

## March 2023



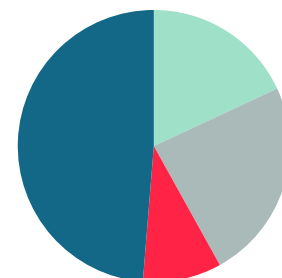
Area Delimited by County Of Muskogee - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	March 2023	+/-%
Closed Listings	67	56	-16.42%
Pending Listings	67	74	10.45%
New Listings	89	85	-4.49%
Average List Price	148,169	189,167	27.67%
Average Sale Price	146,254	185,551	26.87%
Average Percent of Selling Price to List Price	98.19%	97.03%	-1.18%
Average Days on Market to Sale	29.67	50.38	69.78%
End of Month Inventory	190	151	-20.53%
Months Supply of Inventory	3.22	2.62	-18.46%



■ Closed (18.06%)  
■ Pending (23.87%)  
■ Other OffMarket (9.35%)  
■ Active (48.71%)

**Absorption:** Last 12 months, an Average of **58** Sales/Month  
**Active Inventory** as of March 31, 2023 = **151**

#### Analysis Wrap-Up

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

The total housing inventory at the end of March 2023 decreased **20.53%** to 151 existing homes available for sale. Over the last 12 months this area has had an average of 58 closed sales per month. This represents an unsold inventory index of **2.62** 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 **26.87%** in March 2023 to \$185,551 versus the previous year at \$146,254.

##### Average Days on Market Lengthens

The average number of **50.38** days that homes spent on the market before selling increased by 20.70 days or **69.78%** in March 2023 compared to last year's same month at **29.67** DOM.

##### Sales Success for March 2023 is Positive

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

There were 85 New Listings in March 2023, down **4.49%** from last year at 89. Furthermore, there were 56 Closed Listings this month versus last year at 67, a **-16.42%** decrease.

Closed versus Listed trends yielded a **65.9%** ratio, down from previous year's, March 2022, at **75.3%**, a **12.48%** 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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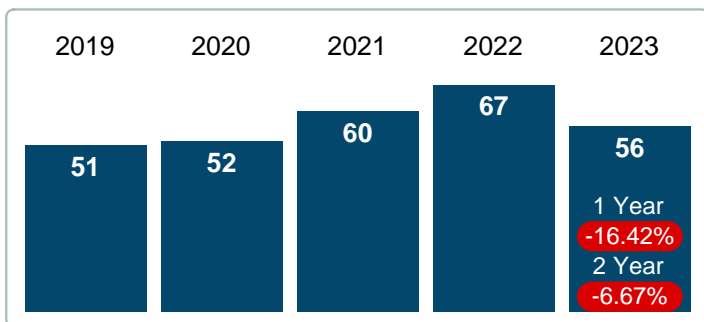
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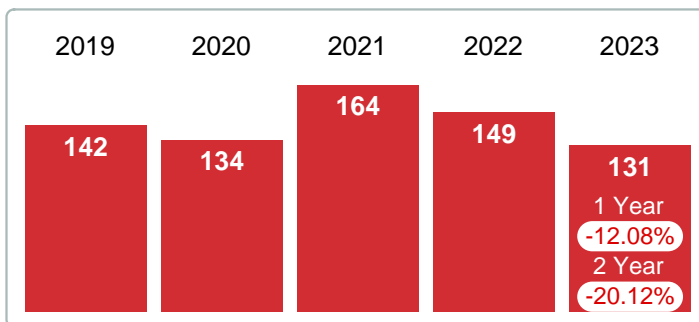
## CLOSED LISTINGS

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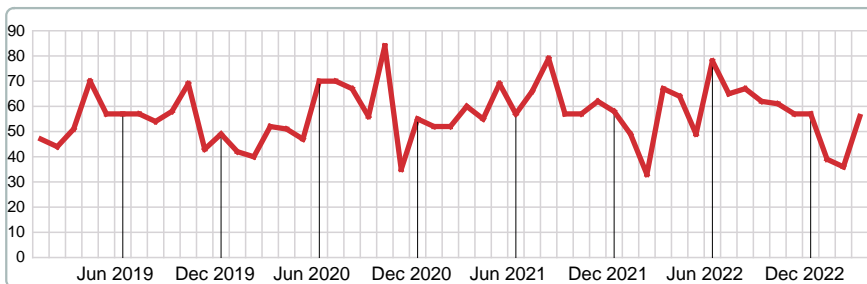
### MARCH



