

July 2023



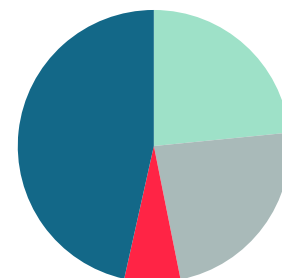
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2022 | July 2023 | +/-% |
|--|---------|-----------|---------|
| Closed Listings | 65 | 67 | 3.08% |
| Pending Listings | 60 | 67 | 11.67% |
| New Listings | 104 | 62 | -40.38% |
| Average List Price | 190,699 | 178,471 | -6.41% |
| Average Sale Price | 187,531 | 172,059 | -8.25% |
| Average Percent of Selling Price to List Price | 96.42% | 95.84% | -0.61% |
| Average Days on Market to Sale | 25.20 | 28.39 | 12.65% |
| End of Month Inventory | 166 | 133 | -19.88% |
| Months Supply of Inventory | 2.77 | 2.43 | -12.57% |



■ Closed (23.43%)
■ Pending (23.43%)
■ Other OffMarket (6.64%)
■ Active (46.50%)

Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of July 31, 2023 = **133**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2023 decreased **19.88%** to 133 existing homes available for sale. Over the last 12 months this area has had an average of 55 closed sales per month. This represents an unsold inventory index of **2.43** 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 **8.25%** in July 2023 to \$172,059 versus the previous year at \$187,531.

Average Days on Market Lengthens

The average number of **28.39** days that homes spent on the market before selling increased by 3.19 days or **12.65%** in July 2023 compared to last year's same month at **25.20** DOM.

Sales Success for July 2023 is Positive

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

There were 62 New Listings in July 2023, down **40.38%** from last year at 104. Furthermore, there were 67 Closed Listings this month versus last year at 65, a **3.08%** increase.

Closed versus Listed trends yielded a **108.1%** ratio, up from previous year's, July 2022, at **62.5%**, a **72.90%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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| Average Sale Price at Closing | 9 |
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| Market Summary | 11 |

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

July 2023



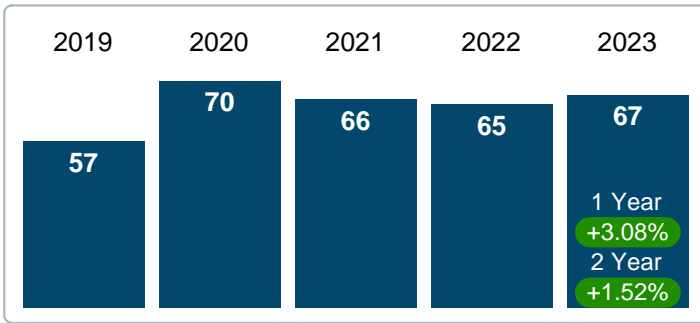
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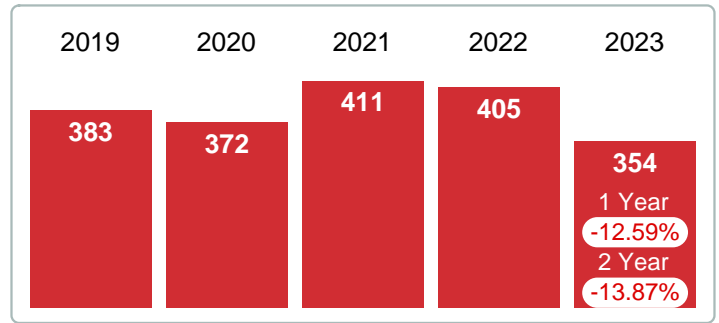
CLOSED LISTINGS

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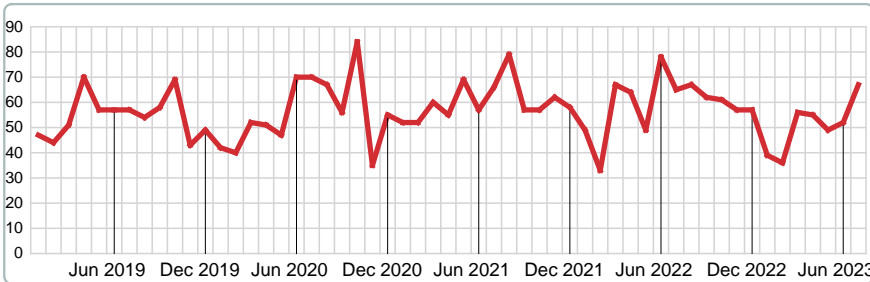
JULY



