

September 2024

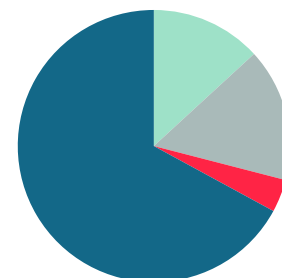
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2023	2024	+/-%
Closed Listings	96	54	-43.75%
Pending Listings	65	65	0.00%
New Listings	110	95	-13.64%
Average List Price	228,712	254,530	11.29%
Average Sale Price	223,673	246,149	10.05%
Average Percent of Selling Price to List Price	98.00%	97.35%	-0.66%
Average Days on Market to Sale	28.60	32.80	14.66%
End of Month Inventory	312	275	-11.86%
Months Supply of Inventory	3.71	3.87	4.36%



■ Closed (13.17%)
■ Pending (15.85%)
■ Other OffMarket (3.90%)
■ Active (67.07%)

Absorption: Last 12 months, an Average of **71** Sales/Month
Active Inventory as of September 30, 2024 = **275**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2024 decreased **11.86%** to 275 existing homes available for sale. Over the last 12 months this area has had an average of 71 closed sales per month. This represents an unsold inventory index of **3.87** 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 **10.05%** in September 2024 to \$246,149 versus the previous year at \$223,673.

Average Days on Market Lengthens

The average number of **32.80** days that homes spent on the market before selling increased by 4.19 days or **14.66%** in September 2024 compared to last year's same month at **28.60** DOM.

Sales Success for September 2024 is Positive

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

There were 95 New Listings in September 2024, down **13.64%** from last year at 110. Furthermore, there were 54 Closed Listings this month versus last year at 96, a **-43.75%** decrease.

Closed versus Listed trends yielded a **56.8%** ratio, down from previous year's, September 2023, at **87.3%**, a **34.87%** downswing. This will certainly create pressure on a decreasing 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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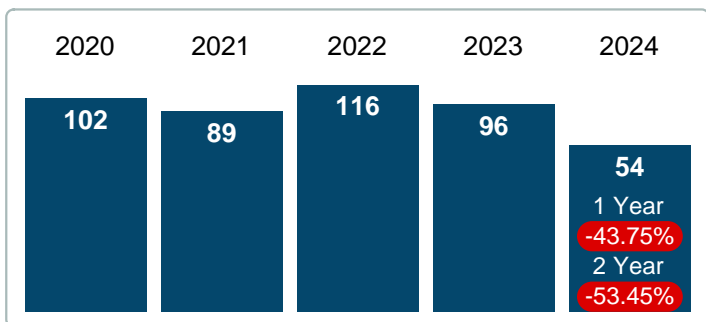
Area Delimited by County Of Washington



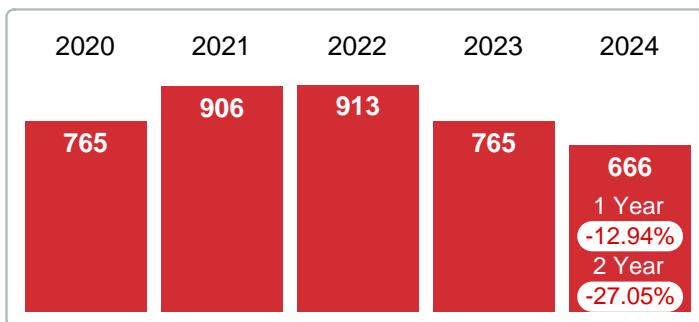
CLOSED LISTINGS

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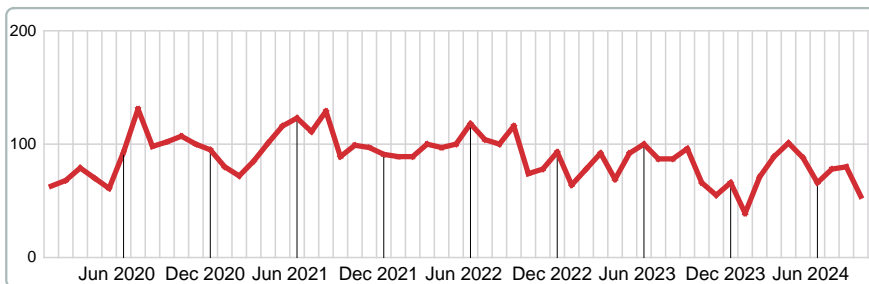
SEPTEMBER



YEAR TO DATE (YTD)