### YEAR TO DATE (YTD)

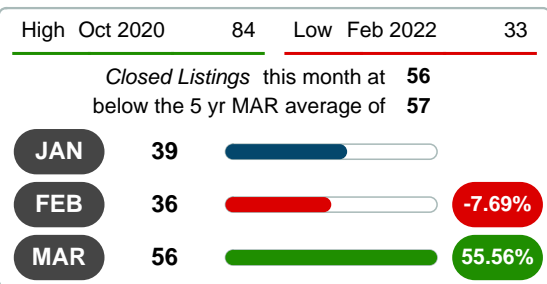


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 57



### 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	5	8.93%	29.4	1	3	1	0
\$75,001 - \$100,000	7	12.50%	63.3	4	2	1	0
\$100,001 - \$150,000	11	19.64%	44.3	2	7	2	0
\$150,001 - \$175,000	7	12.50%	72.7	0	7	0	0
\$175,001 - \$225,000	13	23.21%	43.2	0	12	1	0
\$225,001 - \$350,000	7	12.50%	71.1	0	4	3	0
\$350,001 and up	6	10.71%	29.2	0	0	6	0
<b>Total Closed Units</b>	<b>56</b>			<b>7</b>	<b>35</b>	<b>14</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>10,390,840</b>	<b>100%</b>	<b>50.4</b>	<b>716.20K</b>	<b>5.90M</b>	<b>3.77M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$185,551</b>			<b>\$102,314</b>	<b>\$168,655</b>	<b>\$269,407</b>	<b>\$0</b>

# March 2023



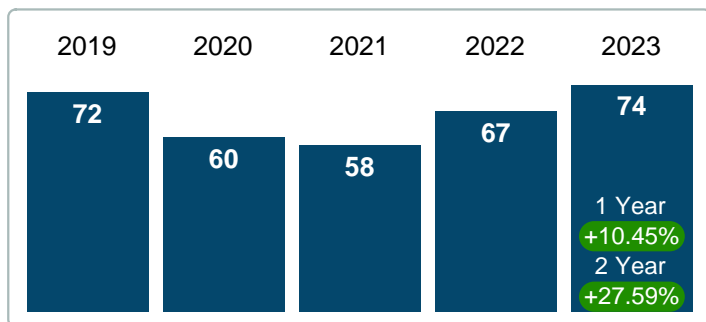
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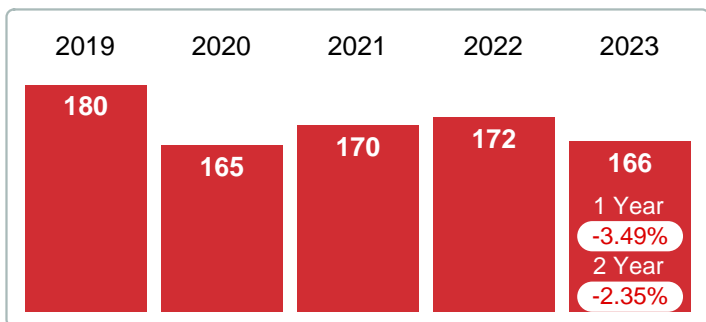
## PENDING LISTINGS

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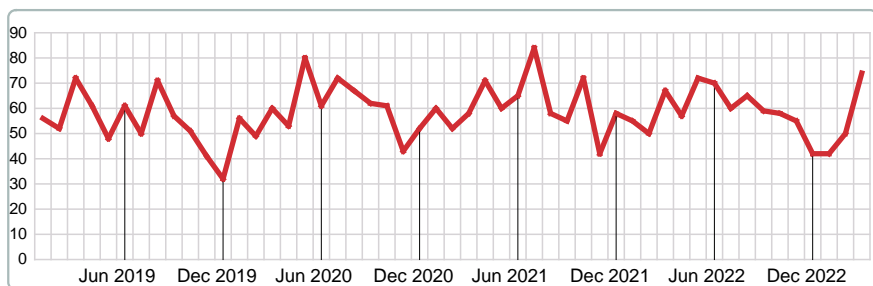
### MARCH



### YEAR TO DATE (YTD)

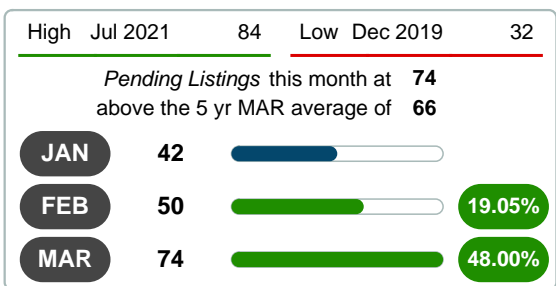


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 66



### 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	7	9.46%	22.3	4	3	0	0
\$50,001 - \$75,000	9	12.16%	55.8	4	4	1	0
\$75,001 - \$100,000	7	9.46%	82.0	6	1	0	0
\$100,001 - \$175,000	22	29.73%	33.2	4	15	3	0
\$175,001 - \$225,000	12	16.22%	44.6	0	9	3	0
\$225,001 - \$300,000	8	10.81%	76.8	0	4	2	2
\$300,001 and up	9	12.16%	26.6	1	3	5	0
<b>Total Pending Units</b>	<b>74</b>			<b>19</b>	<b>39</b>	<b>14</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>12,594,508</b>	<b>100%</b>	<b>67.7</b>	<b>1.94M</b>	<b>6.29M</b>	<b>3.77M</b>	<b>590.00K</b>
<b>Average Listing Price</b>	<b>\$161,900</b>			<b>\$102,053</b>	<b>\$161,303</b>	<b>\$269,621</b>	<b>\$295,000</b>

