67%** upswing. 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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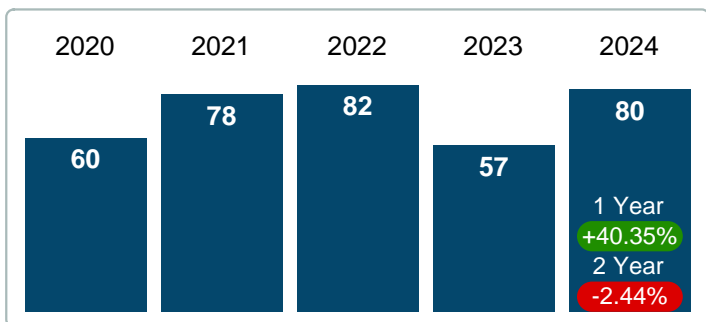
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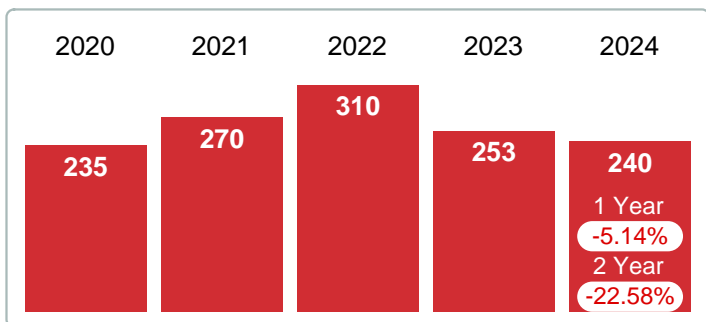
CLOSED LISTINGS

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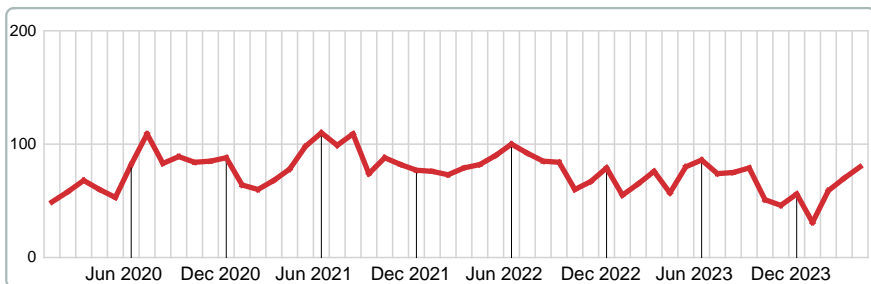
APRIL



YEAR TO DATE (YTD)

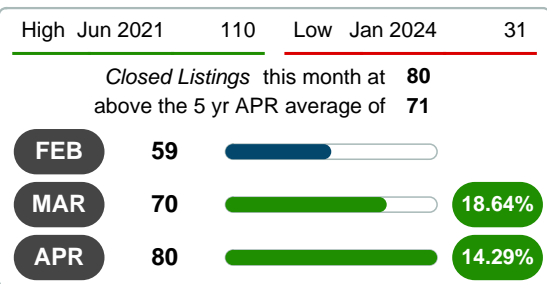


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 71



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	5	6.25%	49.2	4	0	1	0
\$50,001 - \$125,000	14	17.50%	40.0	7	6	1	0
\$125,001 - \$150,000	5	6.25%	11.0	1	4	0	0
\$150,001 - \$250,000	27	33.75%	30.3	2	19	6	0
\$250,001 - \$300,000	8	10.00%	29.6	0	3	5	0
\$300,001 - \$400,000	13	16.25%	28.8	1	7	5	0
\$400,001 and up	8	10.00%	38.8	0	1	3	4
Total Closed Units	80			15	40	21	4
Total Closed Volume	18,951,070	100%	32.5	1.54M	8.43M	6.27M	2.70M
Average Closed Price	\$236,888			\$102,953	\$210,847	\$298,762	\$674,725