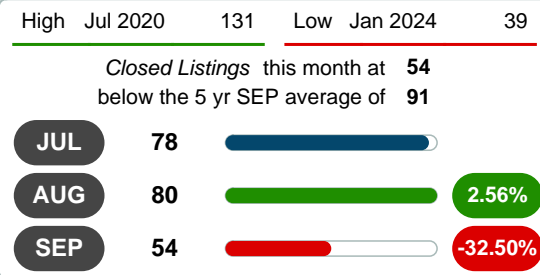


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 91



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	7.41%	11.8	3	1	0	0
\$25,001 - \$125,000	7	12.96%	31.7	6	1	0	0
\$125,001 - \$150,000	8	14.81%	35.0	0	6	2	0
\$150,001 - \$300,000	14	25.93%	6.9	0	10	4	0
\$300,001 - \$375,000	9	16.67%	22.2	1	3	4	1
\$375,001 - \$400,000	7	12.96%	76.1	1	1	4	1
\$400,001 and up	5	9.26%	78.6	1	2	1	1
Total Closed Units	54			12	24	15	3
Total Closed Volume	13,292,050	100%	32.8	1.80M	5.25M	4.85M	1.40M
Average Closed Price	\$246,149			\$149,646	\$218,733	\$323,047	\$467,000



September 2024

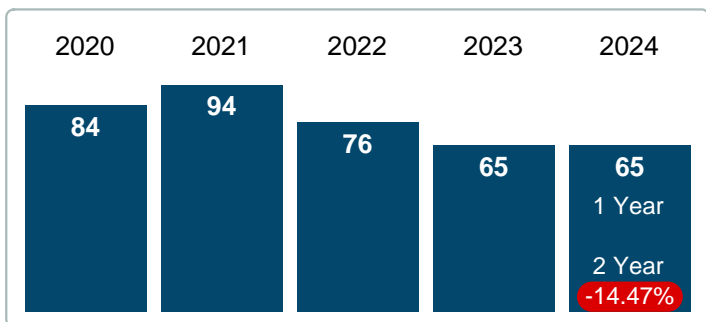
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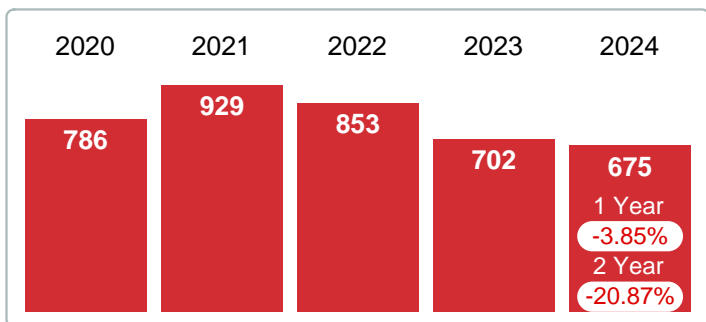
PENDING LISTINGS

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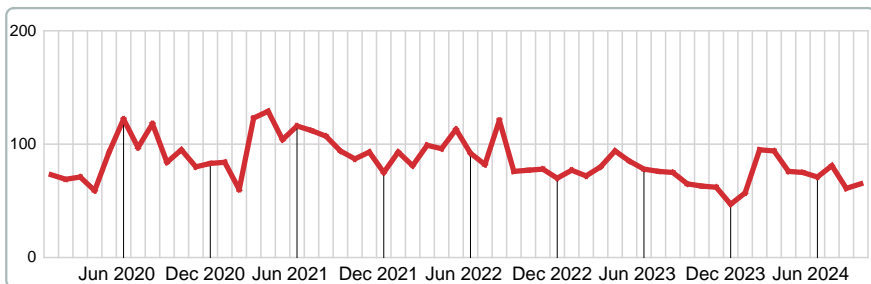
SEPTEMBER



YEAR TO DATE (YTD)

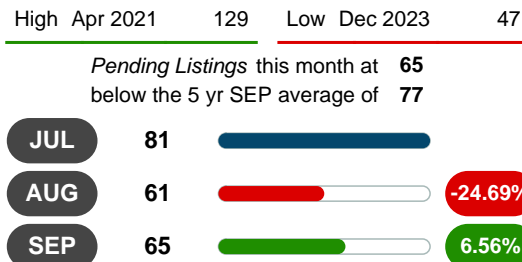


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 77



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	6.15%	84.8	1	3	0	0
\$50,001 - \$100,000	6	9.23%	100.3	4	2	0	0
\$100,001 - \$150,000	14	21.54%	26.1	1	13	0	0
\$150,001 - \$225,000	12	18.46%	19.1	1	6	5	0
\$225,001 - \$275,000	11	16.92%	14.5	4	3	4	0
\$275,001 - \$400,000	12	18.46%	24.0	2	2	7	1
\$400,001 and up	6	9.23%	48.0	0	4	2	0
Total Pending Units	65			13	33	18	1
Total Pending Volume	14,266,949	100%	62.5	2.36M	6.46M	5.16M	284.90K
Average Listing Price	\$281,575			\$181,477	\$195,888	\$286,586	\$284,900