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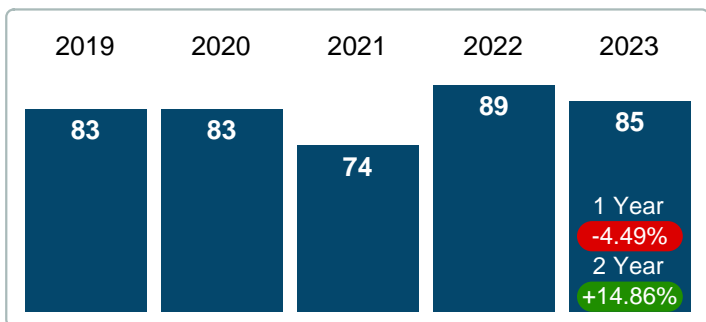
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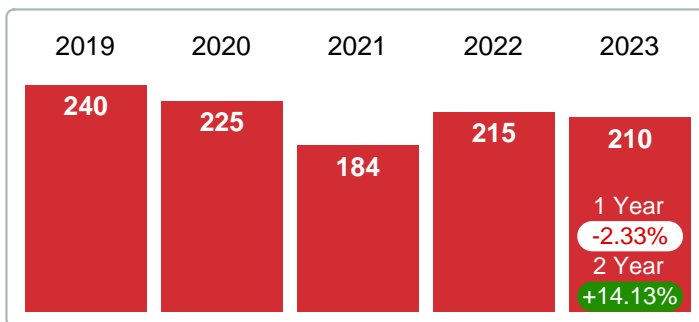
## NEW LISTINGS

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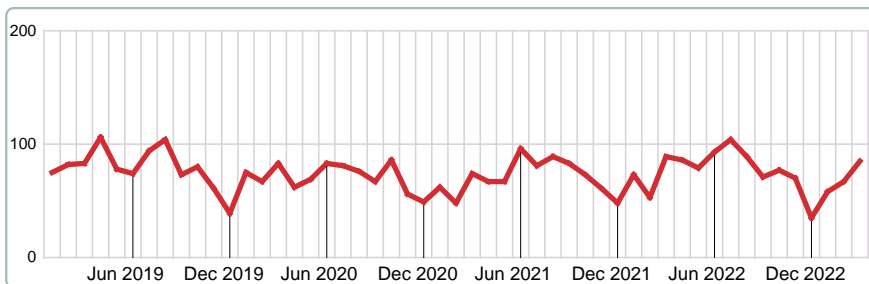
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

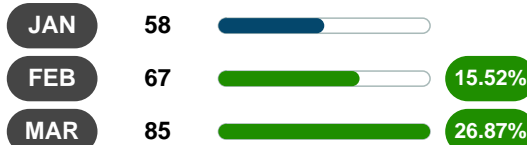


### 3 MONTHS

5 year MAR AVG = 83

High Apr 2019 106 Low Dec 2022 35

New Listings this month at **85**  
above the 5 yr MAR average of **83**



### 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	9	10.59%	3	4	2	0
\$50,001 - \$100,000	10	11.76%	3	7	0	0
\$100,001 - \$125,000	8	9.41%	1	7	0	0
\$125,001 - \$225,000	23	27.06%	0	17	6	0
\$225,001 - \$325,000	16	18.82%	1	10	4	1
\$325,001 - \$375,000	6	7.06%	0	1	4	1
\$375,001 and up	13	15.29%	1	5	5	2
<b>Total New Listed Units</b>	<b>85</b>		<b>9</b>	<b>51</b>	<b>21</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>19,817,207</b>	<b>100%</b>	<b>1.22M</b>	<b>10.66M</b>	<b>6.29M</b>	<b>1.65M</b>
<b>Average New Listed Listing Price</b>	<b>\$244,250</b>		<b>\$135,578</b>	<b>\$208,998</b>	<b>\$299,338</b>	<b>\$413,000</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

# March 2023



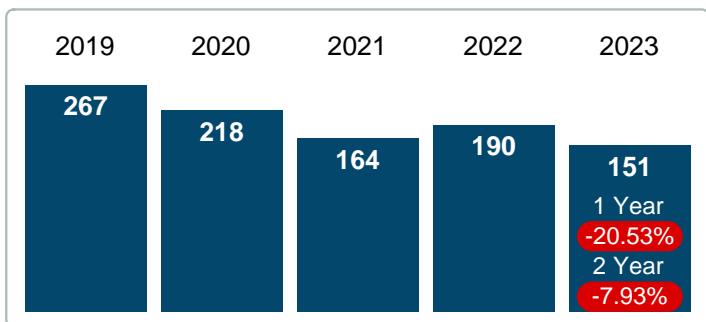
Area Delimited by County Of Muskogee - Residential Property Type