April 2024



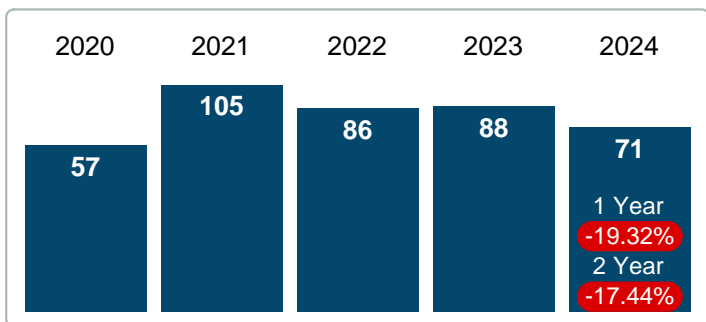
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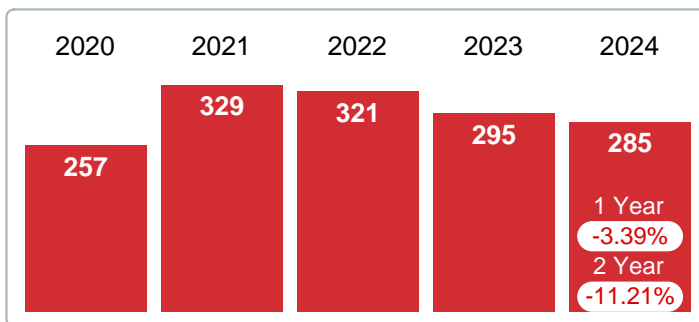
PENDING LISTINGS

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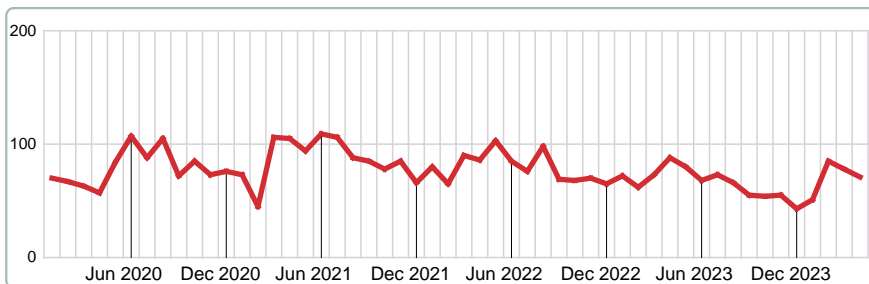
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 81

High Jun 2021 109 Low Dec 2023 43

Pending Listings this month at 71
below the 5 yr APR average of 81



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.63%	91.8	2	2	0	0
\$50,001 - \$75,000	5	7.04%	65.2	3	2	0	0
\$75,001 - \$125,000	16	22.54%	48.3	7	9	0	0
\$125,001 - \$200,000	19	26.76%	13.1	3	16	0	0
\$200,001 - \$250,000	10	14.08%	11.6	0	8	2	0
\$250,001 - \$325,000	9	12.68%	62.0	0	4	5	0
\$325,001 and up	8	11.27%	45.5	0	1	7	0
Total Pending Units	71			15	42	14	0
Total Pending Volume	13,394,815	100%	46.8	1.31M	6.93M	5.16M	0.00B
Average Listing Price	\$163,740			\$87,020	\$164,944	\$368,706	\$0

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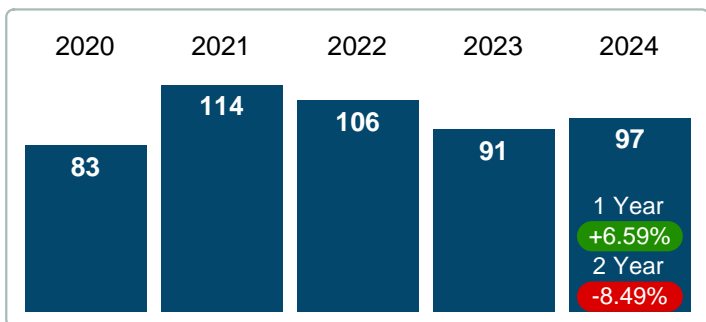
Area Delimited by County Of Washington - Residential Property Type



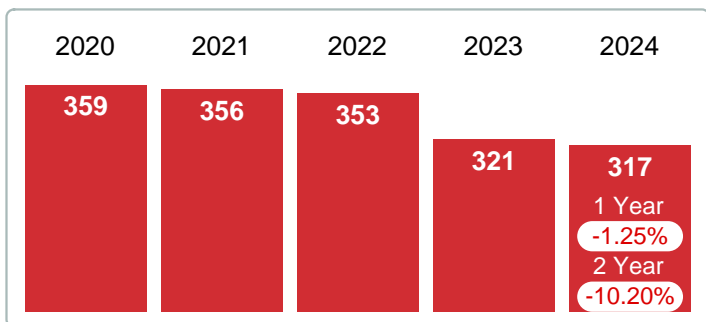
NEW LISTINGS

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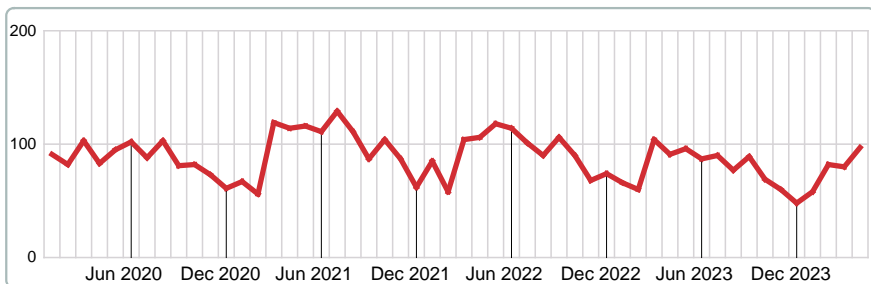
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 98

