

September 2024

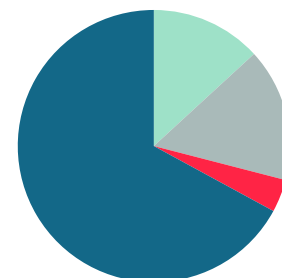
Area Delimited by County Of Washington



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%
Median List Price	175,000	214,500	22.57%
Median Sale Price	175,000	217,500	24.29%
Median Percent of Selling Price to List Price	100.00%	98.89%	-1.11%
Median Days on Market to Sale	10.00	8.50	-15.00%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **24.29%** in September 2024 to \$217,500 versus the previous year at \$175,000.

Median Days on Market Shortens

The median number of **8.50** days that homes spent on the market before selling decreased by 1.50 days or **15.00%** in September 2024 compared to last year's same month at **10.00** DOM.

Sales Success for September 2024 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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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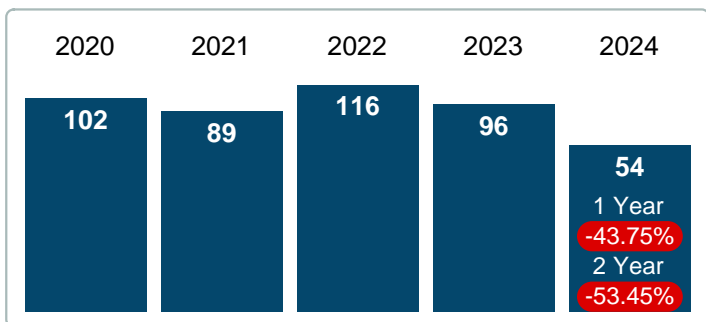
Area Delimited by County Of Washington



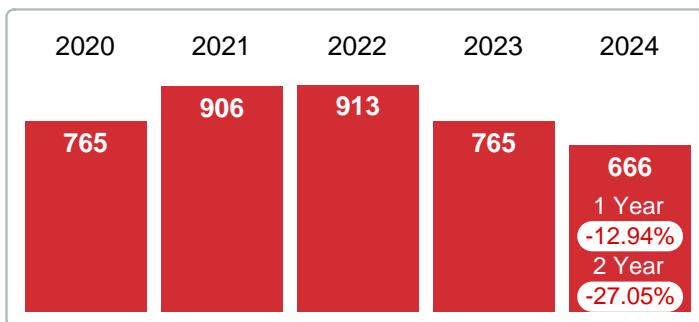
CLOSED LISTINGS

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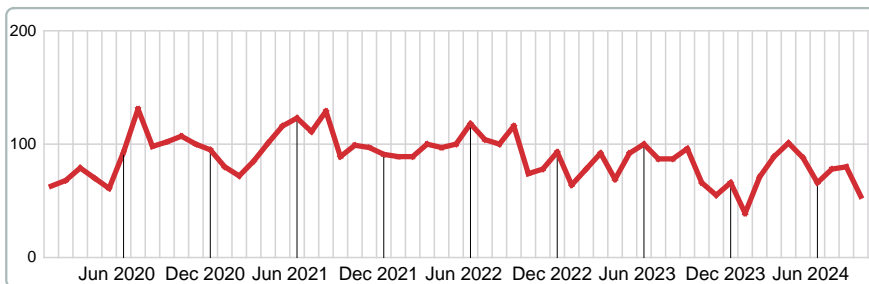
SEPTEMBER



YEAR TO DATE (YTD)

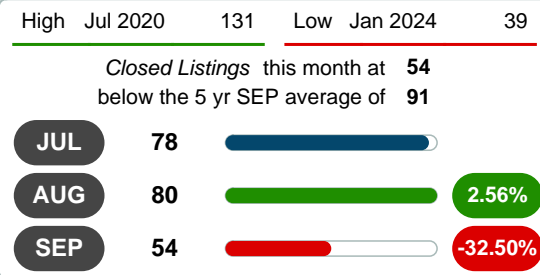


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 91



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	7.41%	4.5	3	1	0	0
\$25,001 - \$125,000	7	12.96%	8.0	6	1	0	0
\$125,001 - \$150,000	8	14.81%	33.5	0	6	2	0
\$150,001 - \$300,000	14	25.93%	3.5	0	10	4	0
\$300,001 - \$375,000	9	16.67%	13.0	1	3	4	1
\$375,001 - \$400,000	7	12.96%	70.0	1	1	4	1
\$400,001 and up	5	9.26%	49.0	1	2	1	1
Total Closed Units	54			12	24	15	3
Total Closed Volume	13,292,050	100%	8.5	1.80M	5.25M	4.85M	1.40M
Median Closed Price	\$217,500			\$60,000	\$185,600	\$312,000	\$380,000

