

# July 2024



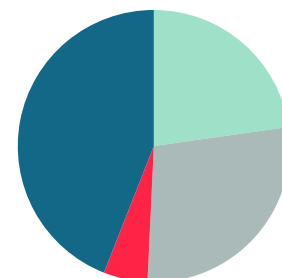
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	July 2024	+/-%
Closed Listings	74	61	-17.57%
Pending Listings	73	75	2.74%
New Listings	90	84	-6.67%
Average List Price	212,753	207,922	-2.27%
Average Sale Price	207,600	204,815	-1.34%
Average Percent of Selling Price to List Price	97.61%	97.75%	0.14%
Average Days on Market to Sale	21.54	24.84	15.30%
End of Month Inventory	122	118	-3.28%
Months Supply of Inventory	1.69	1.92	14.07%



■ Closed (22.76%)  
■ Pending (27.99%)  
■ Other OffMarket (5.22%)  
■ Active (44.03%)

**Absorption:** Last 12 months, an Average of **61** Sales/Month  
**Active Inventory** as of July 31, 2024 = **118**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2024 decreased **3.28%** to 118 existing homes available for sale. Over the last 12 months this area has had an average of 61 closed sales per month. This represents an unsold inventory index of **1.92** 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 **1.34%** in July 2024 to \$204,815 versus the previous year at \$207,600.

#### Average Days on Market Lengthens

The average number of **24.84** days that homes spent on the market before selling increased by 3.30 days or **15.30%** in July 2024 compared to last year's same month at **21.54** DOM.

#### Sales Success for July 2024 is Positive

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

There were 84 New Listings in July 2024, down **6.67%** from last year at 90. Furthermore, there were 61 Closed Listings this month versus last year at 74, a **-17.57%** decrease.

Closed versus Listed trends yielded a **72.6%** ratio, down from previous year's, July 2023, at **82.2%**, a **11.68%** downswing. This will certainly create pressure on a decreasing Monthly 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

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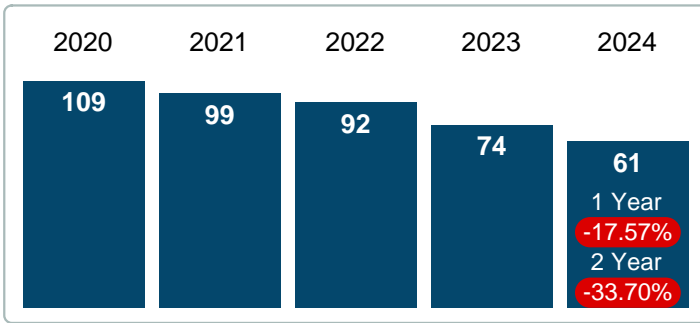
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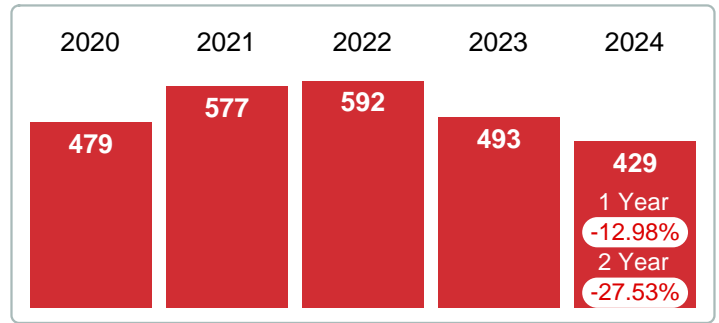
## CLOSED LISTINGS

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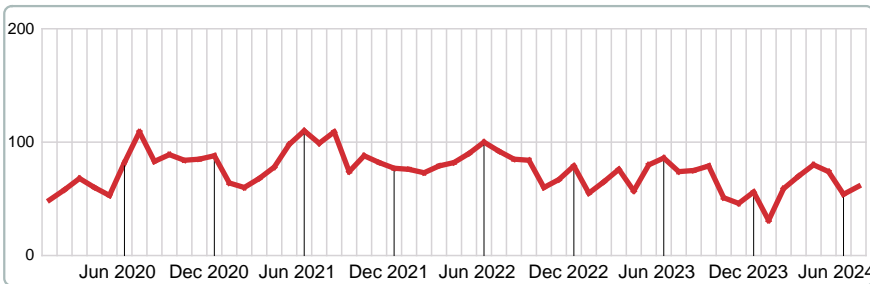
### JULY