YEAR TO DATE (YTD)

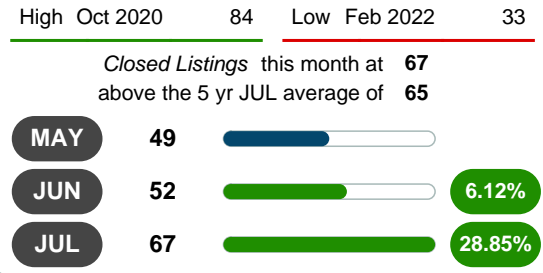


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 65



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 | 5 | 7.46% | 30.8 | 3 | 1 | 1 | 0 |
| \$25,001 - \$100,000 | 9 | 13.43% | 39.0 | 3 | 6 | 0 | 0 |
| \$100,001 - \$125,000 | 7 | 10.45% | 9.0 | 4 | 3 | 0 | 0 |
| \$125,001 - \$175,000 | 18 | 26.87% | 15.7 | 2 | 15 | 1 | 0 |
| \$175,001 - \$225,000 | 11 | 16.42% | 53.1 | 0 | 10 | 1 | 0 |
| \$225,001 - \$275,000 | 7 | 10.45% | 27.0 | 0 | 4 | 2 | 1 |
| \$275,001 and up | 10 | 14.93% | 27.8 | 1 | 6 | 2 | 1 |
| Total Closed Units | 67 | | | 13 | 45 | 7 | 2 |
| Total Closed Volume | 11,527,930 | 100% | 28.4 | 1.43M | 8.11M | 1.40M | 589.50K |
| Average Closed Price | \$172,059 | | | \$110,108 | \$180,192 | \$199,771 | \$294,750 |

July 2023



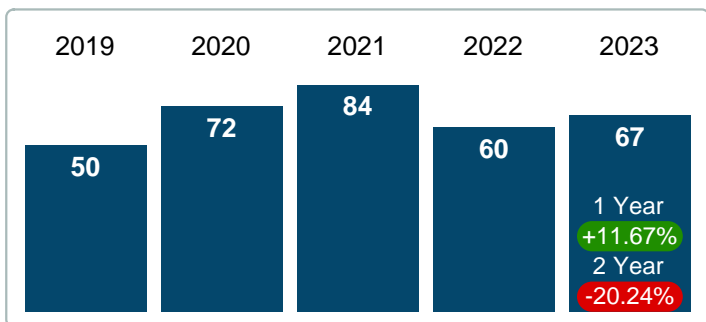
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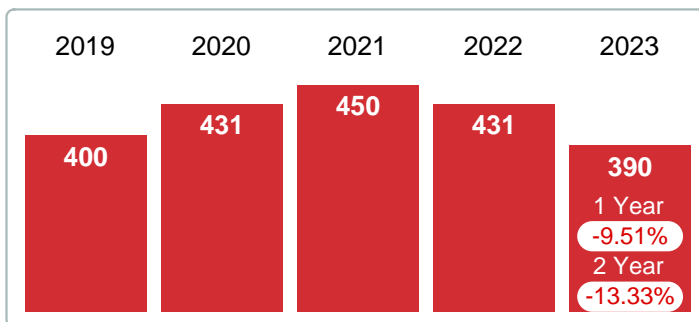
PENDING LISTINGS

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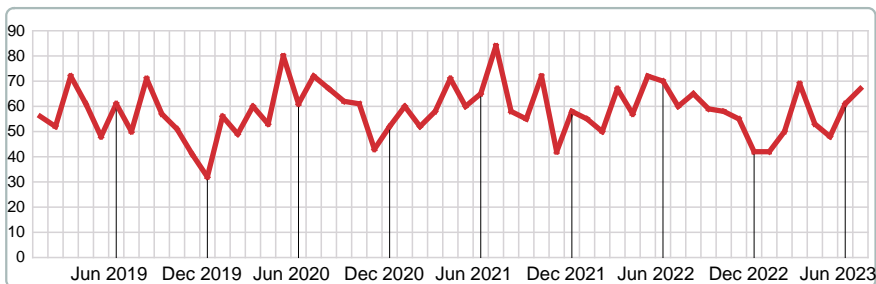
JULY



