

May 2024



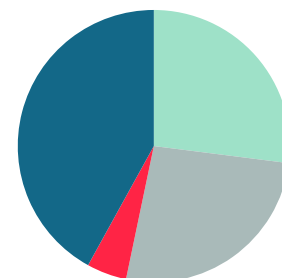
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	May 2024	+/-%
Closed Listings	80	74	-7.50%
Pending Listings	80	72	-10.00%
New Listings	96	88	-8.33%
Average List Price	213,736	211,607	-1.00%
Average Sale Price	214,152	208,400	-2.69%
Average Percent of Selling Price to List Price	100.21%	98.78%	-1.42%
Average Days on Market to Sale	16.23	27.34	68.49%
End of Month Inventory	113	115	1.77%
Months Supply of Inventory	1.51	1.77	17.28%



■ Closed (27.01%)
■ Pending (26.28%)
■ Other OffMarket (4.74%)
■ Active (41.97%)

Absorption: Last 12 months, an Average of **65** Sales/Month
Active Inventory as of May 31, 2024 = **115**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2024 rose **1.77%** to 115 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 **1.77** 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 **2.69%** in May 2024 to \$208,400 versus the previous year at \$214,152.

Average Days on Market Lengthens

The average number of **27.34** days that homes spent on the market before selling increased by 11.11 days or **68.49%** in May 2024 compared to last year's same month at **16.23** DOM.

Sales Success for May 2024 is Positive

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

There were 88 New Listings in May 2024, down **8.33%** from last year at 96. Furthermore, there were 74 Closed Listings this month versus last year at 80, a **-7.50%** decrease.

Closed versus Listed trends yielded a **84.1%** ratio, up from previous year's, May 2023, at **83.3%**, a **0.91%** 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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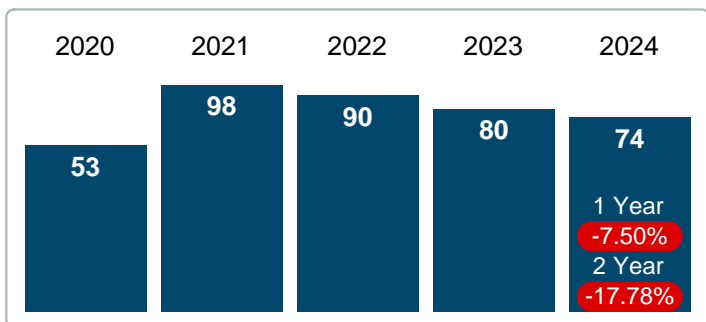
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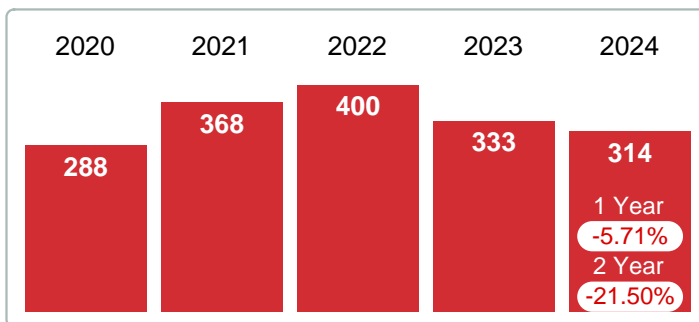
CLOSED LISTINGS

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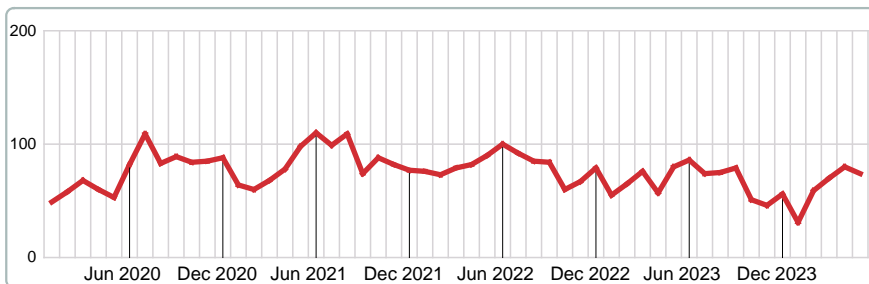
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 79

High Jun 2021 110 Low Jan 2024 31

Closed Listings this month at **74**
below the 5 yr MAY average of **79**

- MAR: 70
- APR: 80 (14.29% increase)
- MAY: 74 (-7.50% decrease)