### YEAR TO DATE (YTD)

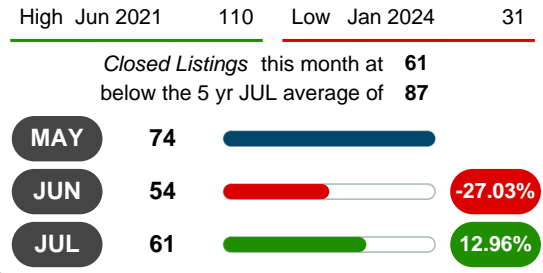


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 87



### 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	4	6.56%	51.5	1	3	0	0
\$75,001 - \$125,000	9	14.75%	33.4	5	4	0	0
\$125,001 - \$150,000	10	16.39%	15.1	1	9	0	0
\$150,001 - \$200,000	13	21.31%	19.2	1	8	3	1
\$200,001 - \$250,000	8	13.11%	31.3	1	1	5	1
\$250,001 - \$325,000	10	16.39%	16.7	0	5	5	0
\$325,001 and up	7	11.48%	27.3	0	2	4	1
<b>Total Closed Units</b>	<b>61</b>			<b>9</b>	<b>32</b>	<b>17</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>12,493,723</b>	<b>100%</b>	<b>24.8</b>	<b>1.06M</b>	<b>5.85M</b>	<b>4.60M</b>	<b>980.00K</b>
<b>Average Closed Price</b>	<b>\$204,815</b>			<b>\$117,711</b>	<b>\$182,916</b>	<b>\$270,647</b>	<b>\$326,667</b>

# July 2024



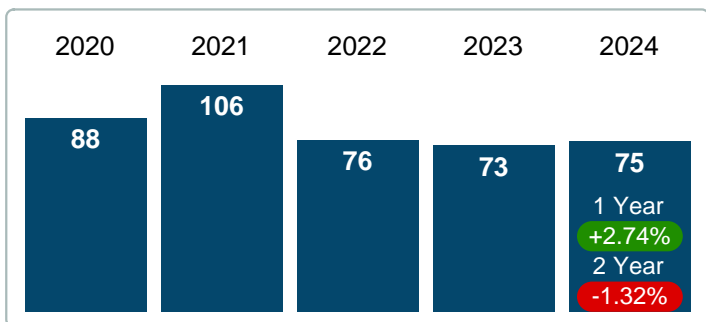
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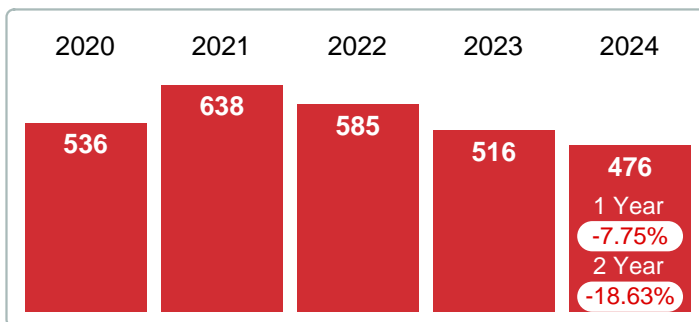
## PENDING LISTINGS

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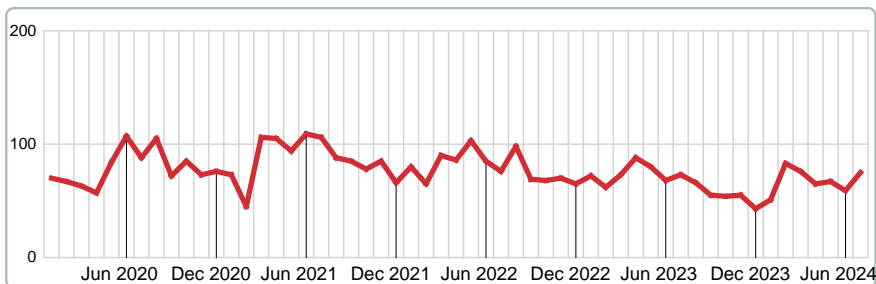
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 84

High Jun 2021 109 Low Dec 2023 43

Pending Listings this month at 75 below the 5 yr JUL average of 84



### 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	6	8.00%	64.0	2	4	0	0
\$75,001 - \$125,000	7	9.33%	20.4	5	2	0	0
\$125,001 - \$150,000	11	14.67%	38.8	2	7	2	0
\$150,001 - \$225,000	21	28.00%	23.2	1	19	1	0
\$225,001 - \$300,000	13	17.33%	29.5	0	7	5	1
\$300,001 - \$450,000	8	10.67%	39.4	0	1	6	1
\$450,001 and up	9	12.00%	69.7	0	2	4	3
<b>Total Pending Units</b>	<b>75</b>			<b>10</b>	<b>42</b>	<b>18</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>19,184,900</b>	<b>100%</b>	<b>19.3</b>	<b>1.10M</b>	<b>8.51M</b>	<b>6.94M</b>	<b>2.63M</b>
<b>Average Listing Price</b>	<b>\$189,543</b>			<b>\$110,440</b>	<b>\$202,679</b>	<b>\$385,339</b>	<b>\$526,380</b>