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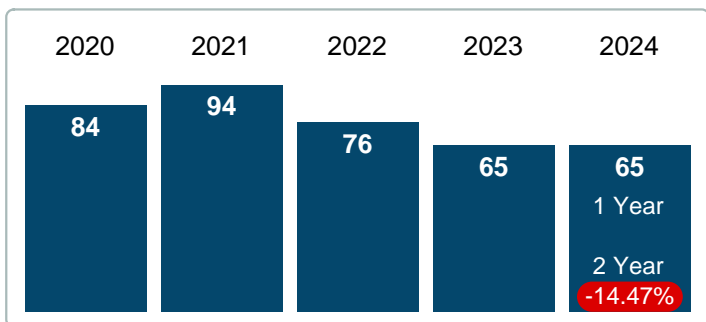
Area Delimited by County Of Washington



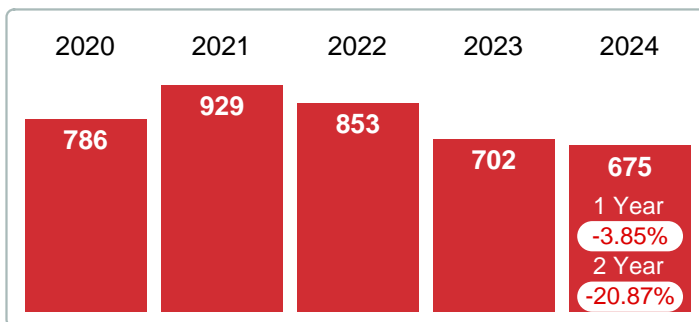
PENDING LISTINGS

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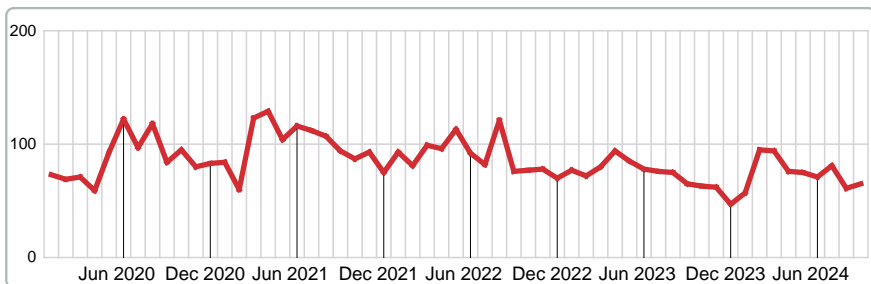
SEPTEMBER



YEAR TO DATE (YTD)

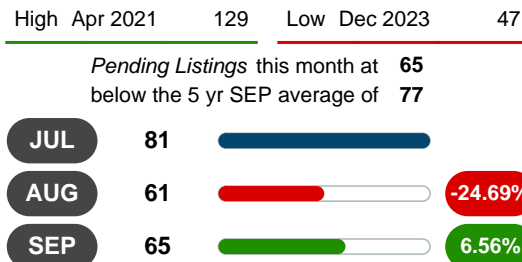


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 77



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.15%	84.0	1	3	0	0
\$50,001 - \$100,000	6	9.23%	60.5	4	2	0	0
\$100,001 - \$150,000	14	21.54%	17.5	1	13	0	0
\$150,001 - \$225,000	12	18.46%	7.0	1	6	5	0
\$225,001 - \$275,000	11	16.92%	7.0	4	3	4	0
\$275,001 - \$400,000	12	18.46%	10.5	2	2	7	1
\$400,001 and up	6	9.23%	42.5	0	4	2	0
Total Pending Units	65			13	33	18	1
Total Pending Volume	14,266,949	100%	14.0	2.36M	6.46M	5.16M	284.90K
Median Listing Price	\$192,000			\$170,000	\$149,900	\$274,950	\$284,900