September 2024

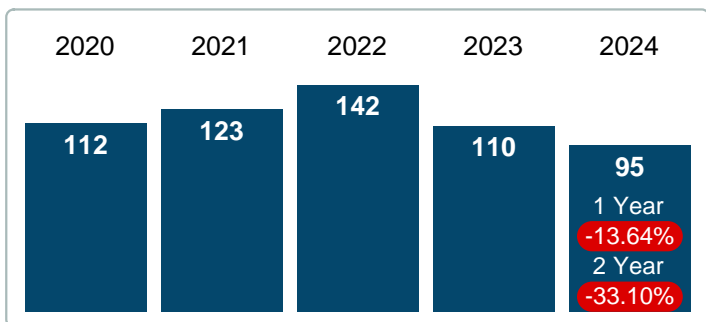
Area Delimited by County Of Washington



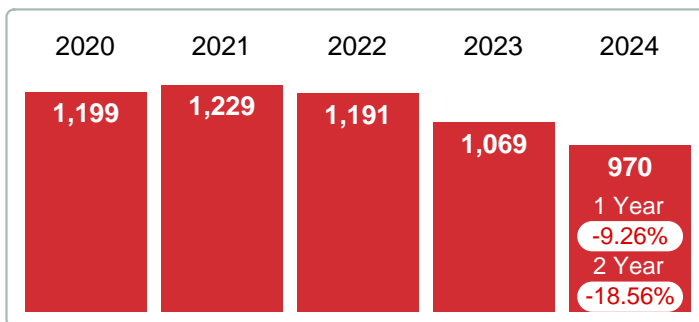
NEW LISTINGS

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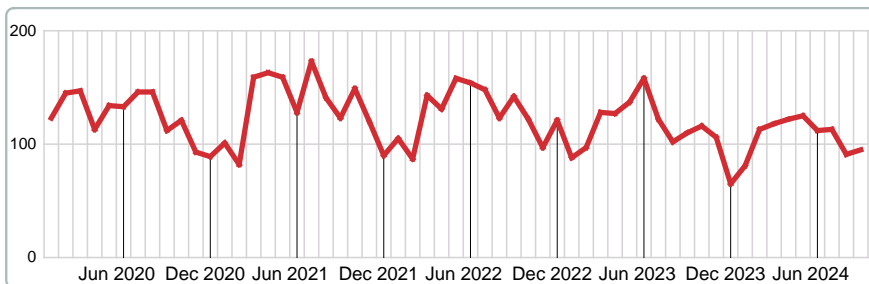
SEPTEMBER



YEAR TO DATE (YTD)

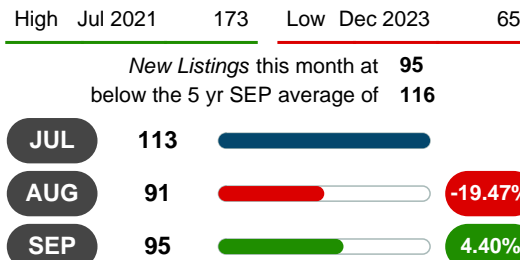


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 116



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1 \$90,000	20	21.05%	12	7	1	0
\$90,001 \$150,000	16	16.84%	7	9	0	0
\$150,001 \$230,000	23	24.21%	5	13	4	1
\$230,001 \$270,000	14	14.74%	4	8	2	0
\$270,001 \$370,000	12	12.63%	2	2	7	1
\$370,001 and up	10	10.53%	3	5	0	2
Total New Listed Units	95		33	44	14	4
Total New Listed Volume	20,307,099	100%	6.42M	8.69M	3.45M	1.75M
Average New Listed Listing Price	\$1,075		\$194,652	\$197,490	\$246,225	\$436,725