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.11%	30.0	1	4	1	0
\$75,001 - \$100,000	10	13.51%	67.8	3	6	1	0
\$100,001 - \$125,000	6	8.11%	7.5	2	4	0	0
\$125,001 - \$225,000	25	33.78%	6.2	2	23	0	0
\$225,001 - \$250,000	2	2.70%	7.5	0	1	1	0
\$250,001 - \$350,000	18	24.32%	38.3	0	7	9	2
\$350,001 and up	7	9.46%	37.3	1	0	5	1
Total Closed Units	74			9	45	17	3
Total Closed Volume	15,421,580	100%	27.3	1.17M	7.52M	5.81M	917.90K
Average Closed Price	\$208,400			\$130,111	\$167,070	\$342,032	\$305,967

May 2024



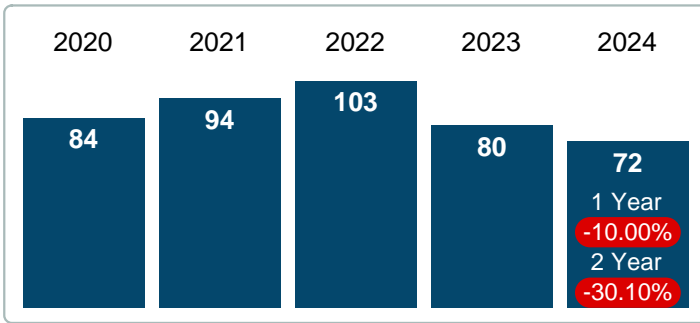
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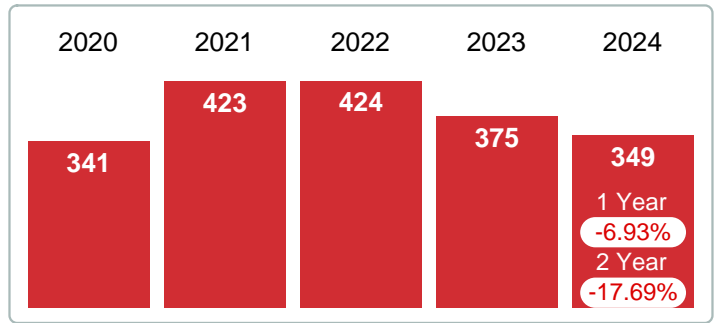
PENDING LISTINGS

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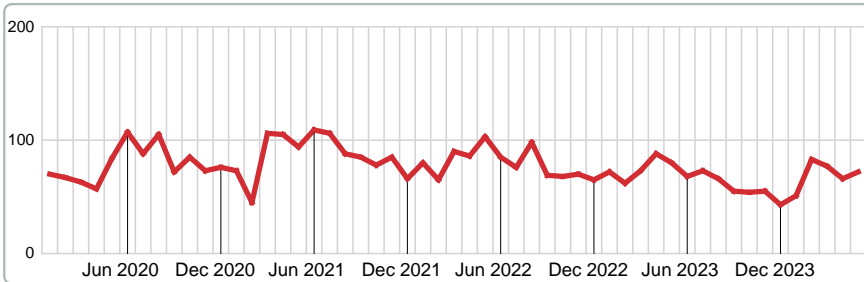
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 87

High Jun 2021 109 Low Dec 2023 43

Pending Listings this month at **72**
below the 5 yr MAY average of **87**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	9.72%	49.1	3	3	1	0
\$75,001 - \$125,000	8	11.11%	9.5	2	5	1	0
\$125,001 - \$175,000	11	15.28%	24.9	3	7	1	0
\$175,001 - \$225,000	15	20.83%	17.4	0	8	4	3
\$225,001 - \$275,000	14	19.44%	40.0	0	7	6	1
\$275,001 - \$350,000	8	11.11%	40.8	0	3	5	0
\$350,001 and up	9	12.50%	22.2	1	0	4	4
Total Pending Units	72			9	33	22	8
Total Pending Volume	16,167,470	100%	25.8	1.16M	5.95M	5.88M	3.18M
Average Listing Price	\$192,277			\$128,567	\$180,327	\$267,167	\$397,738

May 2024



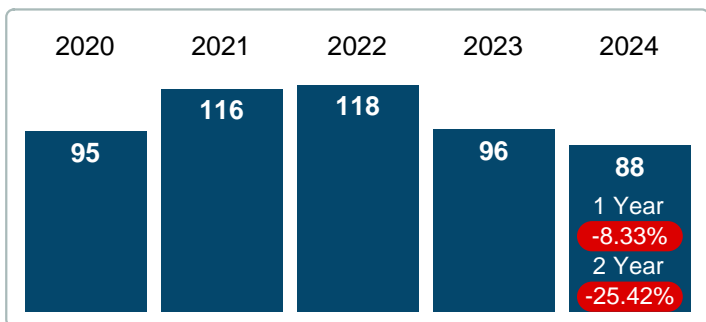
Area Delimited by County Of Washington - Residential Property Type