High Jul 2021 129 Low Dec 2023 48

New Listings this month at **97**
below the 5 yr APR average of **98**

- FEB: 82 (Progress bar)
- MAR: 80 (-2.44%)
- APR: 97 (21.25%)

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	6	6.19%	3	3	0	0
\$50,001 - \$100,000	12	12.37%	6	6	0	0
\$100,001 - \$125,000	10	10.31%	3	7	0	0
\$125,001 - \$225,000	33	34.02%	3	26	2	2
\$225,001 - \$275,000	12	12.37%	1	8	3	0
\$275,001 - \$375,000	13	13.40%	1	3	9	0
\$375,001 and up	11	11.34%	0	0	10	1
Total New Listed Units	97		17	53	24	3
Total New Listed Volume	23,624,798	100%	1.86M	9.07M	11.67M	1.03M
Average New Listed Listing Price	\$179,725		\$109,400	\$171,058	\$486,042	\$344,633

April 2024



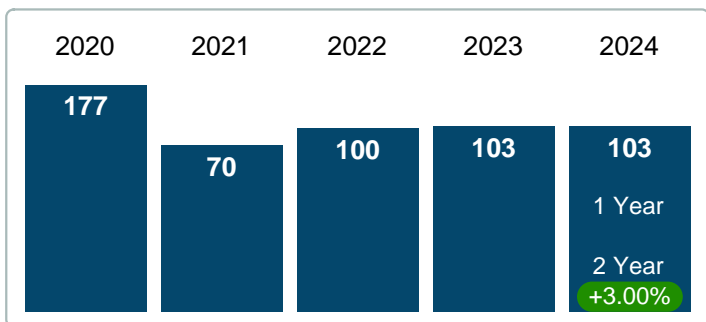
Area Delimited by County Of Washington - Residential Property Type



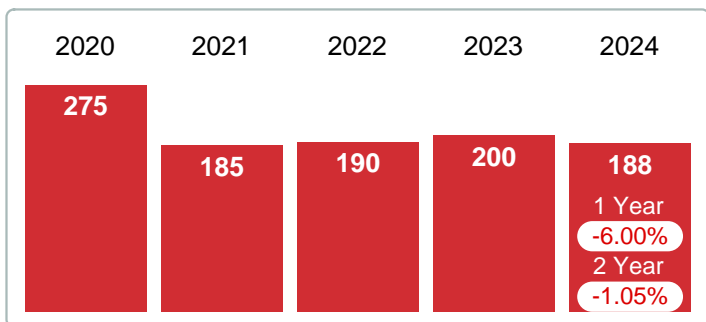
ACTIVE INVENTORY

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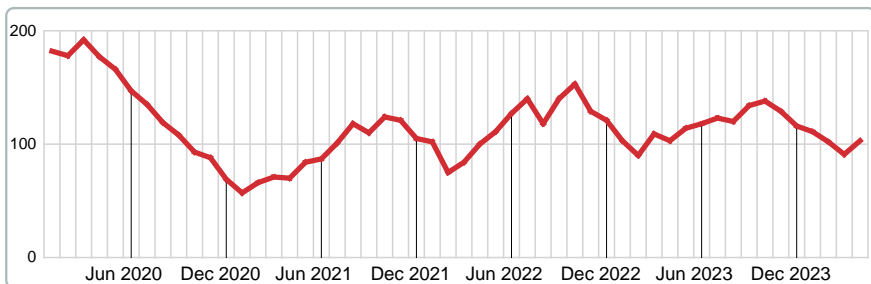
END OF APRIL



ACTIVE DURING APRIL

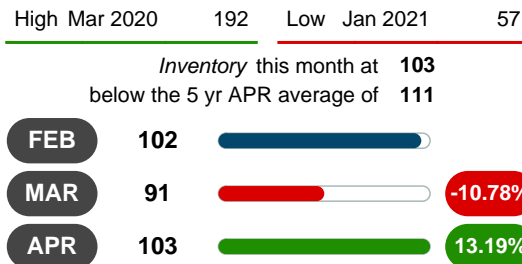


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 111



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	9	8.74%	39.0	4	4	1	0
\$75,001 - \$150,000	13	12.62%	33.1	5	8	0	0
\$150,001 - \$200,000	13	12.62%	28.8	2	10	1	0
\$200,001 - \$250,000	23	22.33%	42.9	1	10	8	4
\$250,001 - \$300,000	19	18.45%	41.4	2	7	9	1
\$300,001 - \$450,000	15	14.56%	83.7	1	5	8	1
\$450,001 and up	11	10.68%	40.5	0	0	6	5
Total Active Inventory by Units	103			15	44	33	11
Total Active Inventory by Volume	29,108,830	100%	44.9	2.18M	8.94M	12.20M	5.79M
Average Active Inventory Listing Price	\$282,610			\$145,187	\$203,207	\$369,705	\$526,332