September 2024



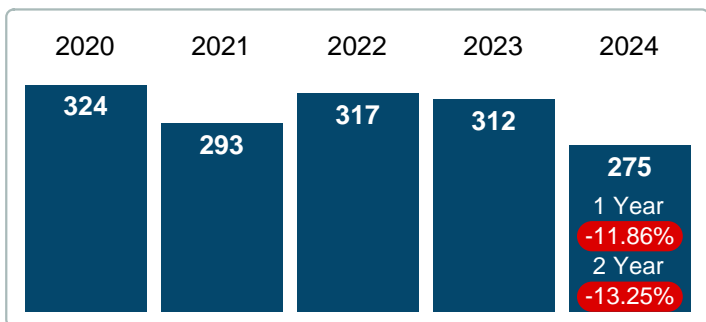
Area Delimited by County Of Washington



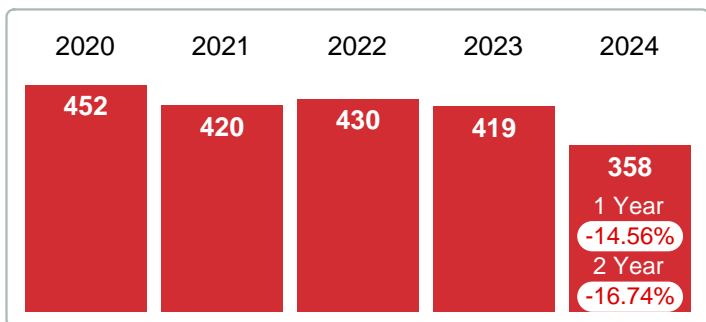
ACTIVE INVENTORY

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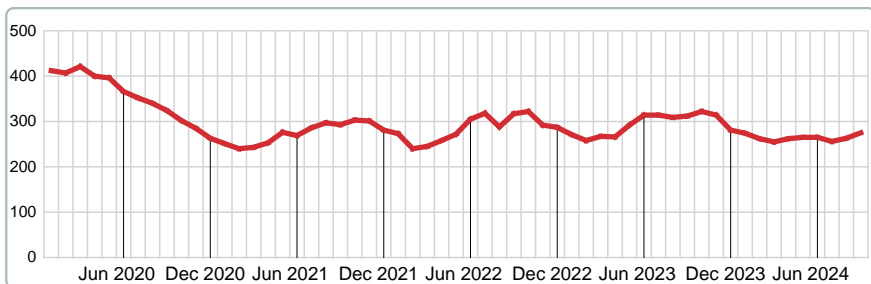
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

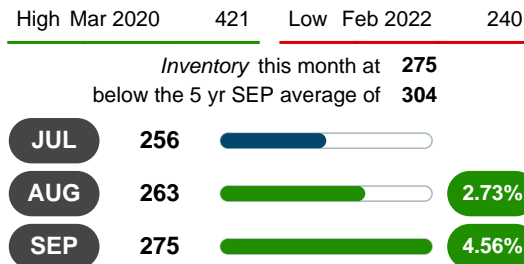


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 304



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	36	13.09%	79.8	31	4	1	0
\$25,001 - \$50,000	23	8.36%	137.2	23	0	0	0
\$50,001 - \$75,000	35	12.73%	152.4	30	4	1	0
\$75,001 - \$200,000	71	25.82%	104.2	44	23	4	0
\$200,001 - \$300,000	49	17.82%	76.5	9	24	15	1
\$300,001 - \$525,000	33	12.00%	88.0	11	9	12	1
\$525,001 and up	28	10.18%	102.1	15	1	8	4
Total Active Inventory by Units	275			163	65	41	6
Total Active Inventory by Volume	90,873,887	100%	102.8	47.73M	13.85M	25.85M	3.45M
Average Active Inventory Listing Price	\$330,450			\$292,796	\$213,047	\$630,515	\$574,833

September 2024



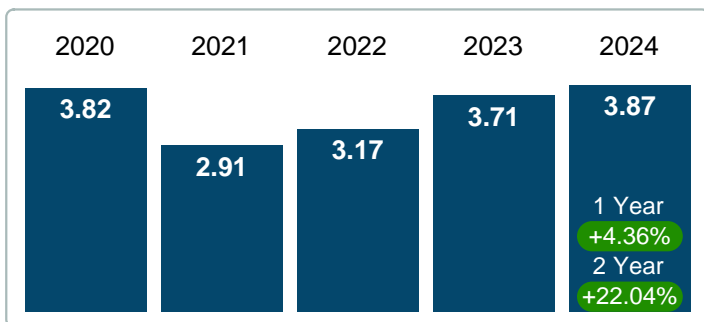
Area Delimited by County Of Washington



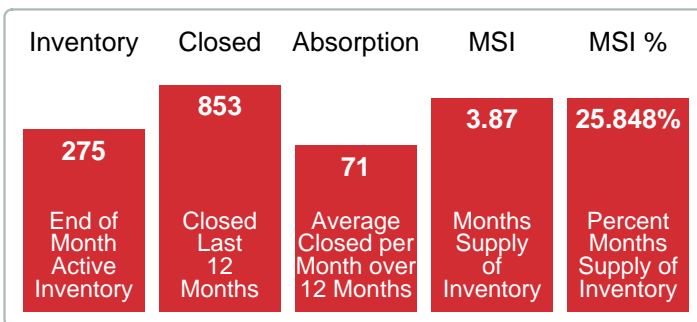
MONTHS SUPPLY of INVENTORY (MSI)

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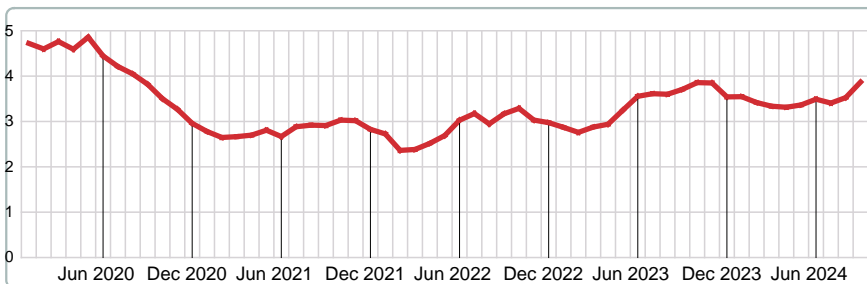
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2024