September 2024

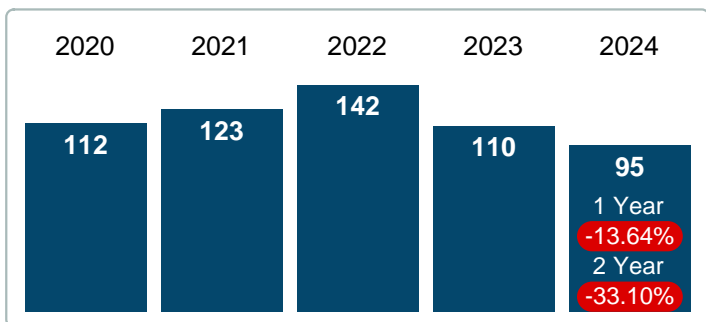
Area Delimited by County Of Washington



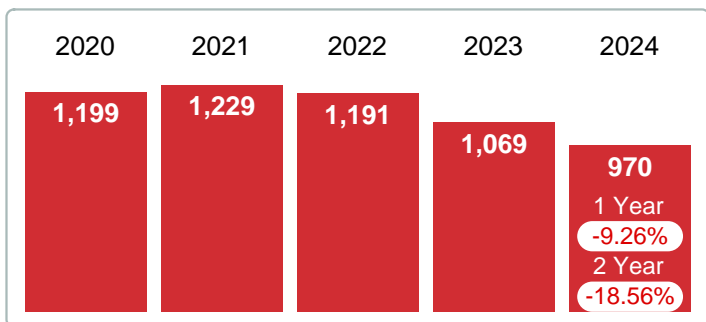
NEW LISTINGS

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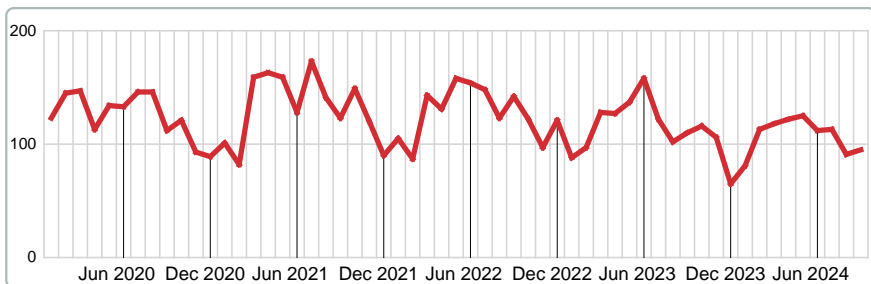
SEPTEMBER



YEAR TO DATE (YTD)

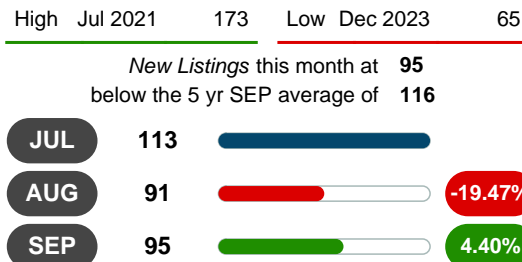


5 YEAR MARKET ACTIVITY TRENDS



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-\$75,000	15	15.79%	9	5	1	0
\$75,001-\$150,000	21	22.11%	10	11	0	0
\$150,001-\$225,000	22	23.16%	5	12	4	1
\$225,001-\$275,000	16	16.84%	4	10	2	0
\$275,001-\$375,000	13	13.68%	2	3	7	1
\$375,001 and up	8	8.42%	3	3	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
Median New Listed Listing Price	\$187,500		\$139,900	\$182,500	\$274,900	\$411,950