# July 2024



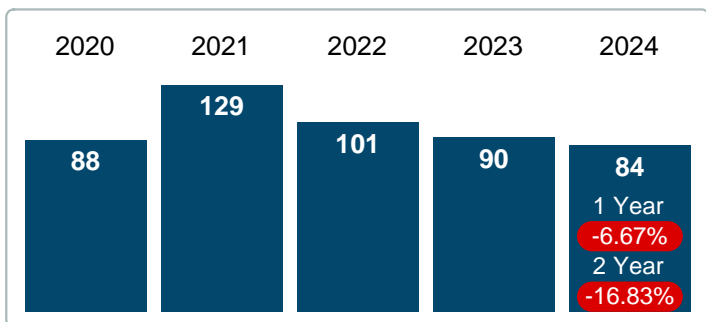
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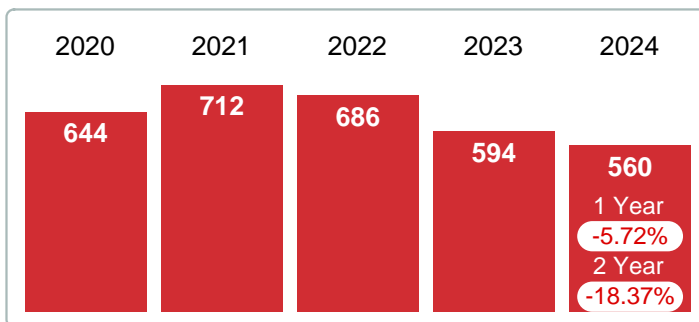
## NEW LISTINGS

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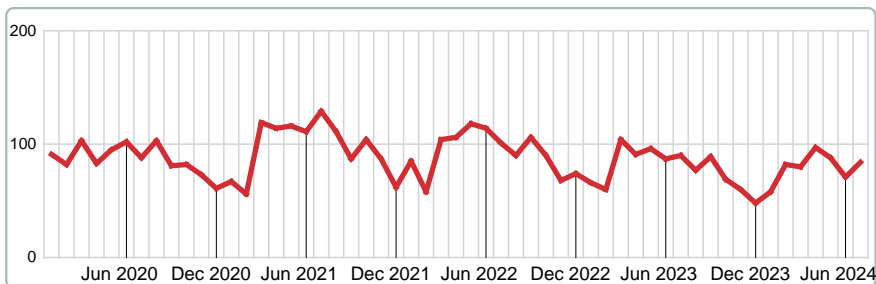
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 98

High Jul 2021 129 Low Dec 2023 48

New Listings this month at 84 below the 5 yr JUL average of 98



### 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	4	4.76%	2	2	0	0
\$75,001 - \$125,000	9	10.71%	3	5	1	0
\$125,001 - \$175,000	16	19.05%	1	13	2	0
\$175,001 - \$225,000	19	22.62%	1	15	3	0
\$225,001 - \$275,000	12	14.29%	0	8	4	0
\$275,001 - \$375,000	14	16.67%	0	7	5	2
\$375,001 and up	10	11.90%	0	2	7	1
<b>Total New Listed Units</b>	<b>84</b>		<b>7</b>	<b>52</b>	<b>22</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>19,578,100</b>	<b>100%</b>	<b>759.30K</b>	<b>10.77M</b>	<b>6.98M</b>	<b>1.07M</b>
<b>Average New Listed Listing Price</b>	<b>\$166,250</b>		<b>\$108,471</b>	<b>\$207,098</b>	<b>\$317,400</b>	<b>\$355,633</b>

# July 2024



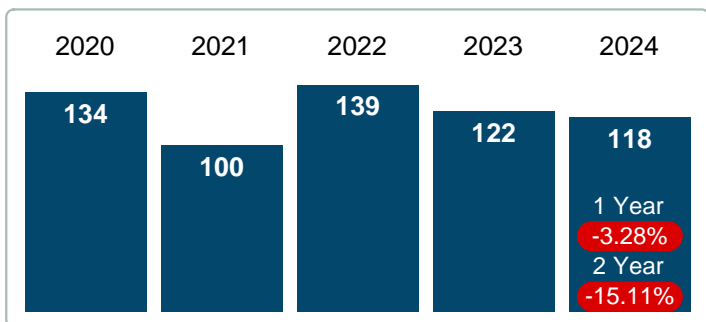
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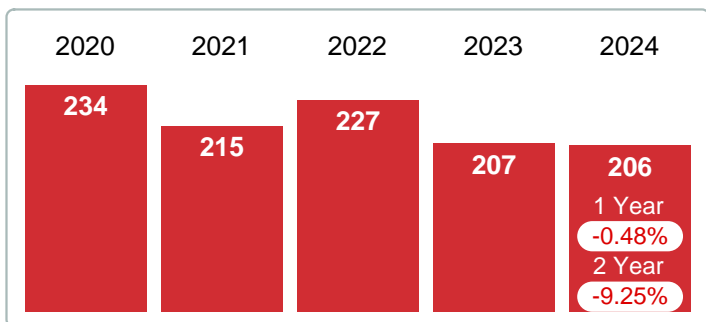
## ACTIVE INVENTORY