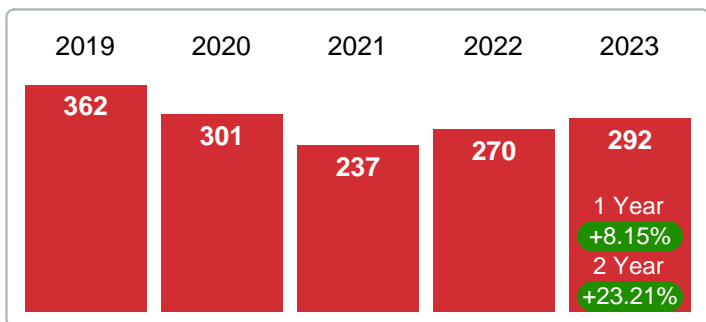
## ACTIVE INVENTORY

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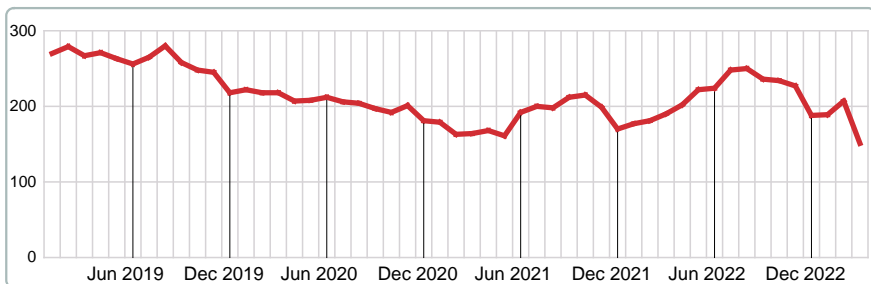
### END OF MARCH



### ACTIVE DURING MARCH

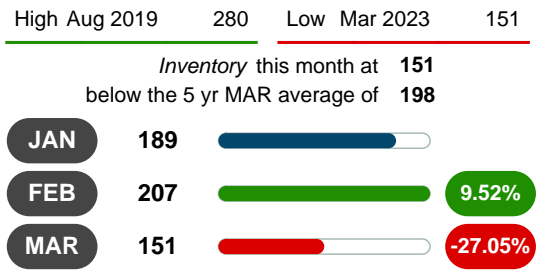


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 198



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	7.95%	45.3	3	6	3	0
\$50,001 - \$100,000	17	11.26%	55.7	6	10	1	0
\$100,001 - \$175,000	24	15.89%	49.7	3	17	4	0
\$175,001 - \$250,000	41	27.15%	148.2	0	31	10	0
\$250,001 - \$325,000	18	11.92%	68.1	1	17	0	0
\$325,001 - \$425,000	21	13.91%	67.0	0	5	12	4
\$425,001 and up	18	11.92%	64.2	0	6	5	7
<b>Total Active Inventory by Units</b>	<b>151</b>			<b>13</b>	<b>92</b>	<b>35</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>37,997,985</b>	<b>100%</b>	<b>83.1</b>	<b>1.23M</b>	<b>20.90M</b>	<b>9.74M</b>	<b>6.14M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$251,642</b>			<b>\$94,508</b>	<b>\$227,132</b>	<b>\$278,200</b>	<b>\$557,836</b>

# March 2023



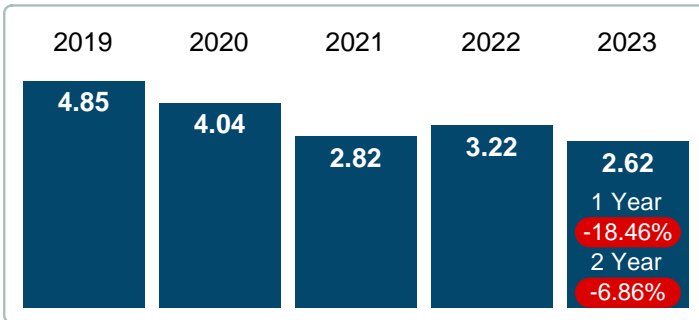
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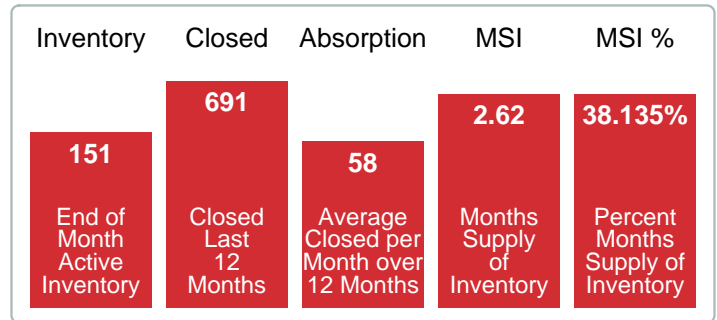
## MONTHS SUPPLY of INVENTORY (MSI)

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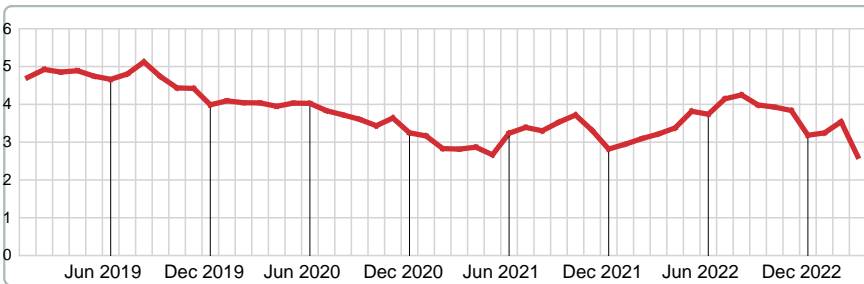
### MSI FOR MARCH