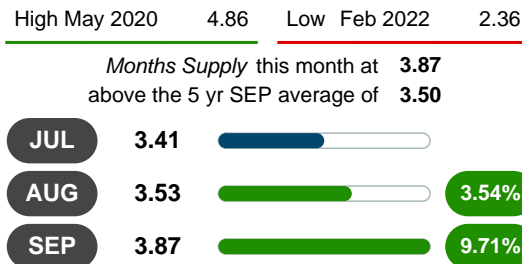


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 3.50



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
\$25,000 and less	36	13.09%	4.50	6.00	1.71	3.00	0.00
\$25,001 - \$50,000	23	8.36%	6.73	9.20	0.00	0.00	0.00
\$50,001 - \$75,000	35	12.73%	7.78	10.59	2.53	12.00	0.00
\$75,001 - \$200,000	71	25.82%	2.54	5.50	1.31	1.71	0.00
\$200,001 - \$300,000	49	17.82%	3.32	7.71	3.69	2.31	1.71
\$300,001 - \$525,000	33	12.00%	3.25	7.33	3.48	2.32	1.09
\$525,001 and up	28	10.18%	12.44	36.00	6.00	9.60	4.80
Market Supply of Inventory (MSI)			3.87	7.55	2.07	2.66	2.25
Total Active Inventory by Units		100%	3.87	163	65	41	6



September 2024

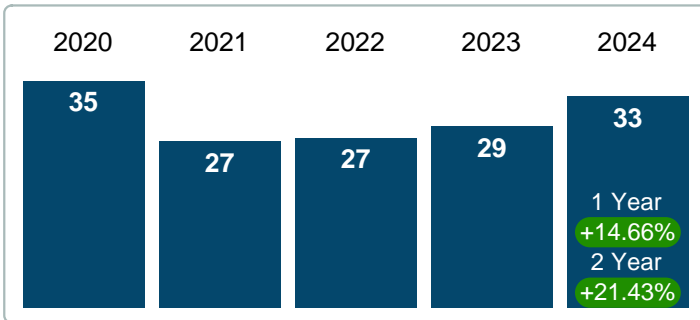
Area Delimited by County Of Washington



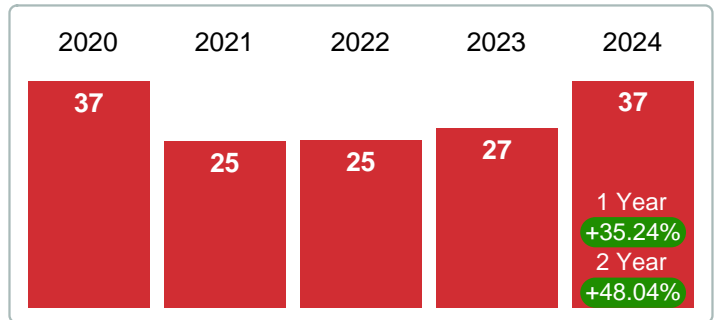
AVERAGE DAYS ON MARKET TO SALE

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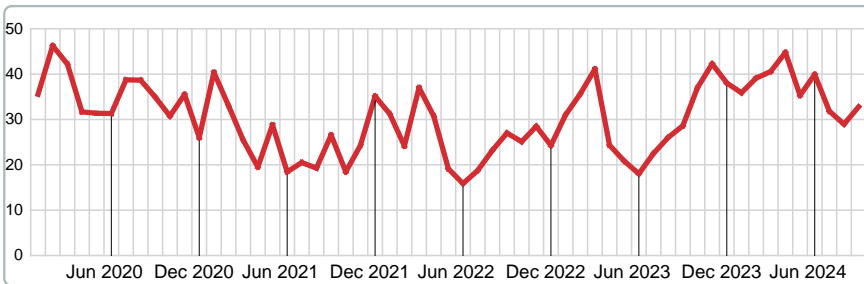
SEPTEMBER



YEAR TO DATE (YTD)

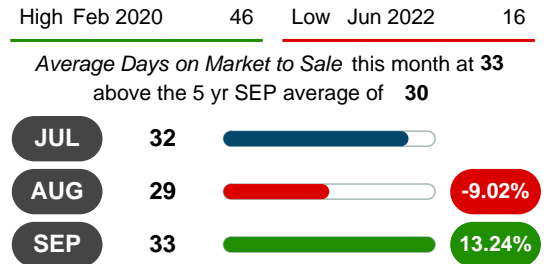


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 30



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
\$25,000 and less	7.41%	12	15	3	0	0
\$25,001 - \$125,000	12.96%	32	36	4	0	0
\$125,001 - \$150,000	14.81%	35	0	27	60	0
\$150,001 - \$300,000	25.93%	7	0	7	6	0
\$300,001 - \$375,000	16.67%	22	70	13	20	9
\$375,001 - \$400,000	12.96%	76	183	70	35	139
\$400,001 and up	9.26%	79	70	27	2	267
Average Closed DOM		33	49	17	24	138
Total Closed Units	100%	33	12	24	15	3
Total Closed Volume		13,292,050	1.80M	5.25M	4.85M	1.40M