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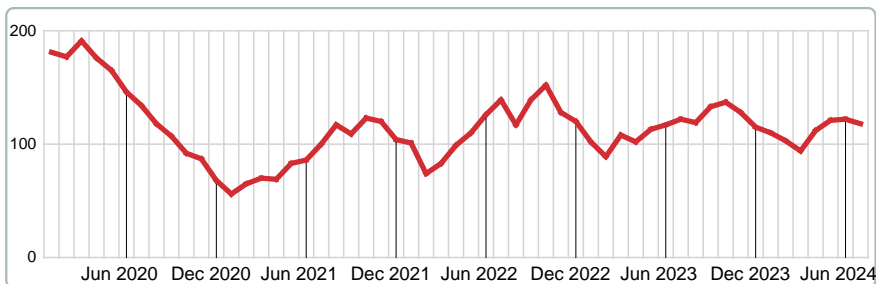
### END OF JULY



### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 123

High Mar 2020 191 Low Jan 2021 56

Inventory this month at **118**  
below the 5 yr JUL average of **123**

- MAY 121
- JUN 122 0.83%
- JUL 118 -3.28%

### 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	8.47%	69.4	5	4	0	1
\$75,001 - \$125,000	10	8.47%	67.8	3	6	1	0
\$125,001 - \$175,000	17	14.41%	56.1	0	14	3	0
\$175,001 - \$275,000	33	27.97%	50.1	2	21	10	0
\$275,001 - \$375,000	18	15.25%	42.2	1	9	8	0
\$375,001 - \$575,000	17	14.41%	59.8	1	4	8	4
\$575,001 and up	13	11.02%	71.6	0	2	8	3
<b>Total Active Inventory by Units</b>	<b>118</b>			<b>12</b>	<b>60</b>	<b>38</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>46,632,600</b>	<b>100%</b>	<b>56.7</b>	<b>1.63M</b>	<b>13.88M</b>	<b>26.68M</b>	<b>4.44M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$395,192</b>			<b>\$135,967</b>	<b>\$231,410</b>	<b>\$702,089</b>	<b>\$554,625</b>

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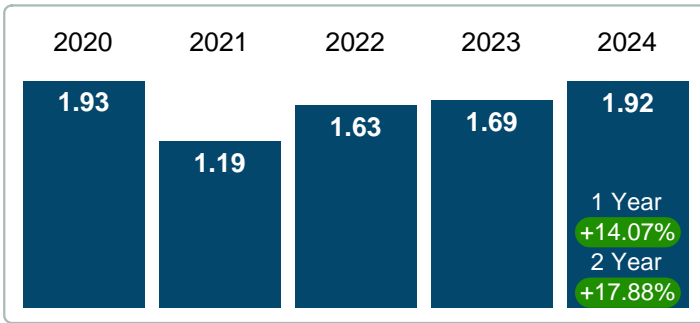
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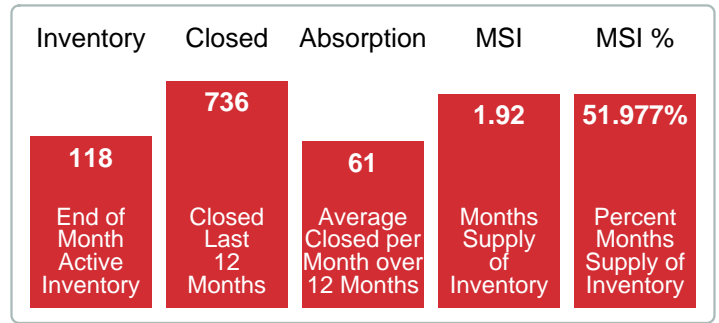
## MONTHS SUPPLY of INVENTORY (MSI)

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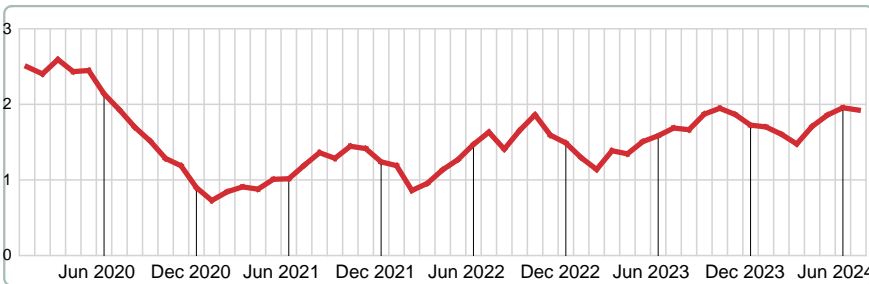
### MSI FOR JULY