September 2024

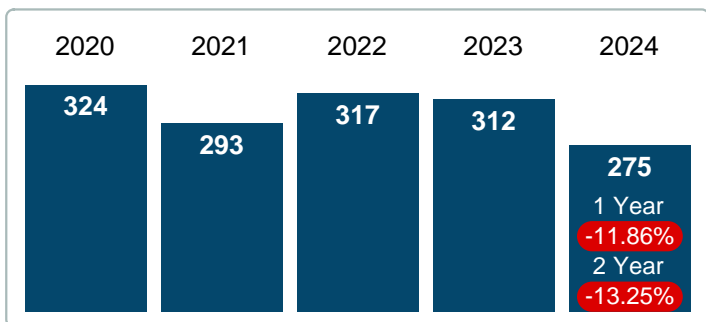
Area Delimited by County Of Washington



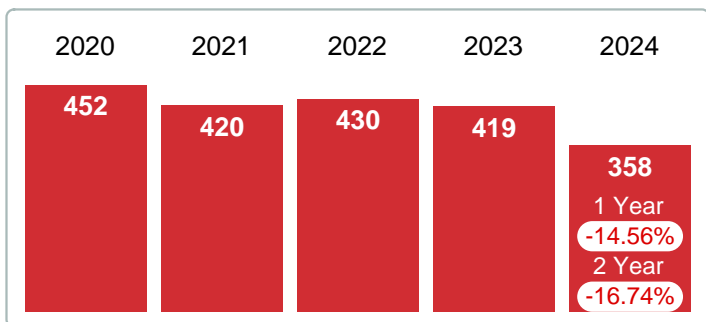
ACTIVE INVENTORY

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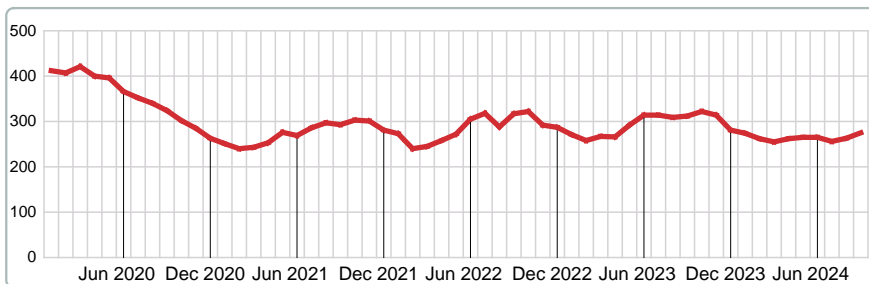
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

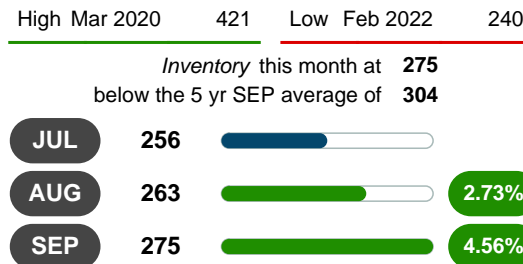


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 304



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	36	13.09%	83.0	31	4	1	0
\$25,001 - \$50,000	23	8.36%	124.0	23	0	0	0
\$50,001 - \$75,000	35	12.73%	124.0	30	4	1	0
\$75,001 - \$200,000	71	25.82%	83.0	44	23	4	0
\$200,001 - \$300,000	49	17.82%	41.0	9	24	15	1
\$300,001 - \$525,000	33	12.00%	75.0	11	9	12	1
\$525,001 and up	28	10.18%	101.0	15	1	8	4
Total Active Inventory by Units	275			163	65	41	6
Total Active Inventory by Volume	90,873,887	100%	85.0	47.73M	13.85M	25.85M	3.45M
Median Active Inventory Listing Price	\$160,000			\$72,500	\$209,900	\$300,000	\$544,000

September 2024



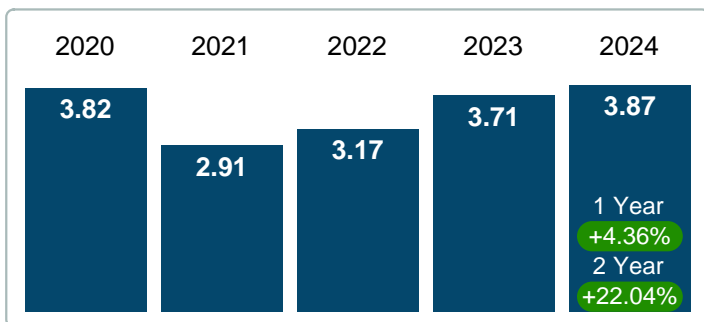
Area Delimited by County Of Washington



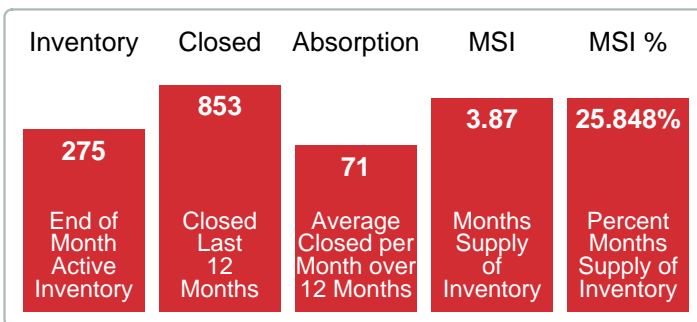
MONTHS SUPPLY of INVENTORY (MSI)

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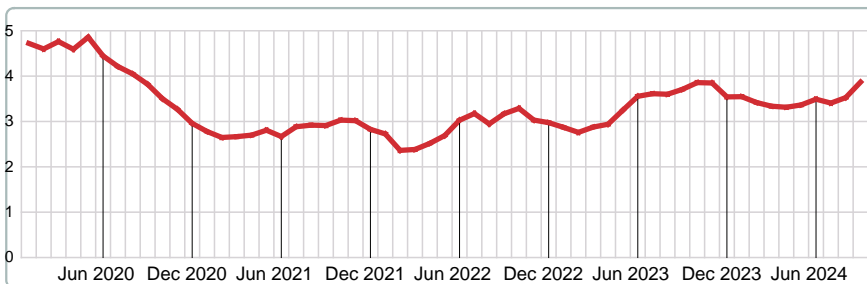
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2024