September 2024



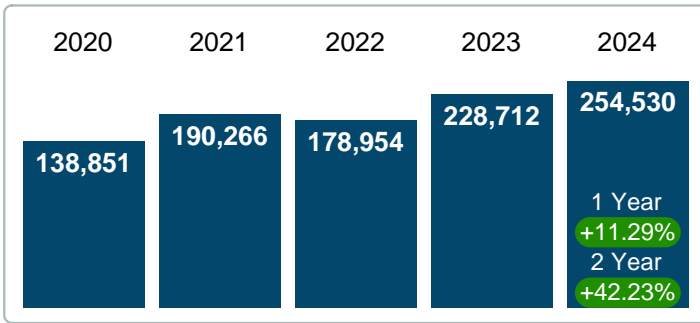
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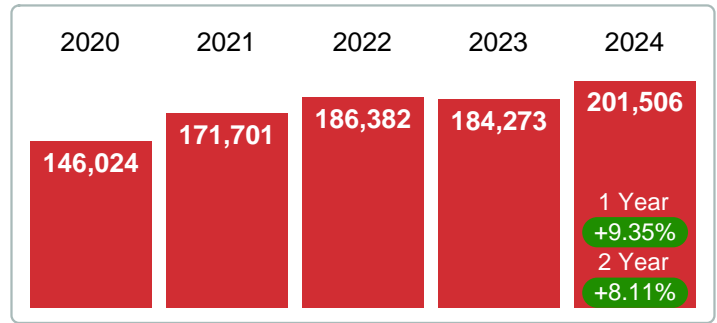
AVERAGE LIST PRICE AT CLOSING

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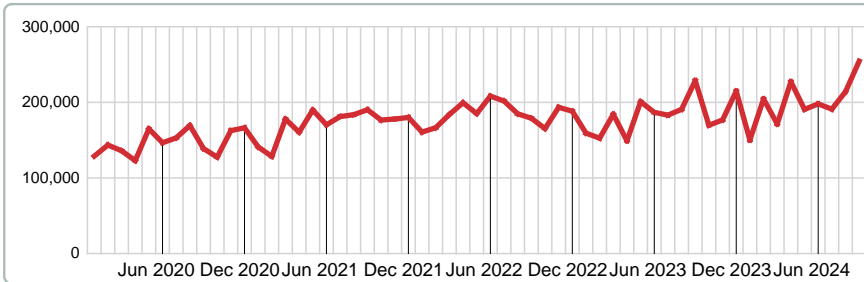
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

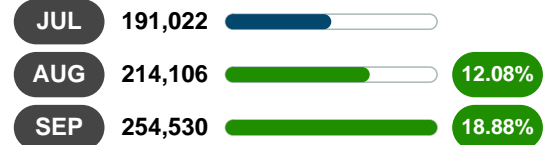


3 MONTHS

5 year SEP AVG = 198,263

High Sep 2024 254,530 Low Apr 2020 122,874

Average List Price at Closing this month at **254,530**
above the 5 yr SEP average of **198,263**



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
\$25,000 and less	7.41%	3,950	4,800	1,400	0	0
\$25,001 - \$125,000	14.81%	78,600	69,150	89,900	0	0
\$125,001 - \$150,000	11.11%	142,567	0	139,050	150,000	0
\$150,001 - \$300,000	29.63%	215,038	0	209,190	225,975	0
\$300,001 - \$375,000	9.26%	318,000	400,000	308,967	352,975	319,000
\$375,001 - \$400,000	14.81%	391,700	399,900	429,900	398,700	380,000
\$400,001 and up	12.96%	582,914	825,000	465,750	725,000	750,000
Average List Price		254,530	171,183	221,075	329,040	483,000
Total Closed Units	100%	254,530	12	24	15	3
Total Closed Volume		13,744,600	2.05M	5.31M	4.94M	1.45M

September 2024



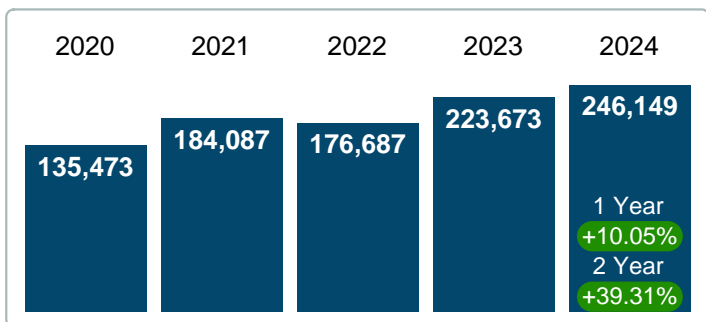
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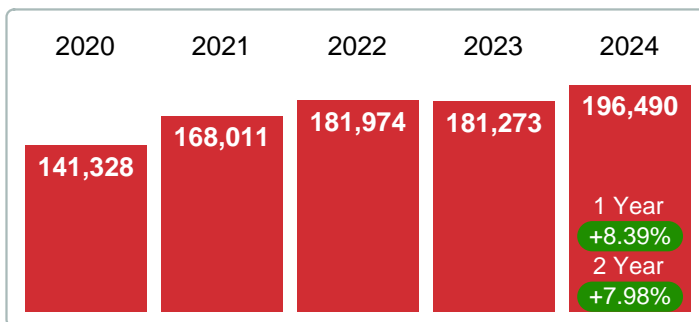
AVERAGE SOLD PRICE AT CLOSING