YEAR TO DATE (YTD)

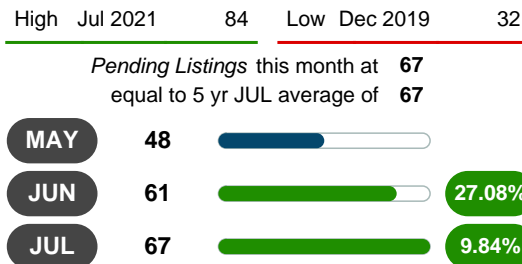


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 67



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$40,000 and less | 4 | 5.97% | 78.5 | 2 | 1 | 1 | 0 |
| \$40,001 - \$90,000 | 8 | 11.94% | 20.4 | 1 | 7 | 0 | 0 |
| \$90,001 - \$130,000 | 11 | 16.42% | 30.9 | 2 | 9 | 0 | 0 |
| \$130,001 - \$230,000 | 19 | 28.36% | 45.1 | 2 | 12 | 5 | 0 |
| \$230,001 - \$270,000 | 10 | 14.93% | 40.3 | 1 | 5 | 4 | 0 |
| \$270,001 - \$380,000 | 8 | 11.94% | 63.3 | 0 | 5 | 2 | 1 |
| \$380,001 and up | 7 | 10.45% | 74.1 | 0 | 2 | 2 | 3 |
| Total Pending Units | 67 | | | 8 | 41 | 14 | 4 |
| Total Pending Volume | 15,577,100 | 100% | 31.5 | 844.30K | 9.10M | 3.50M | 2.13M |
| Average Listing Price | \$135,588 | | | \$105,538 | \$221,893 | \$250,121 | \$533,375 |

July 2023



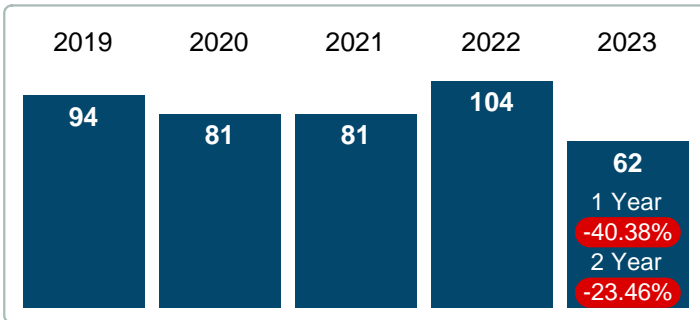
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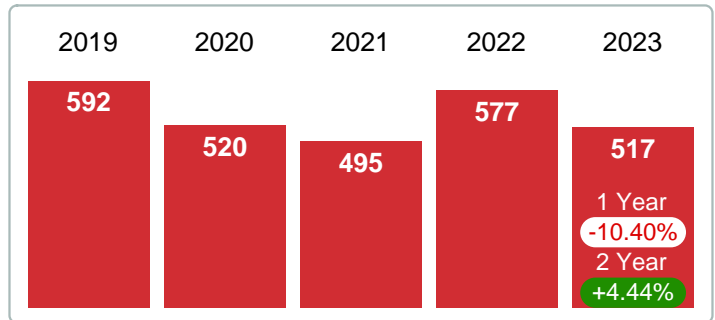
NEW LISTINGS

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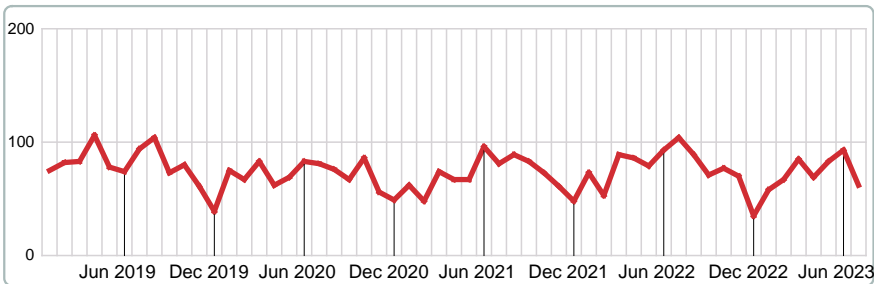
JULY