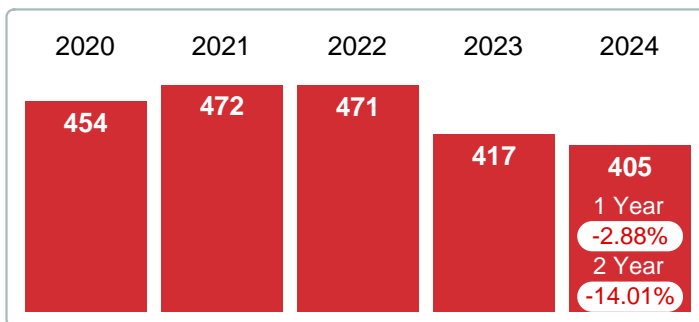
NEW LISTINGS

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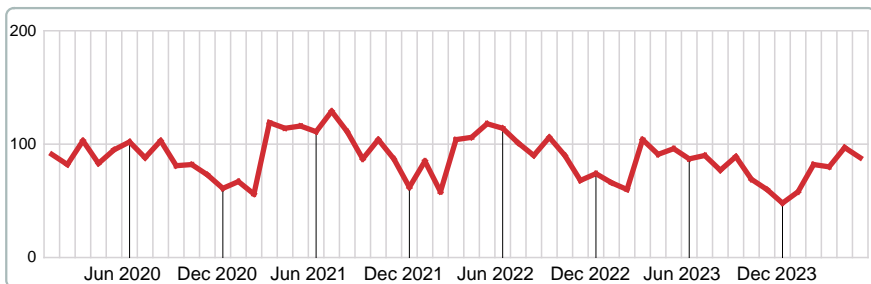
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 103

High Jul 2021 129 Low Dec 2023 48

New Listings this month at **88**
 below the 5 yr MAY average of **103**

MAR	80	<div style="width: 77%;"></div>
APR	97	<div style="width: 94%;"></div> 21.25%
MAY	88	<div style="width: 85%;"></div> -9.28%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	6.82%	2	3	0	1
\$75,001 - \$125,000	12	13.64%	6	5	1	0
\$125,001 - \$150,000	10	11.36%	1	9	0	0
\$150,001 - \$250,000	24	27.27%	4	15	4	1
\$250,001 - \$325,000	16	18.18%	1	6	9	0
\$325,001 - \$575,000	12	13.64%	1	4	6	1
\$575,001 and up	8	9.09%	0	3	2	3
Total New Listed Units	88		15	45	22	6
Total New Listed Volume	24,379,550	100%	2.23M	10.87M	8.43M	2.85M
Average New Listed Listing Price	\$198,733		\$148,423	\$241,638	\$383,023	\$475,500

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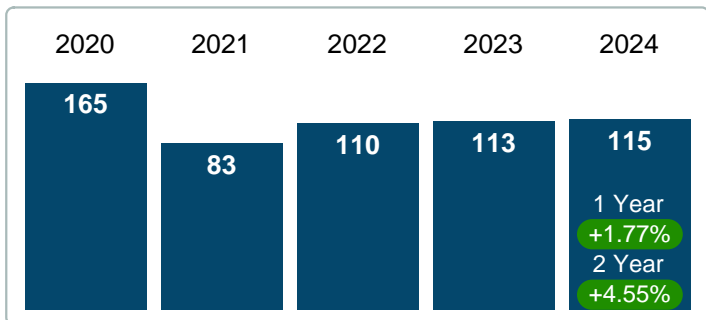
Area Delimited by County Of Washington - Residential Property Type



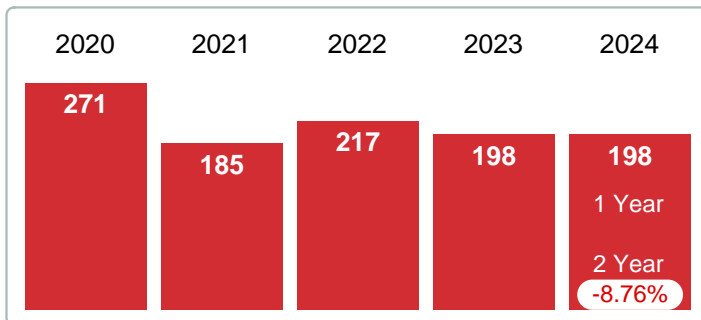
ACTIVE INVENTORY

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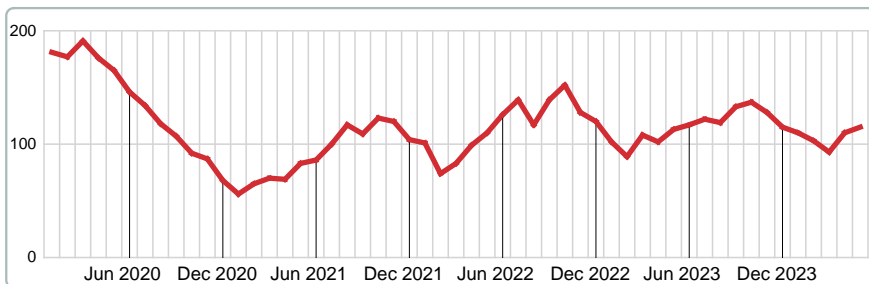
END OF MAY