### INDICATORS FOR MARCH 2023

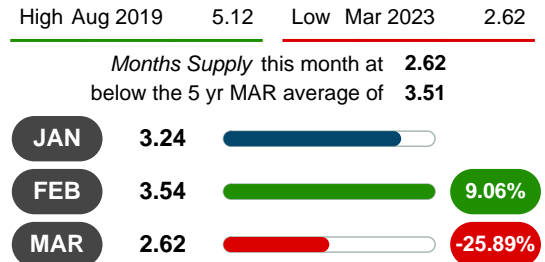


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 3.51



### 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
\$50,000 and less	12	7.95%	1.87	1.09	2.40	2.57	0.00
\$50,001 - \$100,000	17	11.26%	1.79	1.71	1.94	1.50	0.00
\$100,001 - \$175,000	24	15.89%	1.40	1.64	1.28	2.18	0.00
\$175,001 - \$250,000	41	27.15%	3.46	0.00	3.44	4.44	0.00
\$250,001 - \$325,000	18	11.92%	2.63	4.00	5.83	0.00	0.00
\$325,001 - \$425,000	21	13.91%	5.25	0.00	2.73	6.55	12.00
\$425,001 and up	18	11.92%	9.82	0.00	7.20	6.67	42.00
Market Supply of Inventory (MSI)			2.62	1.46	2.59	3.00	7.76
Total Active Inventory by Units		100%	2.62	13	92	35	11

# March 2023



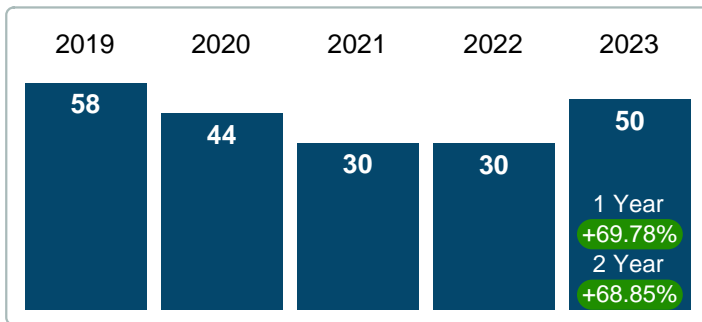
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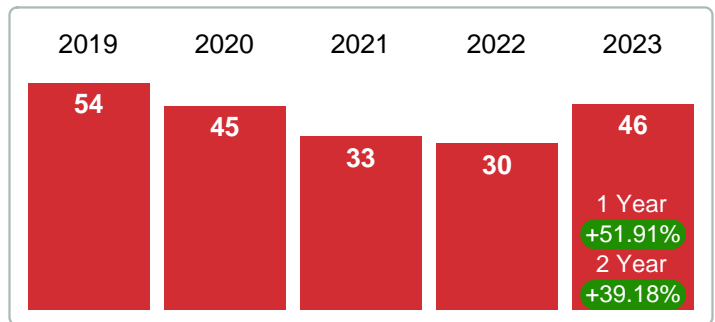
## AVERAGE DAYS ON MARKET TO SALE

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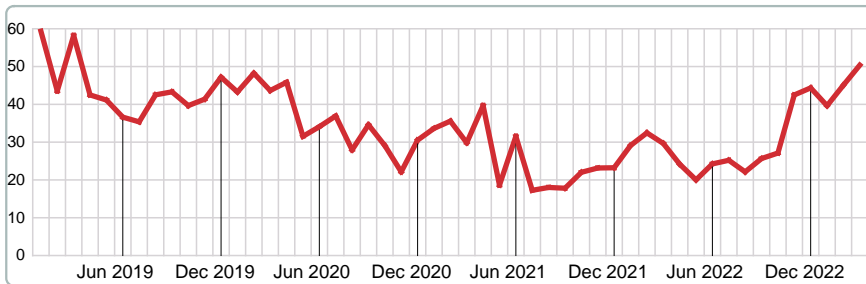
### MARCH



### YEAR TO DATE (YTD)

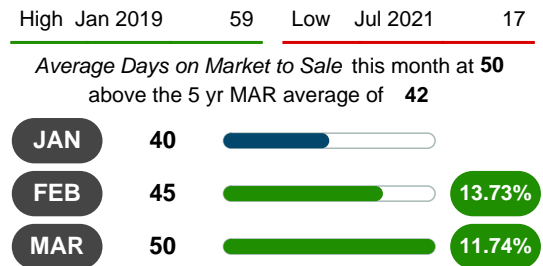


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 42



### 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	8.93%	29	112	11	1	0
\$75,001 - \$100,000	12.50%	63	34	99	110	0
\$100,001 - \$150,000	19.64%	44	38	46	46	0
\$150,001 - \$175,000	12.50%	73	0	73	0	0
\$175,001 - \$225,000	23.21%	43	0	40	79	0
\$225,001 - \$350,000	12.50%	71	0	61	85	0
\$350,001 and up	10.71%	29	0	0	29	0
<b>Average Closed DOM</b>		<b>50</b>	<b>46</b>	<b>51</b>	<b>51</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>50</b>	<b>7</b>	<b>35</b>	<b>14</b>	<b></b>
<b>Total Closed Volume</b>		<b>10,390,840</b>	<b>716.20K</b>	<b>5.90M</b>	<b>3.77M</b>	<b>0.00B</b>