### INDICATORS FOR JULY 2024

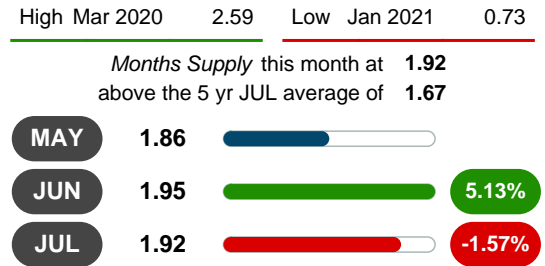


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1.67



### 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	8.47%	1.25	1.15	1.20	0.00	0.00
\$75,001 - \$125,000	10	8.47%	1.07	0.95	1.07	1.71	0.00
\$125,001 - \$175,000	17	14.41%	1.25	0.00	1.40	2.40	0.00
\$175,001 - \$275,000	33	27.97%	2.13	2.67	2.31	2.07	0.00
\$275,001 - \$375,000	18	15.25%	2.10	4.00	3.60	1.48	0.00
\$375,001 - \$575,000	17	14.41%	3.52	6.00	3.20	3.20	4.36
\$575,001 and up	13	11.02%	8.67	0.00	4.80	19.20	5.14
Market Supply of Inventory (MSI)			1.92	1.08	1.87	2.48	2.91
Total Active Inventory by Units		100%	118	12	60	38	8

# July 2024



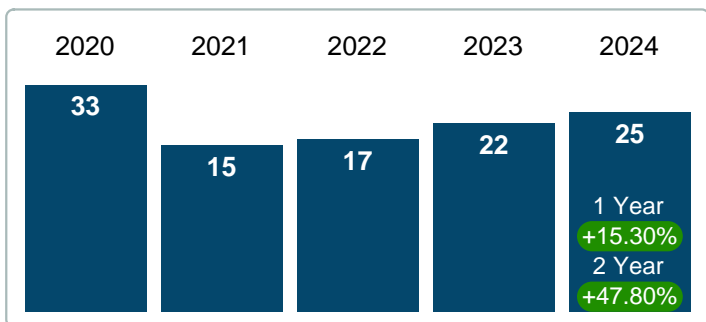
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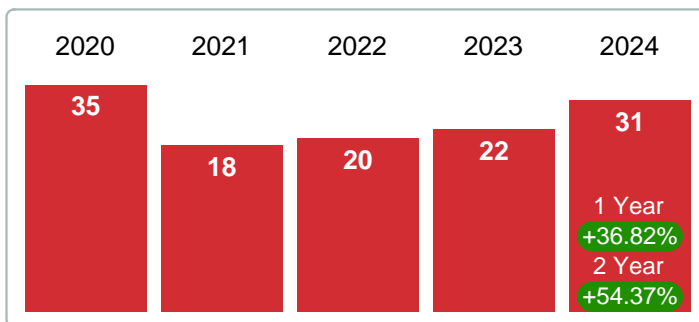
## AVERAGE DAYS ON MARKET TO SALE

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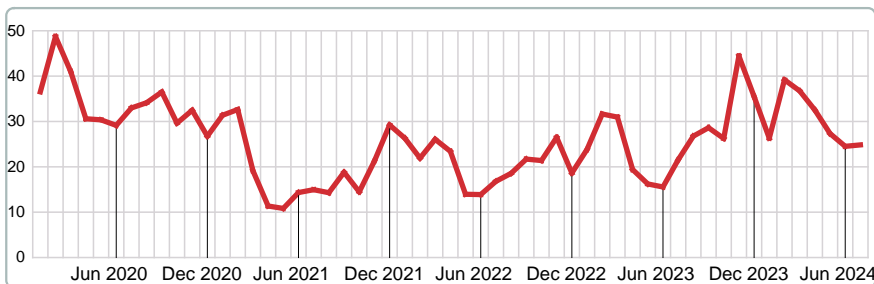
### JULY



### YEAR TO DATE (YTD)

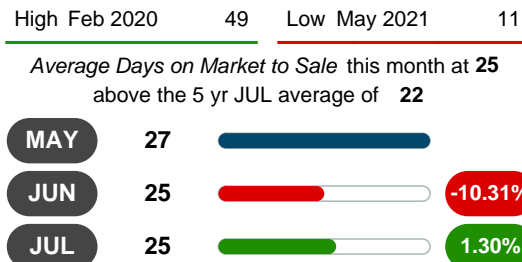


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 22



### 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	4	6.56%	52	24	61	0	0	
\$75,001 - \$125,000	9	14.75%	33	37	29	0	0	
\$125,001 - \$150,000	10	16.39%	15	35	13	0	0	
\$150,001 - \$200,000	13	21.31%	19	1	19	7	78	
\$200,001 - \$250,000	8	13.11%	31	2	14	34	65	
\$250,001 - \$325,000	10	16.39%	17	0	6	27	0	
\$325,001 and up	7	11.48%	27	0	69	13	3	
<b>Average Closed DOM</b>		25		27	23	22	49	
<b>Total Closed Units</b>		61	100%	25	9	32	17	3
<b>Total Closed Volume</b>		12,493,723		1.06M	5.85M	4.60M	980.00K	