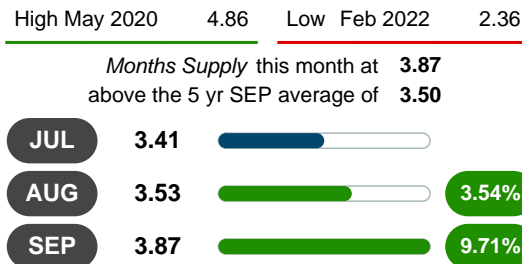


5 YEAR MARKET ACTIVITY TRENDS



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	275	100%	3.87	163	65	41	6

September 2024



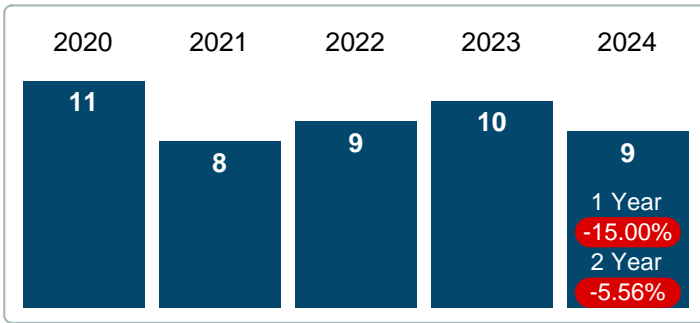
Area Delimited by County Of Washington



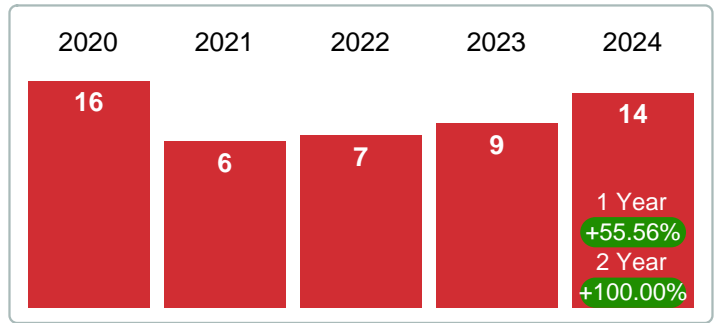
MEDIAN DAYS ON MARKET TO SALE

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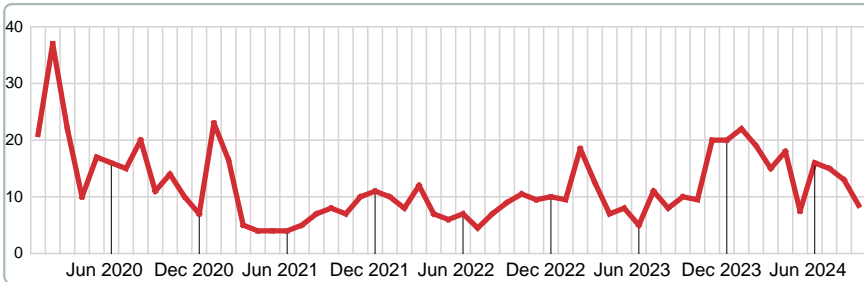
SEPTEMBER



YEAR TO DATE (YTD)

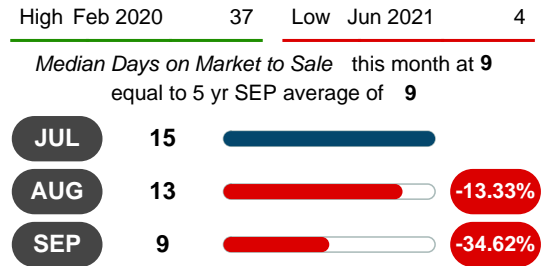


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 9



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
\$25,000 and less	7.41%	5	6	3	0	0
\$25,001 - \$125,000	12.96%	8	15	4	0	0
\$125,001 - \$150,000	14.81%	34	0	17	60	0
\$150,001 - \$300,000	25.93%	4	0	4	2	0
\$300,001 - \$375,000	16.67%	13	70	8	18	9
\$375,001 - \$400,000	12.96%	70	183	70	30	139
\$400,001 and up	9.26%	49	70	27	2	267
Median Closed DOM		9	29	5	13	139
Total Closed Units	100%	8.5	12	24	15	3
Total Closed Volume		13,292,050	1.80M	5.25M	4.85M	1.40M