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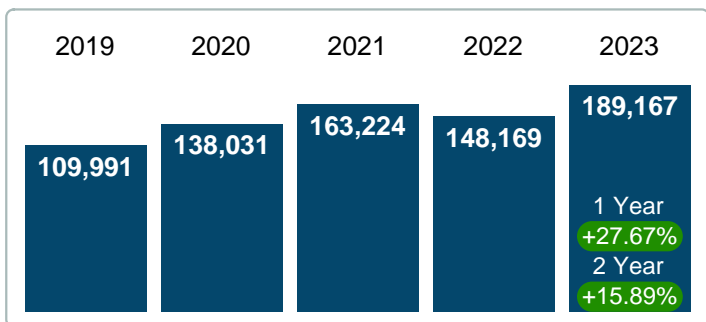
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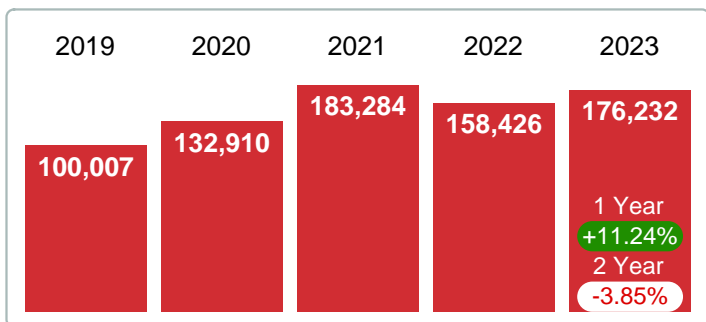
## AVERAGE LIST PRICE AT CLOSING

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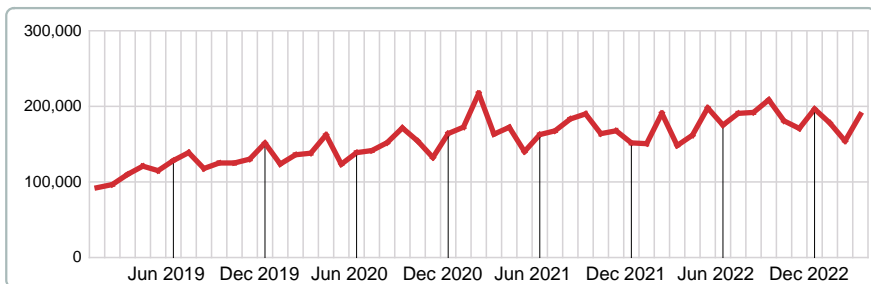
### MARCH



### YEAR TO DATE (YTD)

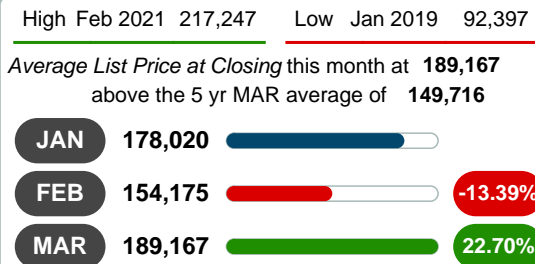


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 149,716



### 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	8.93%	51,920	62,000	49,200	50,000	0
\$75,001 - \$100,000	10.71%	96,367	107,325	92,950	97,000	0
\$100,001 - \$150,000	19.64%	136,745	138,250	141,243	130,000	0
\$150,001 - \$175,000	12.50%	162,293	0	166,579	0	0
\$175,001 - \$225,000	23.21%	196,207	0	197,141	229,900	0
\$225,001 - \$350,000	14.29%	275,475	0	281,725	282,333	0
\$350,001 and up	10.71%	393,467	0	0	393,467	0
<b>Average List Price</b>		<b>189,167</b>	<b>109,686</b>	<b>170,881</b>	<b>274,621</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>189,167</b>	<b>7</b>	<b>35</b>	<b>14</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>10,593,339</b>	<b>767.80K</b>	<b>5.98M</b>	<b>3.84M</b>	<b>0.00B</b>



# March 2023



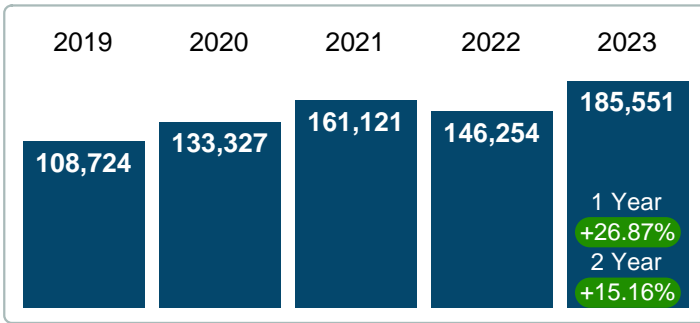
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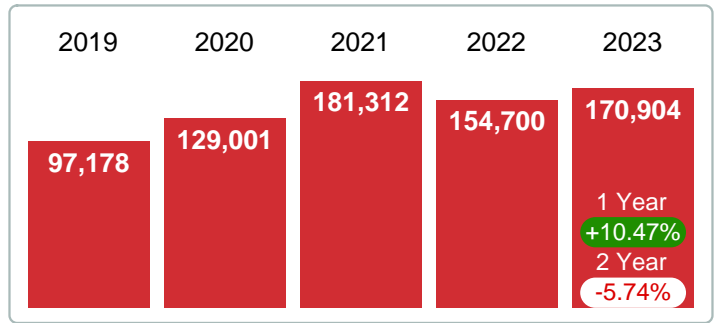
## AVERAGE SOLD PRICE AT CLOSING