# July 2024



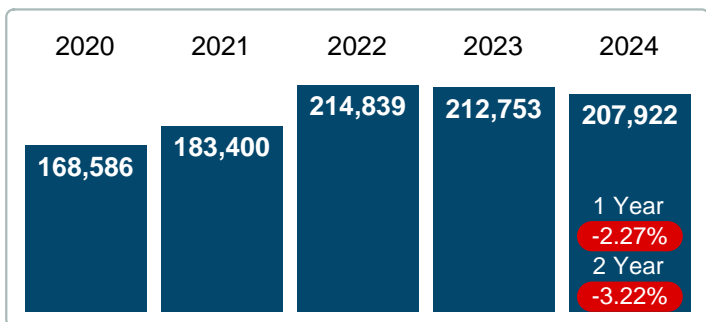
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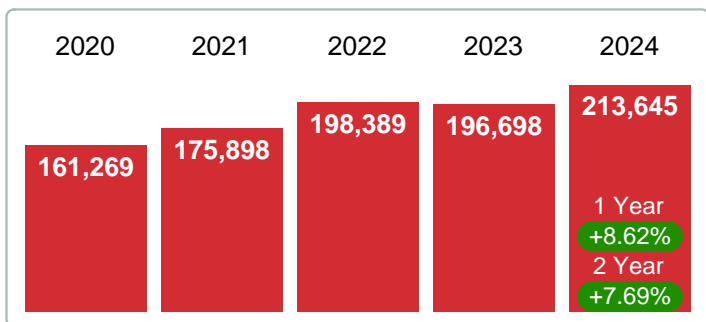
## AVERAGE LIST PRICE AT CLOSING

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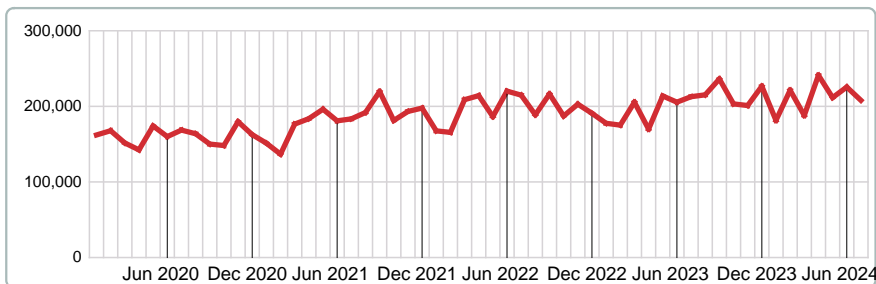
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 197,500

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

Average List Price at Closing this month at **207,922**  
above the 5 yr JUL average of **197,500**

- MAY: 211,607
- JUN: 225,539 (+6.58%)
- JUL: 207,922 (-7.81%)

### 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	4.92%	57,833	61,000	64,167	0	0
\$75,001 - \$125,000	18.03%	103,490	99,198	109,350	0	0
\$125,001 - \$150,000	13.11%	141,788	129,900	142,700	0	0
\$150,001 - \$200,000	22.95%	175,964	220,000	175,463	168,300	218,500
\$200,001 - \$250,000	13.11%	227,610	200,000	226,500	232,176	200,000
\$250,001 - \$325,000	18.03%	279,336	0	274,360	276,180	0
\$325,001 and up	9.84%	480,000	0	515,000	395,000	585,000
<b>Average List Price</b>		<b>207,922</b>	<b>122,988</b>	<b>185,819</b>	<b>272,158</b>	<b>334,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>207,922</b>	<b>9</b>	<b>32</b>	<b>17</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>12,683,268</b>	<b>1.11M</b>	<b>5.95M</b>	<b>4.63M</b>	<b>1.00M</b>



# July 2024



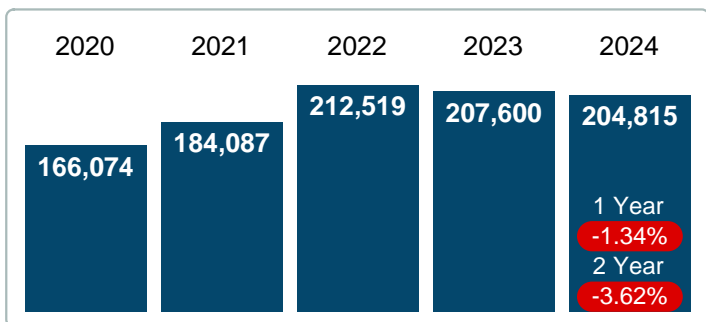
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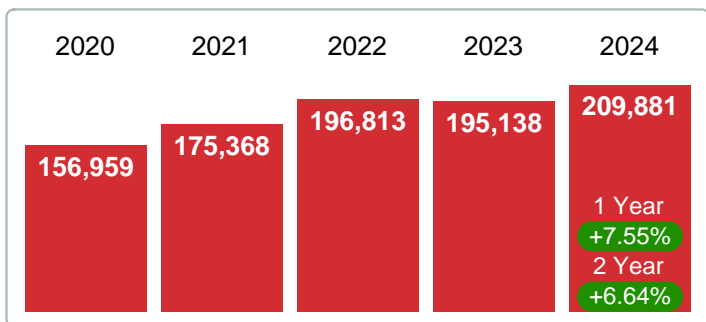
## AVERAGE SOLD PRICE AT CLOSING