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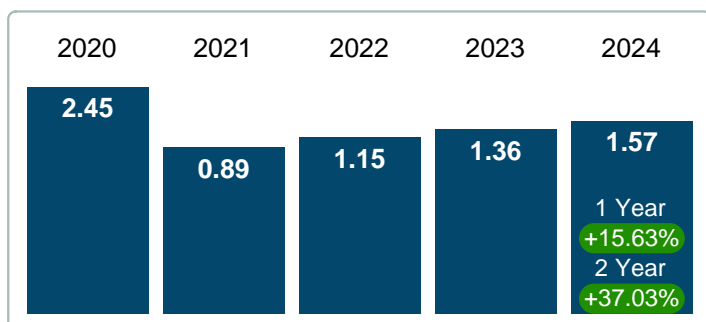
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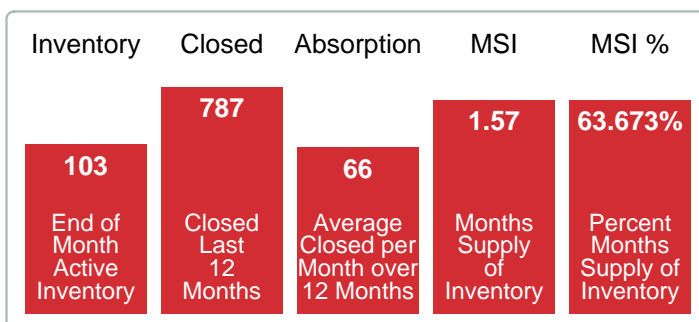
MONTHS SUPPLY of INVENTORY (MSI)

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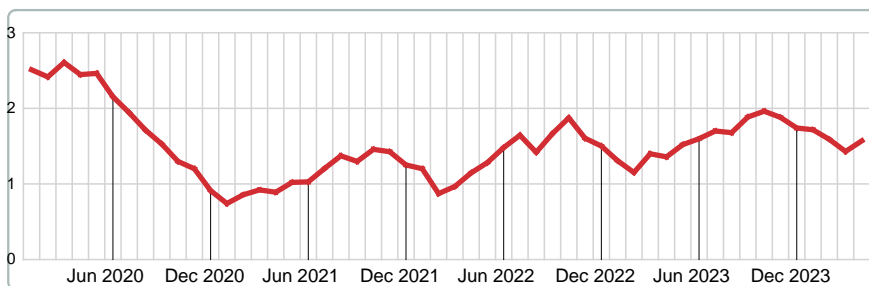
MSI FOR APRIL



INDICATORS FOR APRIL 2024



5 YEAR MARKET ACTIVITY TRENDS

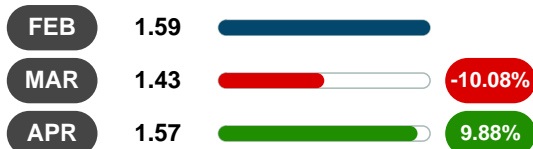


3 MONTHS

5 year APR AVG = 1.48

High Mar 2020 2.61 Low Jan 2021 0.74

Months Supply this month at 1.57
above the 5 yr APR average of 1.48



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	9	8.74%	1.02	0.80	1.14	3.00	0.00
\$75,001 - \$150,000	13	12.62%	0.78	1.09	0.71	0.00	0.00
\$150,001 - \$200,000	13	12.62%	1.01	1.33	1.09	0.48	0.00
\$200,001 - \$250,000	23	22.33%	2.91	2.40	2.11	3.43	9.60
\$250,001 - \$300,000	19	18.45%	2.75	24.00	3.50	2.04	2.40
\$300,001 - \$450,000	15	14.56%	1.76	4.00	2.00	1.60	1.33
\$450,001 and up	11	10.68%	2.81	0.00	0.00	3.60	4.29
Market Supply of Inventory (MSI)			1.57	1.25	1.29	1.99	3.77
Total Active Inventory by Units		100%	157	15	44	33	11