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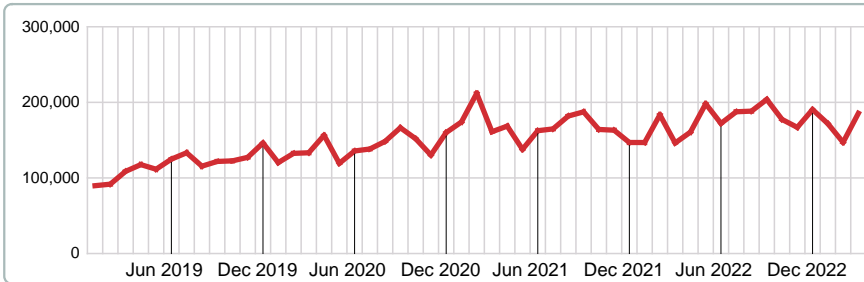
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

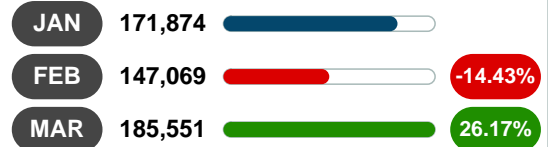


### 3 MONTHS

5 year MAR AVG = 146,995

High Feb 2021 211,913 Low Jan 2019 89,736

Average Sold Price at Closing this month at **185,551** above the 5 yr MAR average of **146,995**



### 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	8.93%	46,560	57,800	41,667	50,000	0
\$75,001 - \$100,000	12.50%	94,057	97,350	89,500	90,000	0
\$100,001 - \$150,000	19.64%	133,364	134,500	140,186	108,350	0
\$150,001 - \$175,000	12.50%	164,107	0	164,107	0	0
\$175,001 - \$225,000	23.21%	197,461	0	195,583	220,000	0
\$225,001 - \$350,000	12.50%	280,843	0	280,475	281,333	0
\$350,001 and up	10.71%	391,833	0	0	391,833	0
<b>Average Sold Price</b>		<b>185,551</b>	<b>102,314</b>	<b>168,655</b>	<b>269,407</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>185,551</b>	<b>7</b>	<b>35</b>	<b>14</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>10,390,840</b>	<b>716.20K</b>	<b>5.90M</b>	<b>3.77M</b>	<b>0.00B</b>

# March 2023



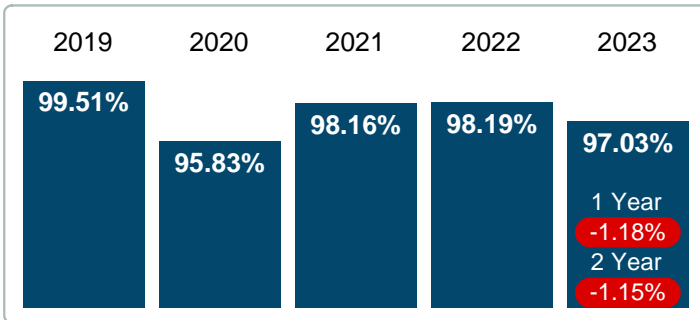
Area Delimited by County Of Muskogee - Residential Property Type



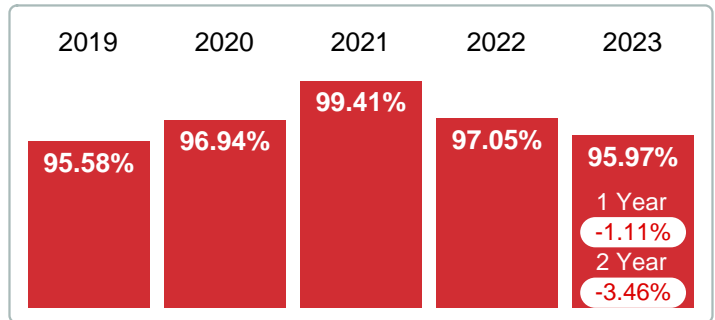
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Apr 11, 2023 for MLS Technology Inc.