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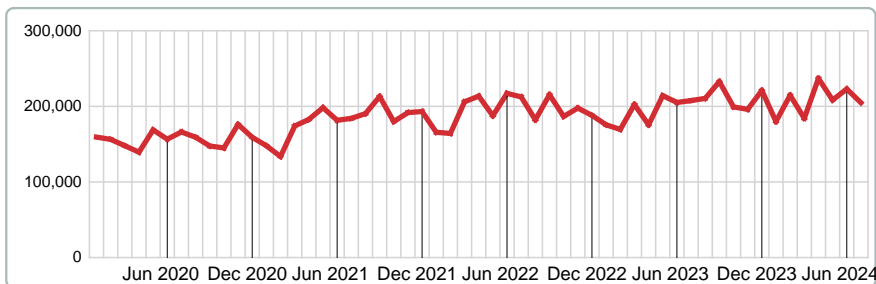
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

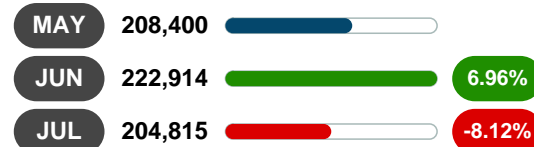


### 3 MONTHS

5 year JUL AVG = 195,019

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

Average Sold Price at Closing this month at **204,815** above the 5 yr JUL average of **195,019**



### 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	6.56%	54,000	63,000	51,000	0	0
\$75,001 - \$125,000	14.75%	101,339	98,300	105,138	0	0
\$125,001 - \$150,000	16.39%	138,978	129,900	139,986	0	0
\$150,001 - \$200,000	21.31%	173,492	165,000	174,425	168,333	190,000
\$200,001 - \$250,000	13.11%	221,938	210,000	226,500	226,800	205,000
\$250,001 - \$325,000	16.39%	274,300	0	273,600	275,000	0
\$325,001 and up	11.48%	457,429	0	515,000	396,750	585,000
<b>Average Sold Price</b>		<b>204,815</b>	<b>117,711</b>	<b>182,916</b>	<b>270,647</b>	<b>326,667</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>204,815</b>	<b>9</b>	<b>32</b>	<b>17</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>12,493,723</b>	<b>1.06M</b>	<b>5.85M</b>	<b>4.60M</b>	<b>980.00K</b>

# July 2024



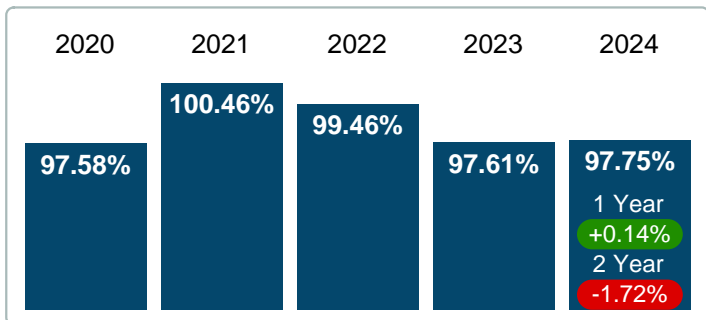
Area Delimited by County Of Washington - Residential Property Type



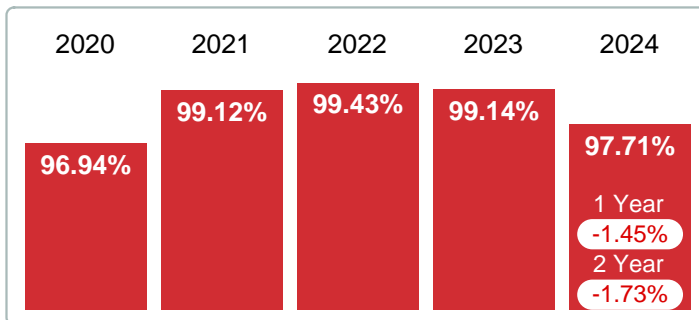
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

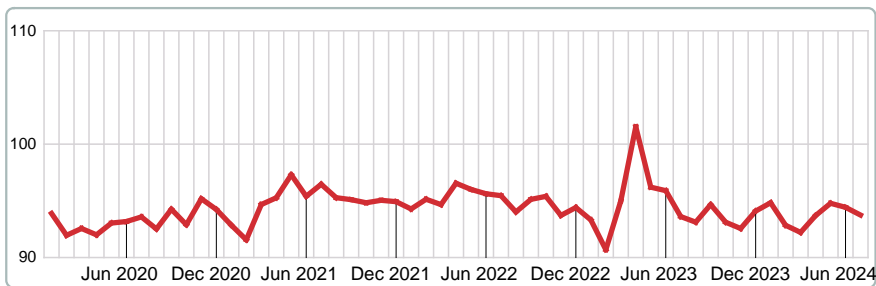
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