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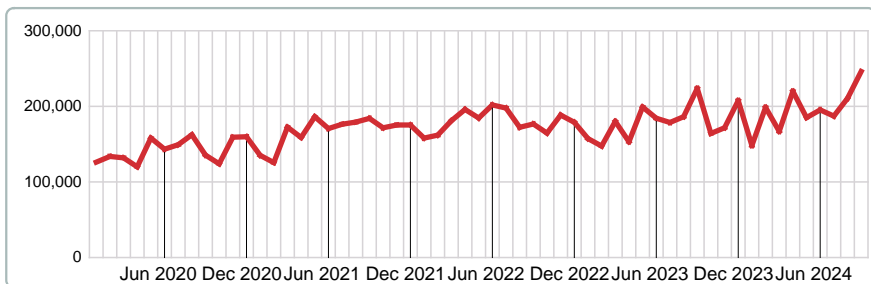
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

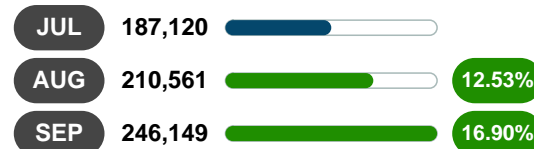


3 MONTHS

5 year SEP AVG = 193,214

High Sep 2024 246,149 Low Apr 2020 120,025

Average Sold Price at Closing this month at **246,149** above the 5 yr SEP average of **193,214**



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
\$25,000 and less	7.41%	3,975	4,833	1,400	0	0
\$25,001 - \$125,000	12.96%	65,607	63,208	80,000	0	0
\$125,001 - \$150,000	14.81%	136,938	0	138,417	132,500	0
\$150,001 - \$300,000	25.93%	214,264	0	205,970	235,000	0
\$300,001 - \$375,000	16.67%	332,044	360,000	324,333	337,975	303,500
\$375,001 - \$400,000	12.96%	387,400	387,000	400,000	386,200	380,000
\$400,001 and up	9.26%	604,300	655,000	452,500	744,000	717,500
Average Sold Price		246,149	149,646	218,733	323,047	467,000
Total Closed Units	100%	246,149	12	24	15	3
Total Closed Volume		13,292,050	1.80M	5.25M	4.85M	1.40M

September 2024



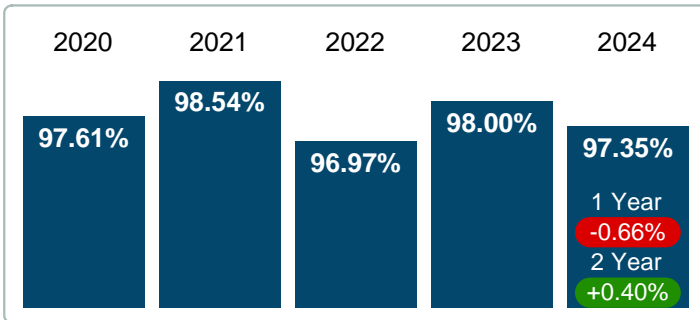
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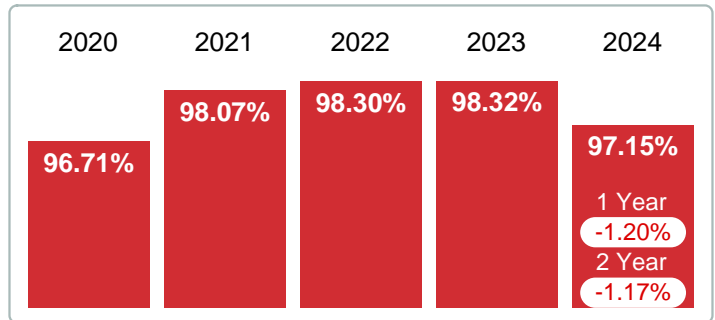
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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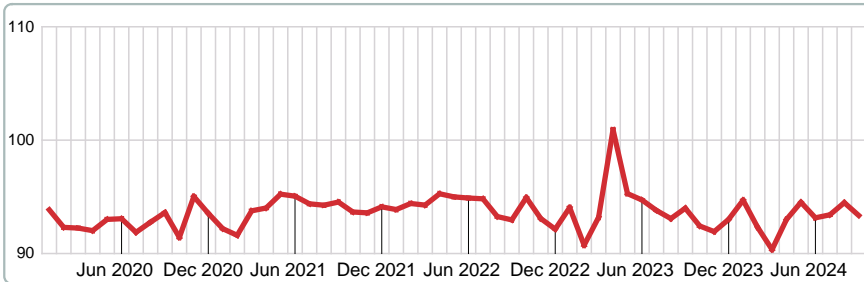
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