ACTIVE DURING MAY

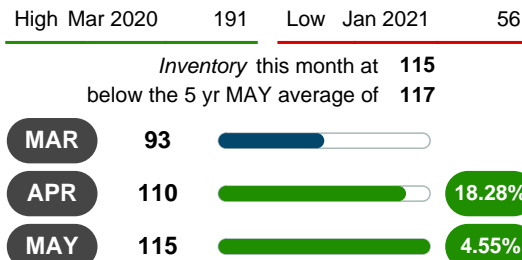


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 117



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	10	8.70%	65.5	4	5	0	1
\$75,001 - \$100,000	9	7.83%	65.8	6	3	0	0
\$100,001 - \$150,000	14	12.17%	21.9	5	9	0	0
\$150,001 - \$275,000	38	33.04%	46.8	3	22	11	2
\$275,001 - \$375,000	17	14.78%	34.2	2	8	7	0
\$375,001 - \$600,000	16	13.91%	61.4	1	5	8	2
\$600,001 and up	11	9.57%	54.8	0	2	5	4
Total Active Inventory by Units	115			21	54	31	9
Total Active Inventory by Volume	34,958,589	100%	47.8	2.84M	12.90M	14.00M	5.22M
Average Active Inventory Listing Price	\$303,988			\$135,169	\$238,946	\$451,474	\$580,139

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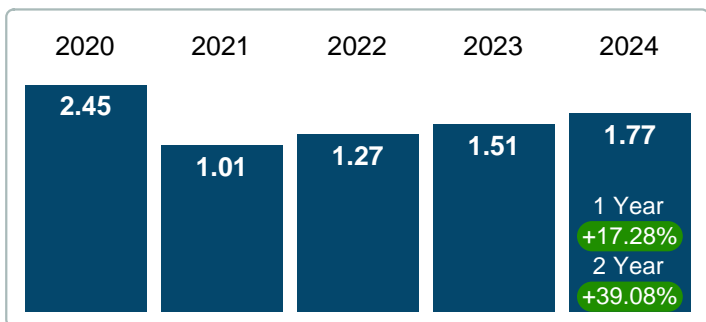
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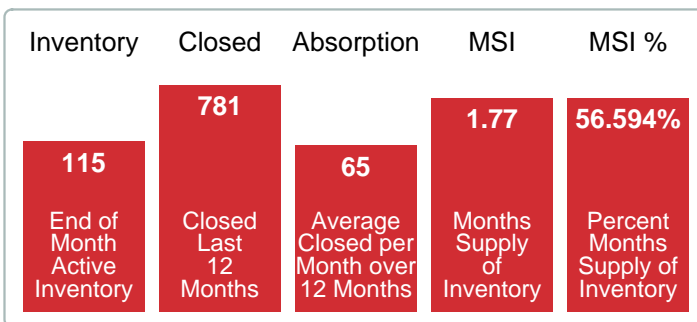
MONTHS SUPPLY of INVENTORY (MSI)

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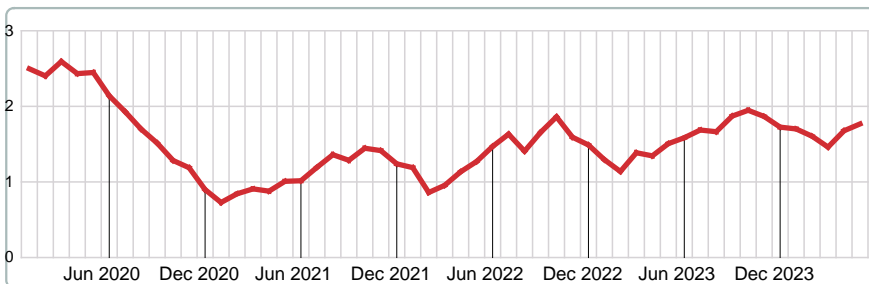
MSI FOR MAY



INDICATORS FOR MAY 2024

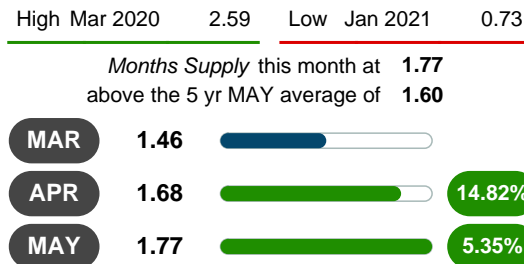


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1.60



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	10	8.70%	1.13	0.83	1.36	0.00	0.00
\$75,001 - \$100,000	9	7.83%	1.52	2.40	0.97	0.00	0.00
\$100,001 - \$150,000	14	12.17%	1.30	2.40	1.10	0.00	0.00
\$150,001 - \$275,000	38	33.04%	1.62	1.64	1.44	2.00	2.40
\$275,001 - \$375,000	17	14.78%	1.81	8.00	3.31	1.14	0.00
\$375,001 - \$600,000	16	13.91%	2.95	6.00	3.33	2.82	2.18
\$600,001 and up	11	9.57%	8.25	0.00	8.00	12.00	6.86
Market Supply of Inventory (MSI)			1.77	1.79	1.57	1.94	3.00
Total Active Inventory by Units		100%	1.77	21	54	31	9