September 2024

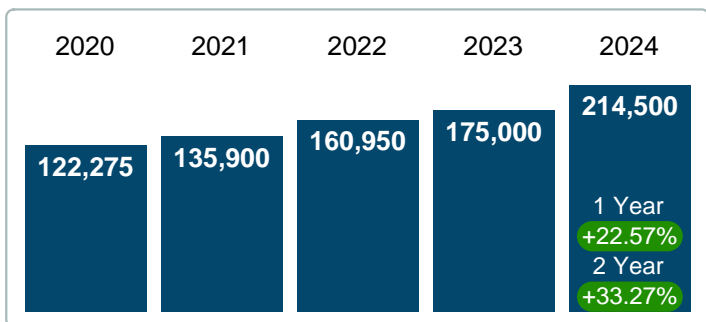
Area Delimited by County Of Washington



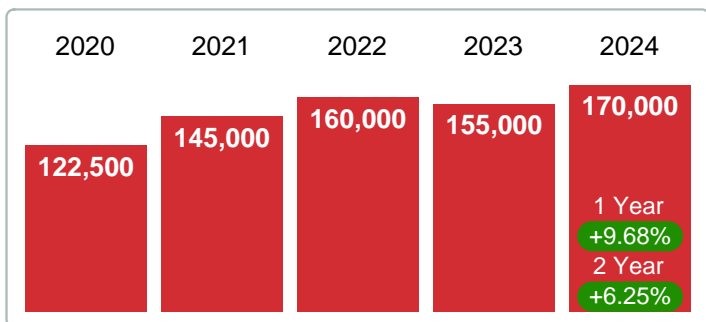
MEDIAN LIST PRICE AT CLOSING

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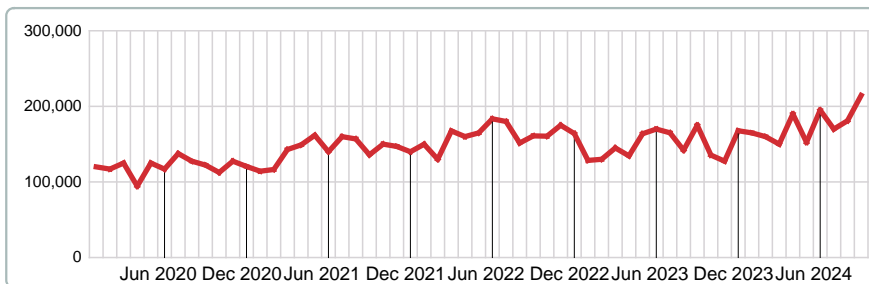
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 161,725

High Sep 2024 214,500 Low Apr 2020 94,450

Median List Price at Closing this month at **214,500**
above the 5 yr SEP average of **161,725**

- JUL 169,900
- AUG 180,950 **6.50%**
- SEP 214,500 **18.54%**

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
\$25,000 and less	4	7.41%	1,075	750	1,400	0	0
\$25,001 - \$125,000	8	14.81%	77,450	62,500	106,950	0	0
\$125,001 - \$150,000	6	11.11%	141,250	0	139,950	150,000	0
\$150,001 - \$300,000	16	29.63%	199,250	0	186,250	222,000	0
\$300,001 - \$375,000	5	9.26%	319,000	0	318,500	317,000	319,000
\$375,001 - \$400,000	8	14.81%	392,950	399,950	0	390,000	380,000
\$400,001 and up	7	12.96%	469,000	825,000	462,500	572,000	750,000
Median List Price			214,500	62,500	182,500	319,000	380,000
Total Closed Units		100%	214,500	12	24	15	3
Total Closed Volume			13,744,600	2.05M	5.31M	4.94M	1.45M



September 2024

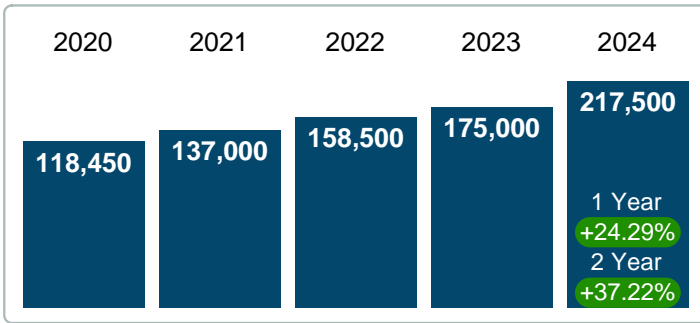
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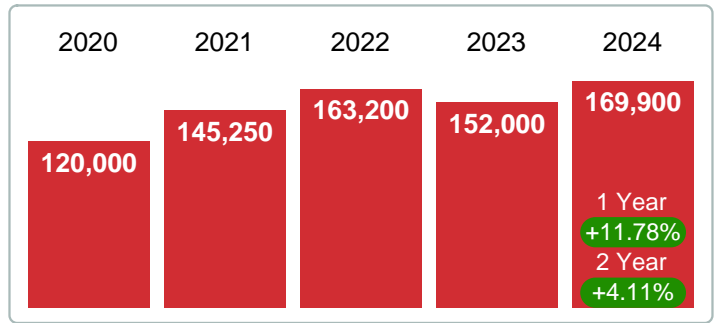
MEDIAN SOLD PRICE AT CLOSING