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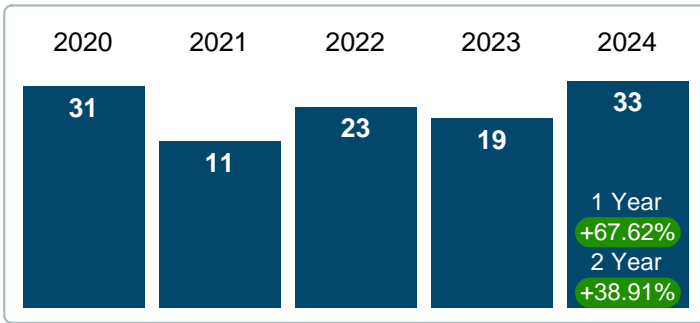
Area Delimited by County Of Washington - Residential Property Type



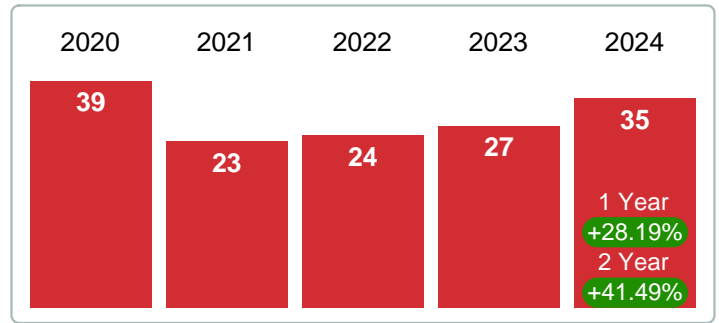
AVERAGE DAYS ON MARKET TO SALE

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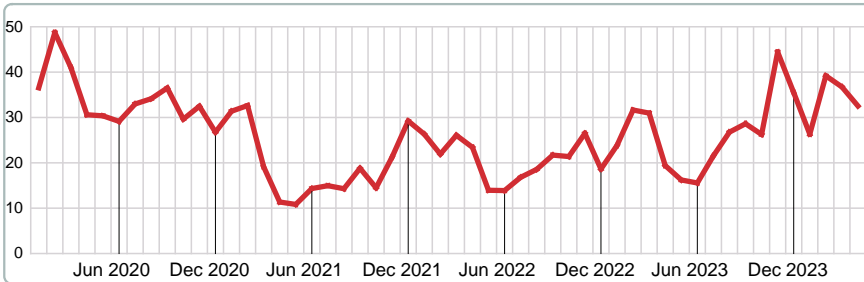
APRIL



YEAR TO DATE (YTD)

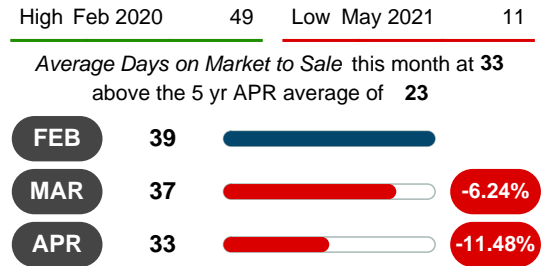


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 23



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	6.25%	49	55	0	27	0
\$50,001 - \$125,000	17.50%	40	35	39	81	0
\$125,001 - \$150,000	6.25%	11	2	13	0	0
\$150,001 - \$250,000	33.75%	30	4	31	38	0
\$250,001 - \$300,000	10.00%	30	0	28	31	0
\$300,001 - \$400,000	16.25%	29	19	18	46	0
\$400,001 and up	10.00%	39	0	29	37	42
Average Closed DOM		33	33	28	39	42
Total Closed Units	100%	80	15	40	21	4
Total Closed Volume		18,951,070	1.54M	8.43M	6.27M	2.70M

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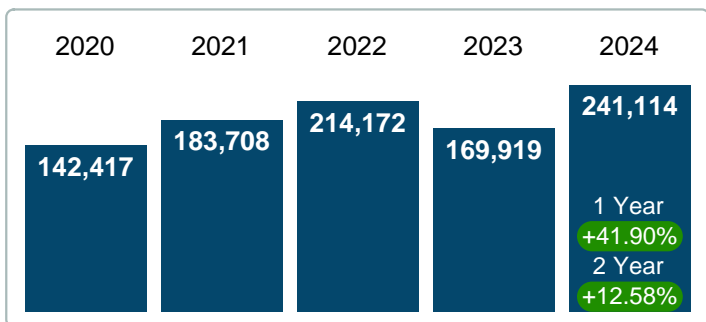
Area Delimited by County Of Washington - Residential Property Type