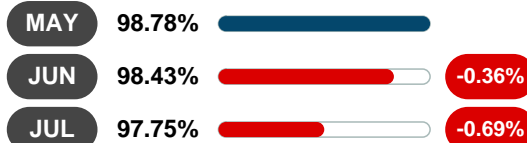


### 3 MONTHS

5 year JUL AVG = 98.57%

High Apr 2023 105.53% Low Feb 2023 94.69%

Average Sold/List Ratio this month at **97.75%**  
below the 5 yr JUL average of **98.57%**



## 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	4	6.56%	86.89%	103.28%	81.42%	0.00%	0.00%	
\$75,001 - \$125,000	9	14.75%	97.58%	99.01%	95.78%	0.00%	0.00%	
\$125,001 - \$150,000	10	16.39%	98.30%	100.00%	98.11%	0.00%	0.00%	
\$150,001 - \$200,000	13	21.31%	96.75%	75.00%	99.47%	100.02%	86.96%	
\$200,001 - \$250,000	8	13.11%	99.59%	105.00%	100.00%	97.84%	102.50%	
\$250,001 - \$325,000	10	16.39%	99.69%	0.00%	99.76%	99.63%	0.00%	
\$325,001 and up	7	11.48%	100.33%	0.00%	100.00%	100.58%	100.00%	
Average Sold/List Ratio		97.70%		97.59%	97.03%	99.40%	96.49%	
Total Closed Units		61	100%	97.70%	9	32	17	3
Total Closed Volume		12,493,723			1.06M	5.85M	4.60M	980.00K

# July 2024



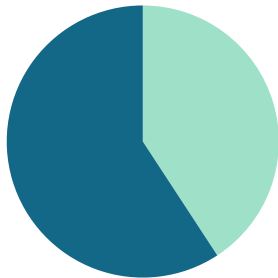
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

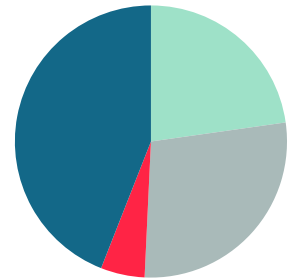


**Inventory**  
 New Listings  
**84 = 40.78%**  
 Start Inventory  
**122**  
 Total Inventory Units  
**206**  
 Volume  
**\$68,985,600**

### Market Activity

Closed Sales  
**61 = 22.76%**  
 Pending Sales  
**75 = 27.99%**  
 Other Off Market  
**14 = 5.22%**  
 Active Inventory  
**118 = 44.03%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	74	61	-17.57%	493	429	-12.98%
Pending Sales	73	75	2.74%	516	476	-7.75%
New Listings	90	84	-6.67%	594	560	-5.72%
Average List Price	212,753	207,922	-2.27%	196,698	213,645	8.62%
Average Sale Price	207,600	204,815	-1.34%	195,138	209,881	7.55%
Average Percent of Selling Price to List Price	97.61%	97.75%	0.14%	99.14%	97.71%	-1.45%
Average Days on Market to Sale	21.54	24.84	15.30%	22.43	30.69	36.82%
Monthly Inventory	122	118	-3.28%	122	118	-3.28%
Months Supply of Inventory	1.69	1.92	14.07%	1.69	1.92	14.07%

**Absorption:** Last 12 months, an Average of **61** Sales/Month

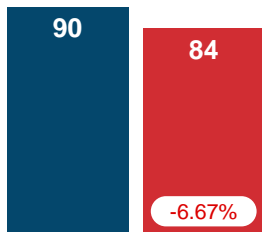
**Inventory** on July 31, 2024 = **118**

**2023** **2024**

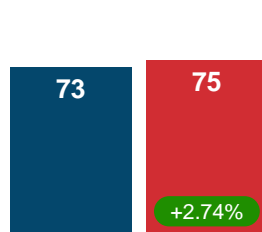
### JULY MARKET

### AVERAGE PRICES

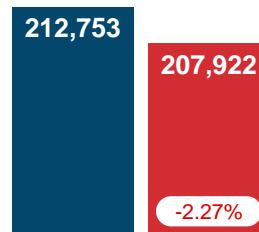
#### New Listings



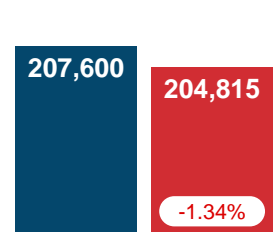
#### Pending Listings



#### List Price



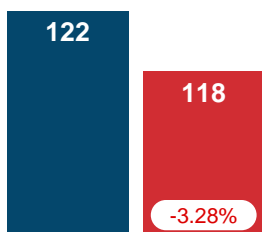
#### Sale Price



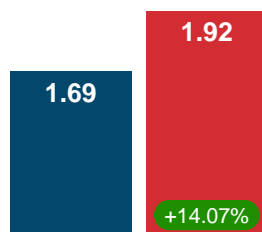
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

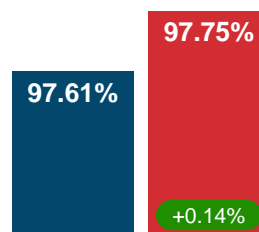
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