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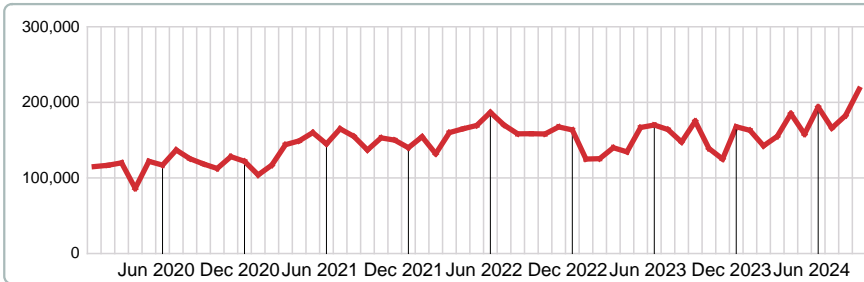
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

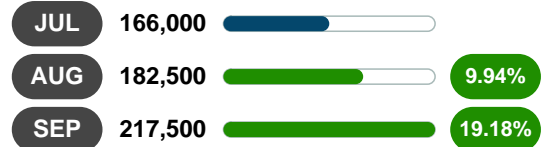


3 MONTHS

5 year SEP AVG = 161,290

High Sep 2024 217,500 Low Apr 2020 86,250

Median Sold Price at Closing this month at 217,500 above the 5 yr SEP average of 161,290



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
\$25,000 and less	4	7.41%	1,075	750	1,400	0	0
\$25,001 - \$125,000	7	12.96%	65,000	60,000	80,000	0	0
\$125,001 - \$150,000	8	14.81%	134,500	0	138,750	132,500	0
\$150,001 - \$300,000	14	25.93%	206,000	0	187,100	225,000	0
\$300,001 - \$375,000	9	16.67%	315,000	360,000	315,000	332,700	303,500
\$375,001 - \$400,000	7	12.96%	387,000	387,000	400,000	384,950	380,000
\$400,001 and up	5	9.26%	655,000	655,000	452,500	744,000	717,500
Median Sold Price			217,500	60,000	185,600	312,000	380,000
Total Closed Units		100%	217,500	12	24	15	3
Total Closed Volume			13,292,050	1.80M	5.25M	4.85M	1.40M

September 2024



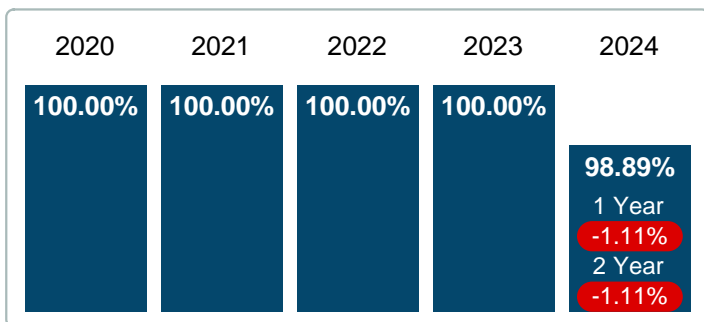
Area Delimited by County Of Washington



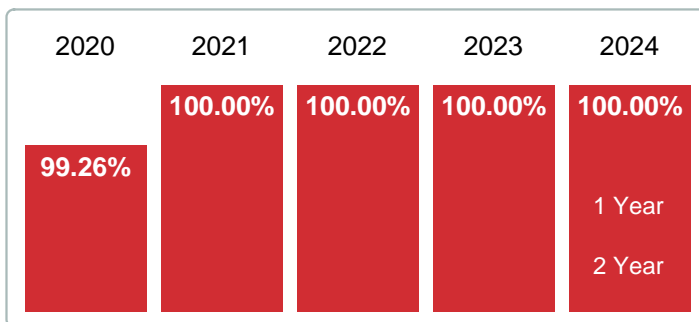
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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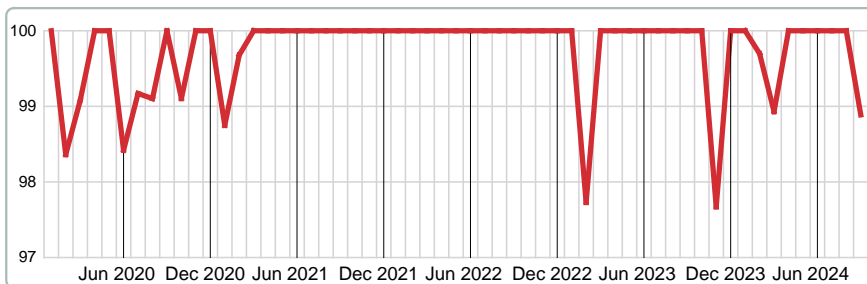
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