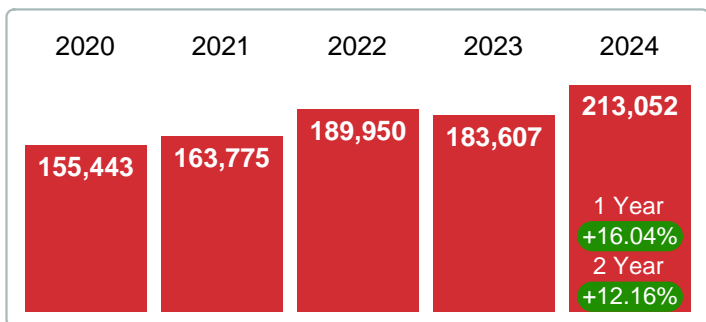
AVERAGE LIST PRICE AT CLOSING

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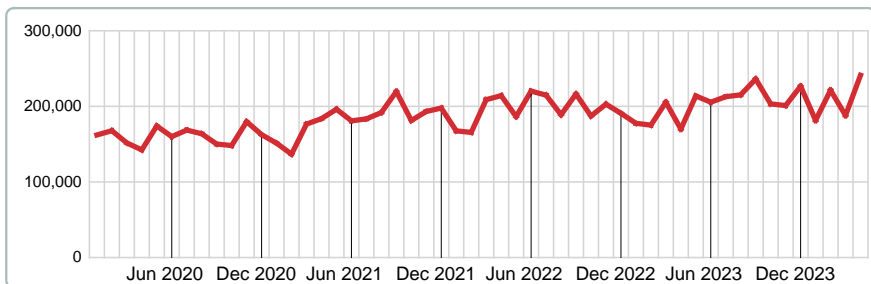
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

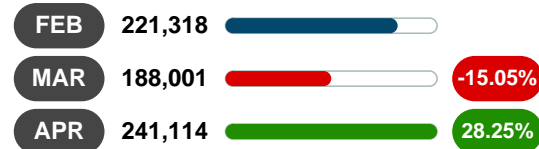


3 MONTHS

5 year APR AVG = 190,266

High Apr 2024 241,114 Low Feb 2021 136,725

Average List Price at Closing this month at **241,114**
above the 5 yr APR average of **190,266**



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	2	2.50%	35,000	53,000	0	36,000	
\$50,001 - \$125,000	16	20.00%	85,144	79,543	104,583	149,900	
\$125,001 - \$150,000	10	12.50%	143,564	135,000	139,460	0	
\$150,001 - \$250,000	20	25.00%	200,840	158,950	192,258	237,117	
\$250,001 - \$300,000	11	13.75%	274,609	0	261,300	293,600	
\$300,001 - \$400,000	12	15.00%	344,567	399,000	343,129	346,780	
\$400,001 and up	9	11.25%	583,211	0	425,000	549,667	
Average List Price		241,114		108,047	211,226	307,595	689,975
Total Closed Units		80	100%	241,114	15	40	21
Total Closed Volume		19,289,139		1.62M	8.45M	6.46M	2.76M

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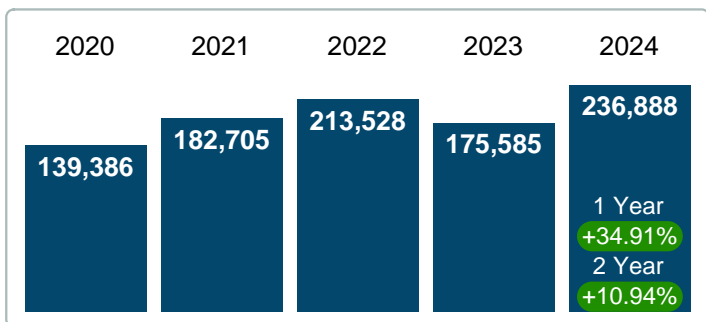
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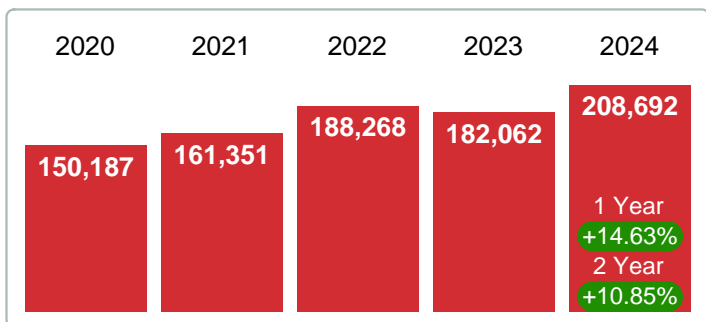
AVERAGE SOLD PRICE AT CLOSING