YEAR TO DATE (YTD)

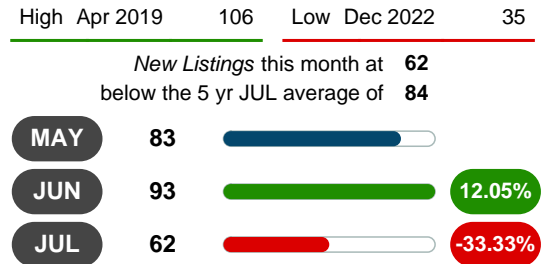


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 84



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | | Bedroom Distribution | | | |
|---|-------------------|-------------|----------------------|------------------|------------------|------------------|
| Price Range | Count | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
| \$75,000 and less | 6 | 9.68% | 0 | 6 | 0 | 0 |
| \$75,001 - \$75,000 | 0 | 0.00% | 0 | 0 | 0 | 0 |
| \$75,001 - \$100,000 | 9 | 14.52% | 5 | 4 | 0 | 0 |
| \$100,001 - \$175,000 | 19 | 30.65% | 3 | 16 | 0 | 0 |
| \$175,001 - \$225,000 | 10 | 16.13% | 1 | 7 | 2 | 0 |
| \$225,001 - \$325,000 | 12 | 19.35% | 1 | 7 | 3 | 1 |
| \$325,001 and up | 6 | 9.68% | 0 | 3 | 3 | 0 |
| Total New Listed Units | 62 | | 10 | 43 | 8 | 1 |
| Total New Listed Volume | 11,274,140 | 100% | 1.22M | 7.04M | 2.68M | 324.50K |
| Average New Listed Listing Price | \$242,200 | | \$122,415 | \$163,779 | \$335,374 | \$324,500 |

July 2023



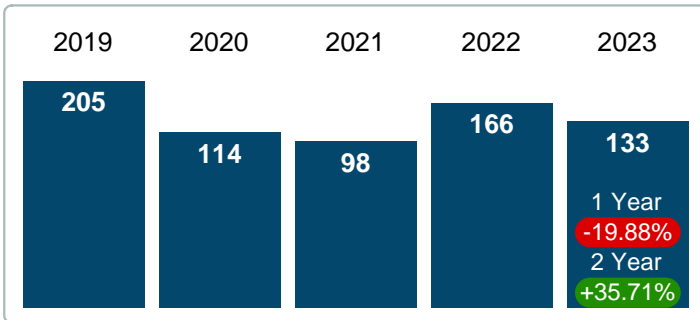
Area Delimited by County Of Muskogee - Residential Property Type



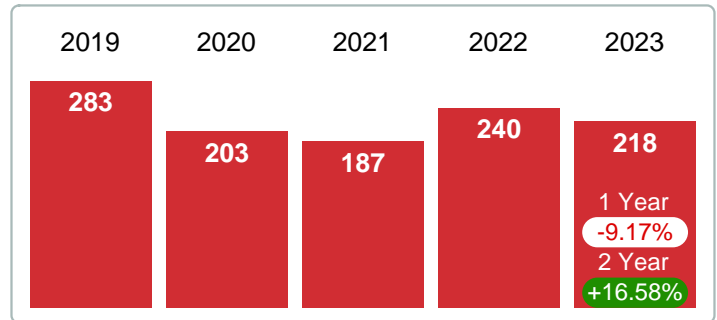
ACTIVE INVENTORY

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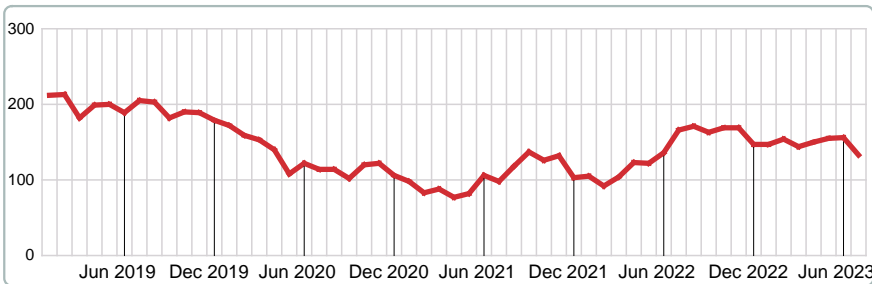
END OF JULY