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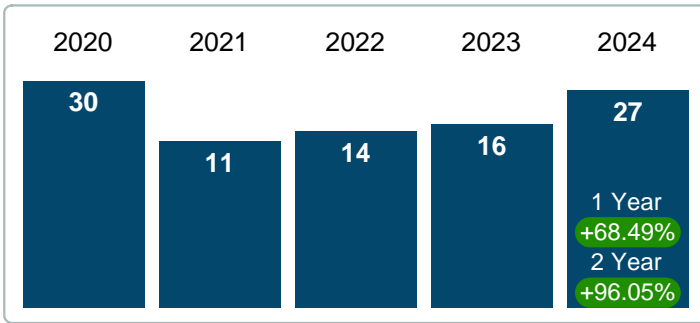
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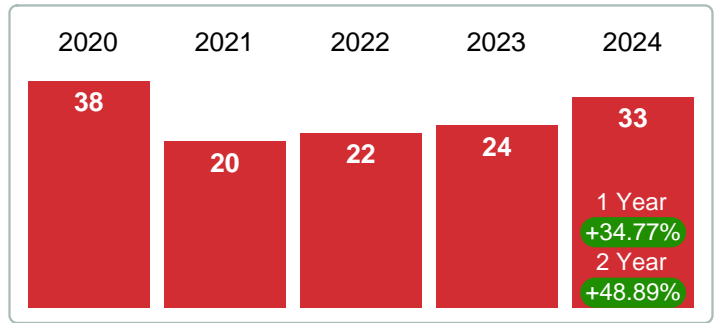
AVERAGE DAYS ON MARKET TO SALE

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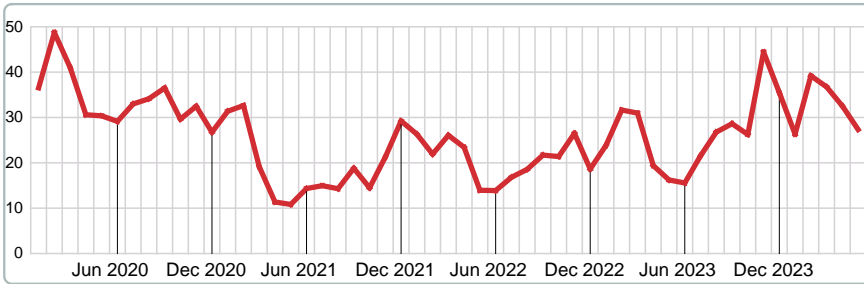
MAY



YEAR TO DATE (YTD)

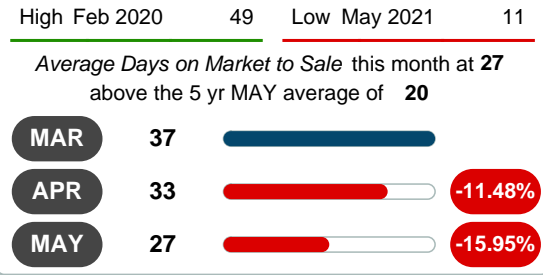


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 20



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
\$75,000 and less	8.11%	30	9	11	129	0
\$75,001 - \$100,000	13.51%	68	108	59	1	0
\$100,001 - \$125,000	8.11%	8	1	11	0	0
\$125,001 - \$225,000	33.78%	6	1	7	0	0
\$225,001 - \$250,000	2.70%	8	0	1	14	0
\$250,001 - \$350,000	24.32%	38	0	25	39	80
\$350,001 and up	9.46%	37	1	0	50	8
Average Closed DOM		27	37	17	44	56
Total Closed Units	100%	74	9	45	17	3
Total Closed Volume		15,421,580	1.17M	7.52M	5.81M	917.90K