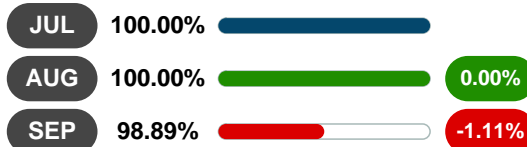


3 MONTHS

5 year SEP AVG = 99.78%

High Aug 2024 100.00% Low Nov 2023 97.67%

Median Sold/List Ratio this month at **98.89%**
below the 5 yr SEP average of **99.78%**



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
\$25,000 and less	4	7.41%	100.00%	100.00%	100.00%	0.00%	0.00%
\$25,001 - \$125,000	7	12.96%	91.67%	95.83%	88.99%	0.00%	0.00%
\$125,001 - \$150,000	8	14.81%	95.70%	0.00%	98.25%	88.33%	0.00%
\$150,001 - \$300,000	14	25.93%	101.32%	0.00%	100.13%	103.70%	0.00%
\$300,001 - \$375,000	9	16.67%	97.81%	90.00%	100.00%	98.35%	95.14%
\$375,001 - \$400,000	7	12.96%	97.44%	96.77%	93.04%	98.72%	100.00%
\$400,001 and up	5	9.26%	96.22%	79.39%	97.15%	102.62%	95.67%
Median Sold/List Ratio		98.89%		98.39%	99.44%	98.89%	95.67%
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

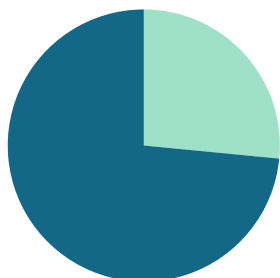
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

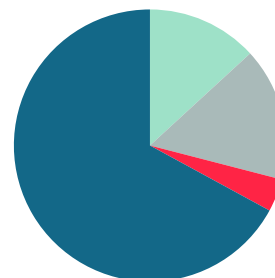


Inventory
 New Listings
95 = 26.54%
 Start Inventory
263
 Total Inventory Units
358
 Volume
\$108,515,336

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%
Median List Price	175,000	214,500	22.57%	155,000	170,000	9.68%
Median Sale Price	175,000	217,500	24.29%	152,000	169,900	11.78%
Median Percent of Selling Price to List Price	100.00%	98.89%	-1.11%	100.00%	100.00%	0.00%
Median Days on Market to Sale	10.00	8.50	-15.00%	9.00	14.00	55.56%
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%

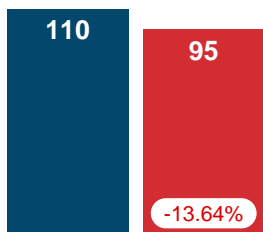
Absorption: Last 12 months, an Average of **71** Sales/Month

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

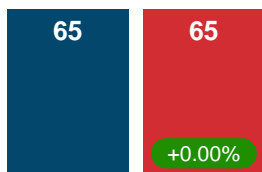
SEPTEMBER MARKET

MEDIAN PRICES

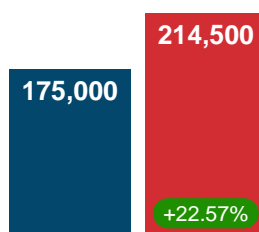
New Listings



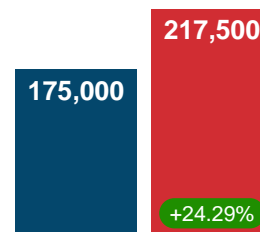
Pending Listings



List Price



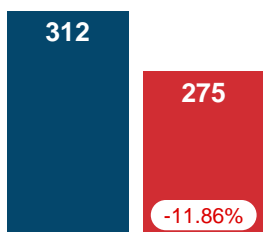
Sale Price



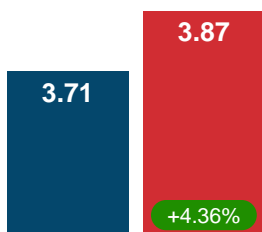
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

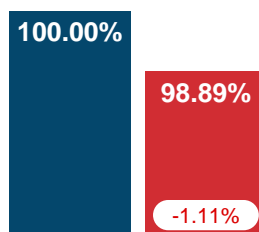
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