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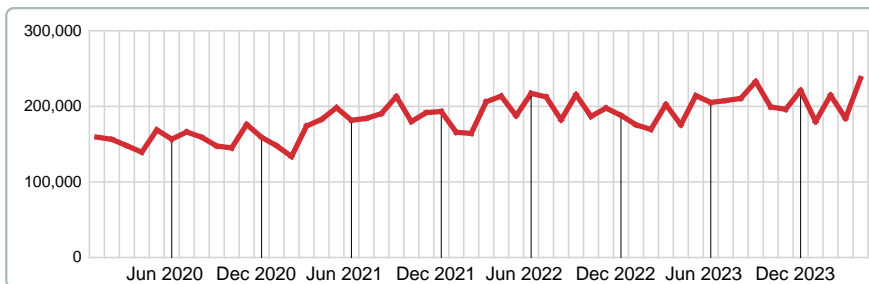
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

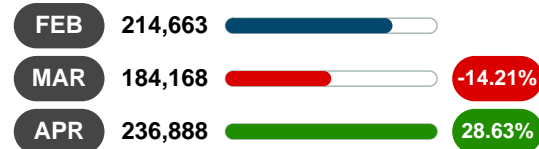


3 MONTHS

5 year APR AVG = 189,619

High Apr 2024 236,888 Low Feb 2021 133,663

Average Sold Price at Closing this month at **236,888** above the 5 yr APR average of **189,619**



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	6.25%	38,980	41,725	0	28,000	0
\$50,001 - \$125,000	17.50%	93,147	78,071	106,261	120,000	0
\$125,001 - \$150,000	6.25%	140,900	135,000	142,375	0	0
\$150,001 - \$250,000	33.75%	198,819	162,950	192,442	230,967	0
\$250,001 - \$300,000	10.00%	272,113	0	255,633	282,000	0
\$300,001 - \$400,000	16.25%	343,785	370,000	339,786	344,141	0
\$400,001 and up	10.00%	591,675	0	425,000	536,500	674,725
Average Sold Price		236,888	102,953	210,847	298,762	674,725
Total Closed Units		80	15	40	21	4
Total Closed Volume		18,951,070	1.54M	8.43M	6.27M	2.70M

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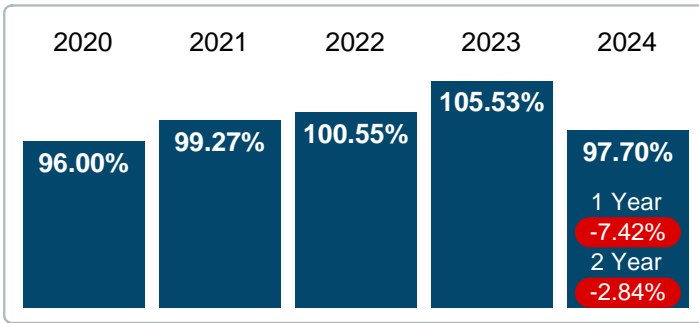
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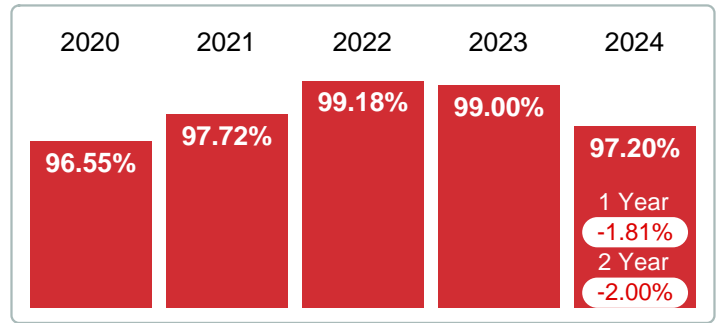
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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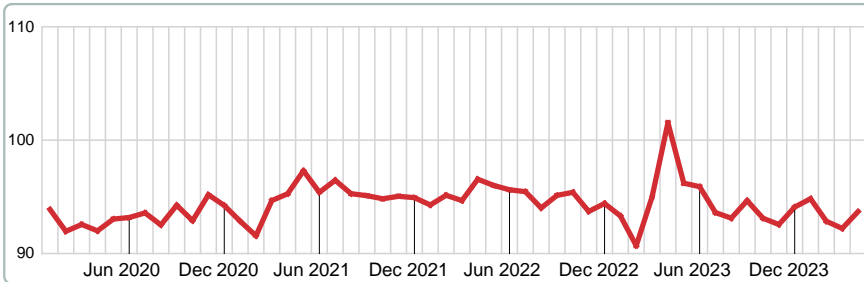
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

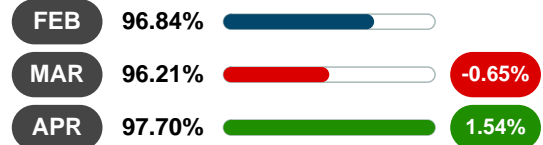


3 MONTHS

5 year APR AVG = 99.81%

High Apr 2023 105.53% Low Feb 2023 94.69%

Average Sold/List Ratio this month at **97.70%**
below the 5 yr APR average of **99.81%**