May 2024



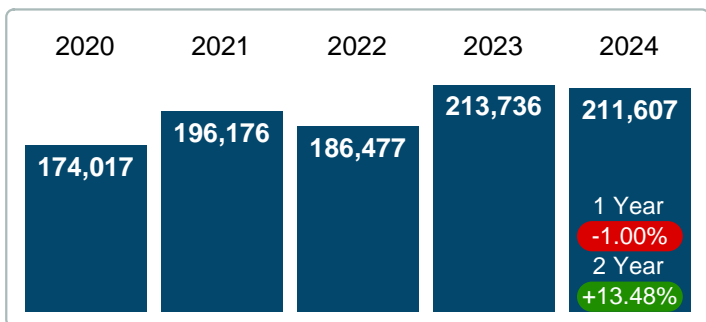
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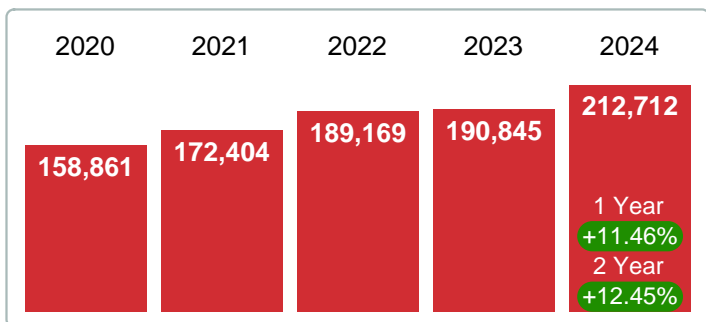
AVERAGE LIST PRICE AT CLOSING

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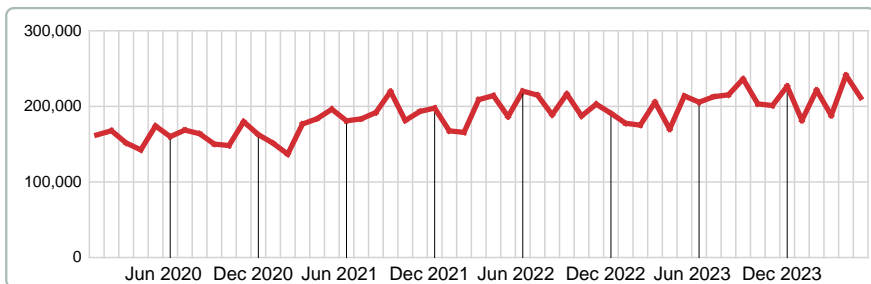
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

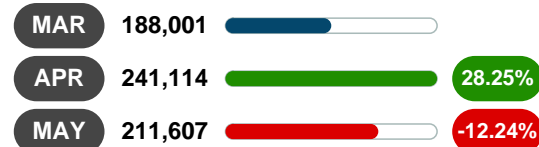


3 MONTHS

5 year MAY AVG = 196,403

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

Average List Price at Closing this month at **211,607**
above the 5 yr MAY average of **196,403**



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
\$75,000 and less	8.11%	51,633	55,000	51,700	48,000	0
\$75,001 - \$100,000	12.16%	87,333	80,467	94,500	82,600	0
\$100,001 - \$125,000	10.81%	114,988	112,500	117,475	0	0
\$125,001 - \$225,000	29.73%	172,468	127,500	178,965	0	0
\$225,001 - \$250,000	6.76%	235,369	0	235,000	239,947	0
\$250,001 - \$350,000	21.62%	295,259	0	289,000	308,549	269,600
\$350,001 and up	10.81%	493,488	370,000	0	561,600	399,900
Average List Price		211,607	127,378	169,287	350,323	313,033
Total Closed Units	100%	211,607	9	45	17	3
Total Closed Volume		15,658,887	1.15M	7.62M	5.96M	939.10K

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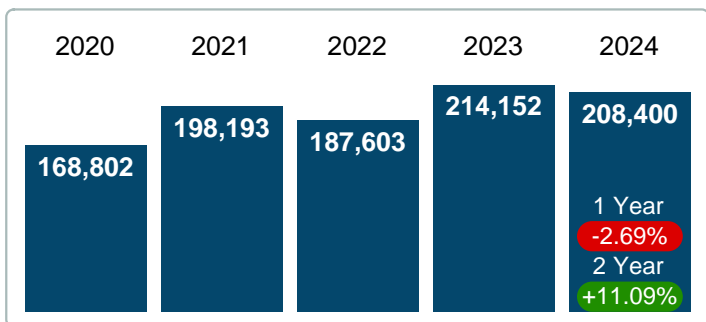
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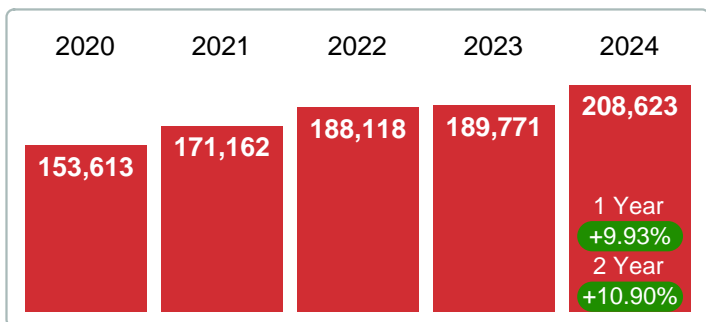
AVERAGE SOLD PRICE AT CLOSING