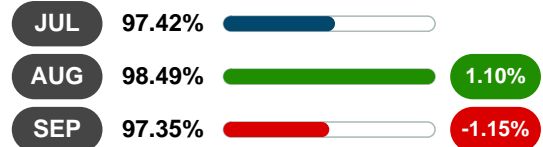


3 MONTHS

5 year SEP AVG = 97.69%

High Apr 2023 104.92% Low Mar 2024 94.35%

Average Sold/List Ratio this month at **97.35%**
below the 5 yr SEP average of **97.69%**



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
\$25,000 and less	4	7.41%	100.19%	100.26%	100.00%	0.00%	0.00%
\$25,001 - \$125,000	7	12.96%	90.94%	91.27%	88.99%	0.00%	0.00%
\$125,001 - \$150,000	8	14.81%	96.95%	0.00%	99.82%	88.33%	0.00%
\$150,001 - \$300,000	14	25.93%	100.62%	0.00%	99.35%	103.81%	0.00%
\$300,001 - \$375,000	9	16.67%	98.42%	90.00%	105.46%	96.06%	95.14%
\$375,001 - \$400,000	7	12.96%	96.82%	96.77%	93.04%	96.97%	100.00%
\$400,001 and up	5	9.26%	94.40%	79.39%	97.15%	102.62%	95.67%
Average Sold/List Ratio		97.40%		92.88%	99.38%	97.78%	96.94%
Total Closed Units		54	100%	12	24	15	3
Total Closed Volume		13,292,050		1.80M	5.25M	4.85M	1.40M



September 2024

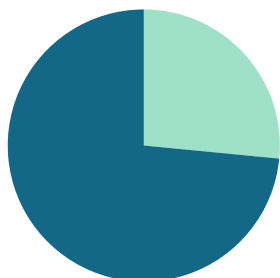
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

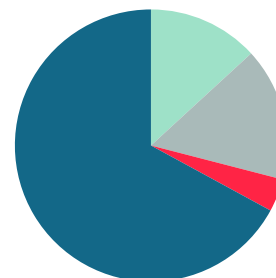


Inventory
 New Listings
95 = 26.54%
 Start Inventory
263
 Total Inventory Units
358
 Volume
\$108,515,336

Market Activity

Closed Sales
54 = 13.17%
 Pending Sales
65 = 15.85%
 Other Off Market
16 = 3.90%
 Active Inventory
275 = 67.07%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	96	54	-43.75%	765	666	-12.94%
Pending Sales	65	65	0.00%	702	675	-3.85%
New Listings	110	95	-13.64%	1,069	970	-9.26%
Average List Price	228,712	254,530	11.29%	184,273	201,506	9.35%
Average Sale Price	223,673	246,149	10.05%	181,273	196,490	8.39%
Average Percent of Selling Price to List Price	98.00%	97.35%	-0.66%	98.32%	97.15%	-1.20%
Average Days on Market to Sale	28.60	32.80	14.66%	27.34	36.97	35.24%
Monthly Inventory	312	275	-11.86%	312	275	-11.86%
Months Supply of Inventory	3.71	3.87	4.36%	3.71	3.87	4.36%

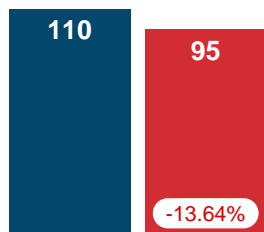
Absorption: Last 12 months, an Average of **71** Sales/Month

Inventory on September 30, 2024 = **275** 2023 2024

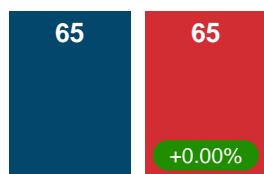
SEPTEMBER MARKET

AVERAGE PRICES

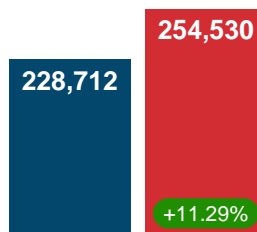
New Listings



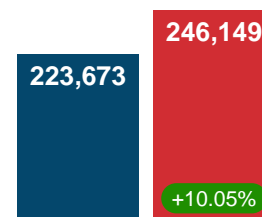
Pending Listings



List Price



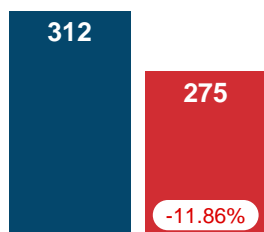
Sale Price



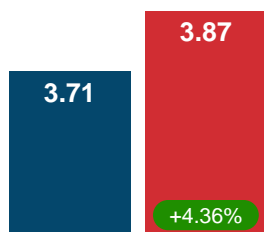
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

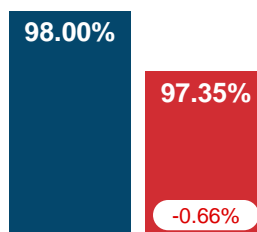
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