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	5	6.25%	79.33%	79.72%	0.00%	77.78%	0.00%
\$50,001 - \$125,000	14	17.50%	97.95%	97.49%	101.46%	80.05%	0.00%
\$125,001 - \$150,000	5	6.25%	101.63%	100.00%	102.03%	0.00%	0.00%
\$150,001 - \$250,000	27	33.75%	99.89%	102.70%	100.35%	97.46%	0.00%
\$250,001 - \$300,000	8	10.00%	96.79%	0.00%	97.84%	96.16%	0.00%
\$300,001 - \$400,000	13	16.25%	98.73%	92.73%	99.09%	99.43%	0.00%
\$400,001 and up	8	10.00%	98.15%	0.00%	100.00%	97.73%	98.00%
Average Sold/List Ratio		97.70%		93.30%	100.27%	95.89%	98.00%
Total Closed Units		80	100%	15	40	21	4
Total Closed Volume		18,951,070		1.54M	8.43M	6.27M	2.70M

April 2024



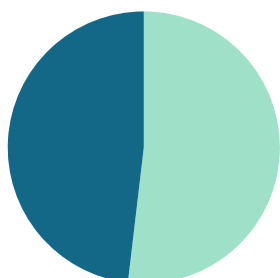
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

Report produced on May 13, 2024 for MLS Technology Inc.

INVENTORY

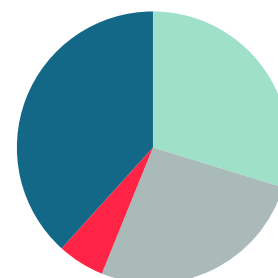


Inventory
 New Listings
97 = 51.87%
 Start Inventory
90
 Total Inventory Units
187
 Volume
\$48,072,145

Market Activity

Closed Sales
80 = 29.74%
 Pending Sales
71 = 26.39%
 Other Off Market
15 = 5.58%
 Active Inventory
103 = 38.29%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	57	80	40.35%	253	240	-5.14%
Pending Sales	88	71	-19.32%	295	285	-3.39%
New Listings	91	97	6.59%	321	317	-1.25%
Average List Price	169,919	241,114	41.90%	183,607	213,052	16.04%
Average Sale Price	175,585	236,888	34.91%	182,062	208,692	14.63%
Average Percent of Selling Price to List Price	105.53%	97.70%	-7.42%	99.00%	97.20%	-1.81%
Average Days on Market to Sale	19.40	32.53	67.62%	26.98	34.59	28.19%
Monthly Inventory	102	103	0.98%	102	103	0.98%
Months Supply of Inventory	1.35	1.57	16.76%	1.35	1.57	16.76%

Absorption: Last 12 months, an Average of **66** Sales/Month

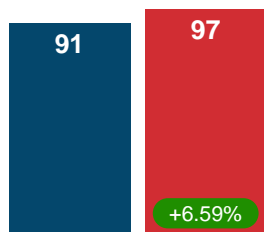
Inventory on April 30, 2024 = **103**

2023 **2024**

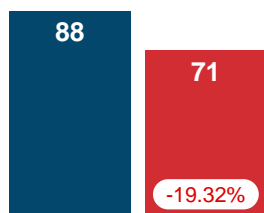
APRIL MARKET

AVERAGE PRICES

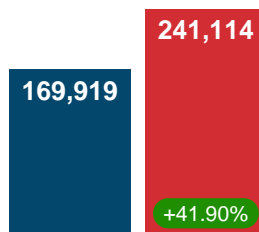
New Listings



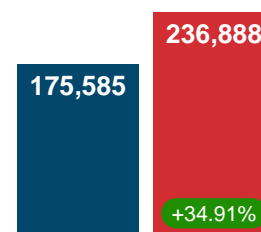
Pending Listings



List Price



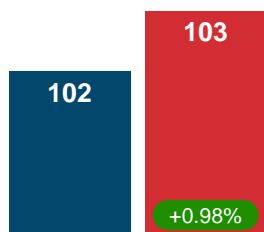
Sale Price



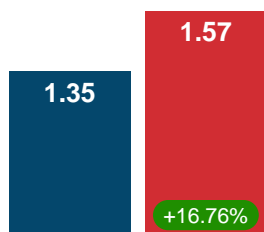
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

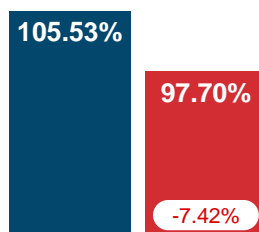
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