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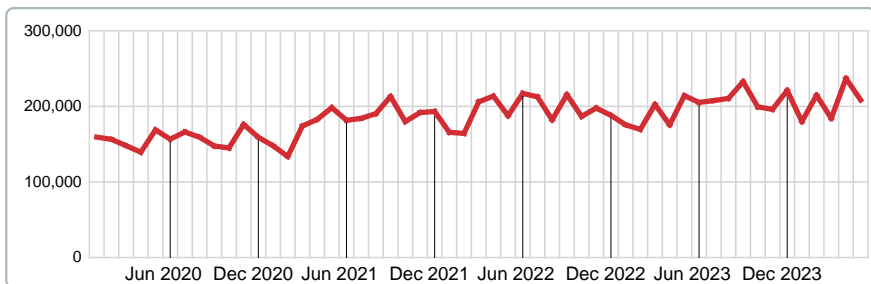
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

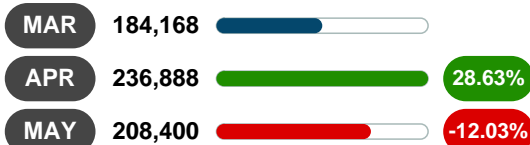


3 MONTHS

5 year MAY AVG = 195,430

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

Average Sold Price at Closing this month at **208,400** above the 5 yr MAY average of **195,430**



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
\$75,000 and less	8.11%	49,800	53,000	53,450	32,000	0
\$75,001 - \$100,000	13.51%	85,500	83,167	87,150	82,600	0
\$100,001 - \$125,000	8.11%	113,067	111,500	113,850	0	0
\$125,001 - \$225,000	33.78%	175,982	137,750	179,306	0	0
\$225,001 - \$250,000	2.70%	235,000	0	235,000	235,000	0
\$250,001 - \$350,000	24.32%	291,663	0	281,000	306,104	264,000
\$350,001 and up	9.46%	495,700	370,000	0	542,000	389,900
Average Sold Price		208,400	130,111	167,070	342,032	305,967
Total Closed Units	100%	208,400	9	45	17	3
Total Closed Volume		15,421,580	1.17M	7.52M	5.81M	917.90K

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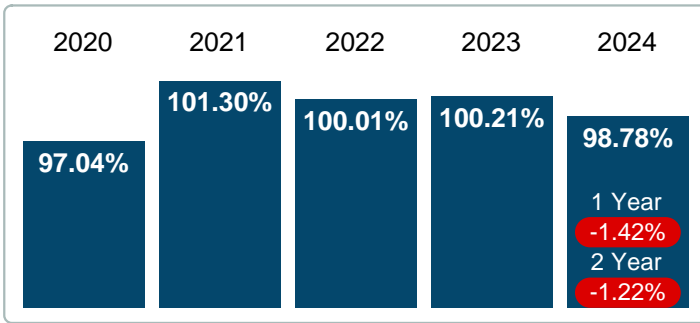
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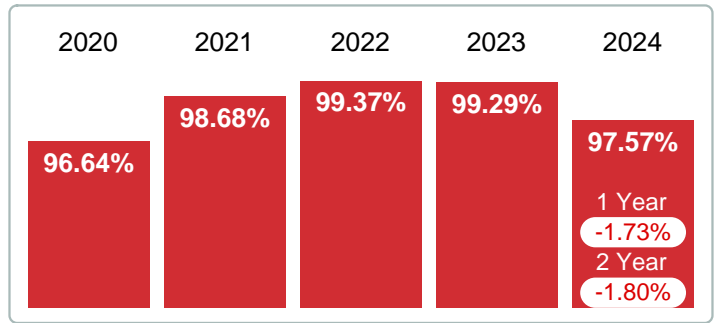
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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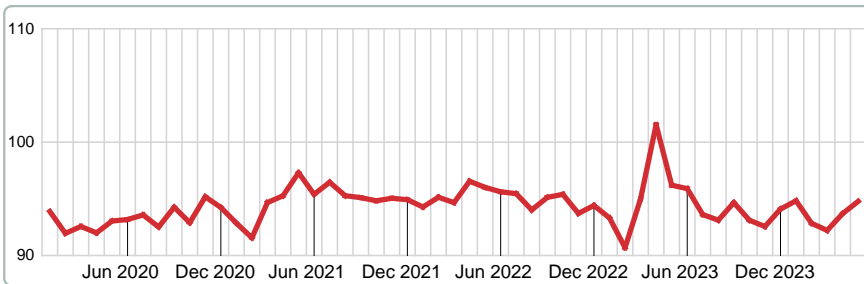
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