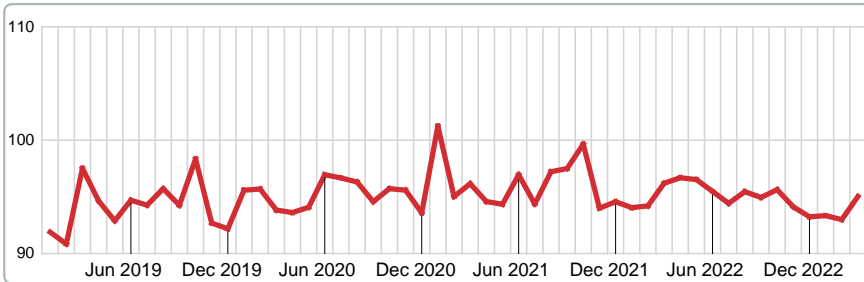
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 97.75%

High Jan 2021 103.23% Low Feb 2019 92.84%

Average Sold/List Ratio this month at **97.03%**  
below the 5 yr MAR average of **97.75%**



## 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	5	8.93%	89.92%	93.23%	85.46%	100.00%	0.00%
\$75,001 - \$100,000	7	12.50%	93.42%	92.18%	96.23%	92.78%	0.00%
\$100,001 - \$150,000	11	19.64%	96.15%	97.29%	99.44%	83.52%	0.00%
\$150,001 - \$175,000	7	12.50%	98.71%	0.00%	98.71%	0.00%	0.00%
\$175,001 - \$225,000	13	23.21%	98.99%	0.00%	99.27%	95.69%	0.00%
\$225,001 - \$350,000	7	12.50%	99.61%	0.00%	99.58%	99.66%	0.00%
\$350,001 and up	6	10.71%	99.57%	0.00%	0.00%	99.57%	0.00%
Average Sold/List Ratio		97.00%		93.79%	97.87%	96.57%	0.00%
Total Closed Units		56	100%	7	35	14	
Total Closed Volume		10,390,840		716.20K	5.90M	3.77M	0.00B

# March 2023



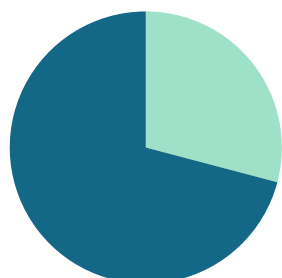
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

Report produced on Apr 11, 2023 for MLS Technology Inc.

### INVENTORY

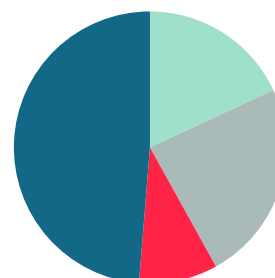


**Inventory**  
 New Listings  
**85 = 29.11%**  
 Start Inventory  
**207**  
 Total Inventory Units  
**292**  
 Volume  
**\$65,178,722**

### Market Activity

Closed Sales  
**56 = 18.06%**  
 Pending Sales  
**74 = 23.87%**  
 Other Off Market  
**29 = 9.35%**  
 Active Inventory  
**151 = 48.71%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	67	56	-16.42%	149	131	-12.08%
Pending Sales	67	74	10.45%	172	166	-3.49%
New Listings	89	85	-4.49%	215	210	-2.33%
Average List Price	148,169	189,167	27.67%	158,426	176,232	11.24%
Average Sale Price	146,254	185,551	26.87%	154,700	170,904	10.47%
Average Percent of Selling Price to List Price	98.19%	97.03%	-1.18%	97.05%	95.97%	-1.11%
Average Days on Market to Sale	29.67	50.38	69.78%	30.10	45.73	51.91%
Monthly Inventory	190	151	-20.53%	190	151	-20.53%
Months Supply of Inventory	3.22	2.62	-18.46%	3.22	2.62	-18.46%

**Absorption:** Last 12 months, an Average of **58** Sales/Month

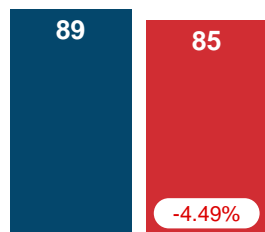
**Inventory** on March 31, 2023 = **151**

**2022** **2023**

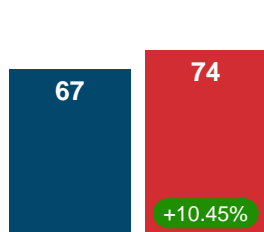
### MARCH MARKET

### AVERAGE PRICES

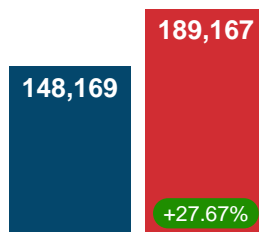
#### New Listings



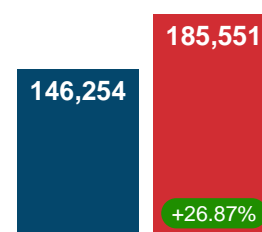
#### Pending Listings



#### List Price



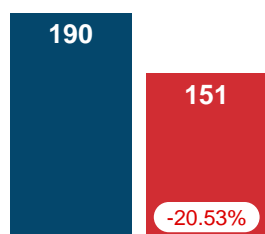
#### Sale Price



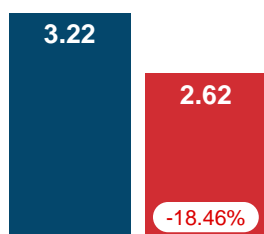
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

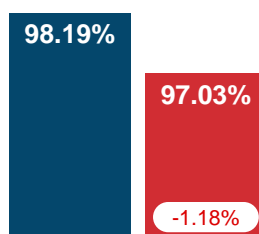
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