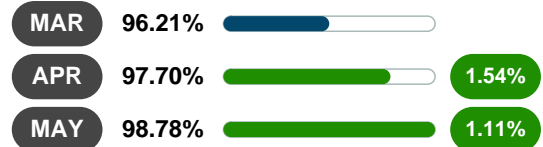


3 MONTHS

5 year MAY AVG = 99.47%

High Apr 2023 105.53% Low Feb 2023 94.69%

Average Sold/List Ratio this month at **98.78%** equal to 5 yr MAY average of **99.47%**



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
\$75,000 and less	6	8.11%	97.02%	96.36%	104.78%	66.67%	0.00%
\$75,001 - \$100,000	10	13.51%	96.43%	103.34%	92.37%	100.00%	0.00%
\$100,001 - \$125,000	6	8.11%	97.61%	99.05%	96.89%	0.00%	0.00%
\$125,001 - \$225,000	25	33.78%	101.11%	108.06%	100.50%	0.00%	0.00%
\$225,001 - \$250,000	2	2.70%	98.97%	0.00%	100.00%	97.94%	0.00%
\$250,001 - \$350,000	18	24.32%	98.48%	0.00%	97.56%	99.33%	97.94%
\$350,001 and up	7	9.46%	97.08%	100.00%	0.00%	96.41%	97.50%
Average Sold/List Ratio			98.80%	102.29%	99.01%	96.51%	97.80%
Total Closed Units		100%	98.80%	9	45	17	3
Total Closed Volume				1.17M	7.52M	5.81M	917.90K

May 2024



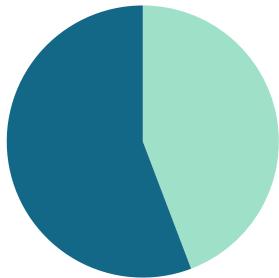
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

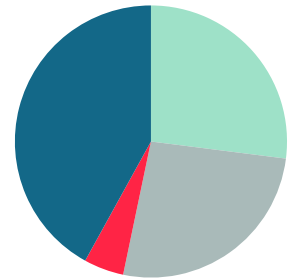


Inventory
 New Listings
88 = 44.22%
 Start Inventory
111
 Total Inventory Units
199
 Volume
\$53,934,858

Market Activity

Closed Sales
74 = 27.01%
 Pending Sales
72 = 26.28%
 Other Off Market
13 = 4.74%
 Active Inventory
115 = 41.97%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	80	74	-7.50%	333	314	-5.71%
Pending Sales	80	72	-10.00%	375	349	-6.93%
New Listings	96	88	-8.33%	417	405	-2.88%
Average List Price	213,736	211,607	-1.00%	190,845	212,712	11.46%
Average Sale Price	214,152	208,400	-2.69%	189,771	208,623	9.93%
Average Percent of Selling Price to List Price	100.21%	98.78%	-1.42%	99.29%	97.57%	-1.73%
Average Days on Market to Sale	16.23	27.34	68.49%	24.40	32.88	34.77%
Monthly Inventory	113	115	1.77%	113	115	1.77%
Months Supply of Inventory	1.51	1.77	17.28%	1.51	1.77	17.28%

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

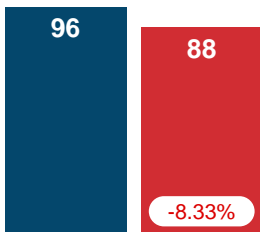
Inventory on May 31, 2024 = **115**

2023 **2024**

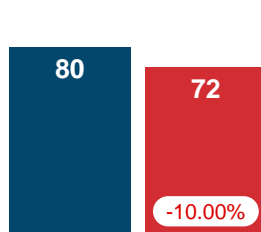
MAY MARKET

AVERAGE PRICES

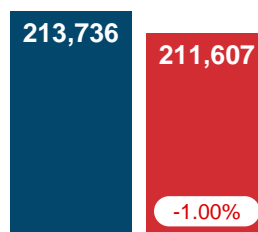
New Listings



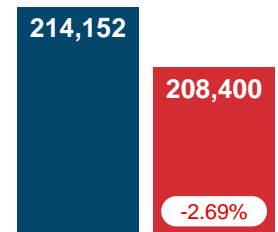
Pending Listings



List Price



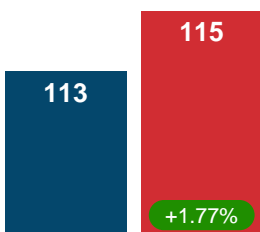
Sale Price



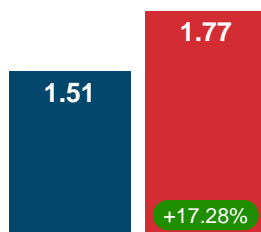
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

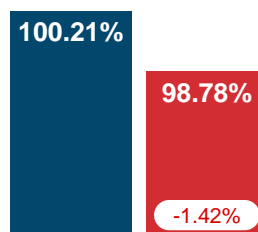
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