ACTIVE DURING JULY

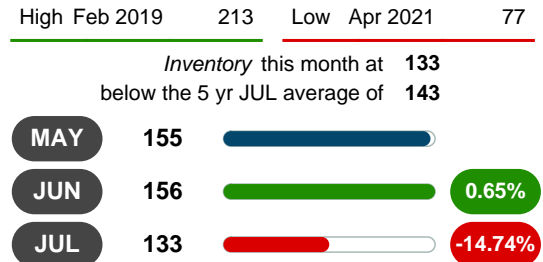


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 143



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 | 8 | 6.02% | 76.9 | 3 | 5 | 0 | 0 |
| \$75,001 - \$125,000 | 20 | 15.04% | 49.0 | 6 | 13 | 1 | 0 |
| \$125,001 - \$175,000 | 15 | 11.28% | 51.3 | 1 | 13 | 1 | 0 |
| \$175,001 - \$250,000 | 38 | 28.57% | 47.9 | 2 | 31 | 5 | 0 |
| \$250,001 - \$325,000 | 17 | 12.78% | 80.9 | 1 | 10 | 6 | 0 |
| \$325,001 - \$450,000 | 21 | 15.79% | 92.5 | 0 | 7 | 9 | 5 |
| \$450,001 and up | 14 | 10.53% | 91.1 | 0 | 4 | 6 | 4 |
| Total Active Inventory by Units | 133 | | | 13 | 83 | 28 | 9 |
| Total Active Inventory by Volume | 34,653,628 | 100% | 66.0 | 1.62M | 18.56M | 10.03M | 4.44M |
| Average Active Inventory Listing Price | \$260,554 | | | \$124,927 | \$223,555 | \$358,294 | \$493,589 |

July 2023



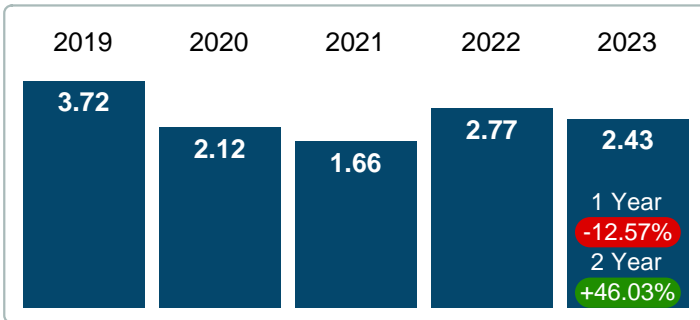
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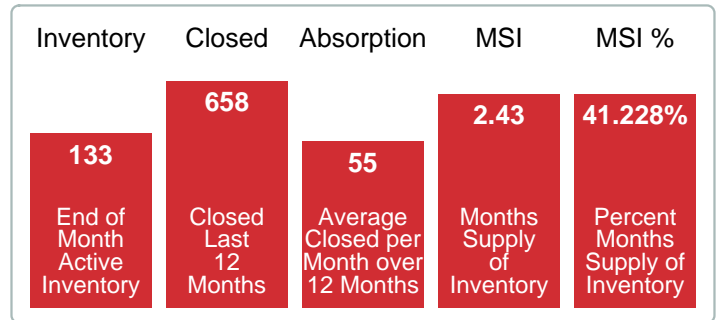
MONTHS SUPPLY of INVENTORY (MSI)

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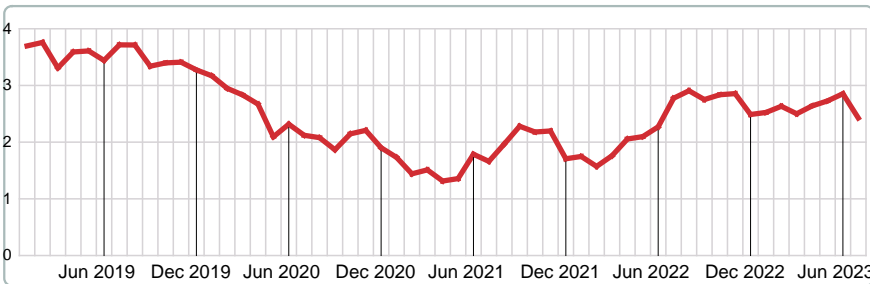
MSI FOR JULY



INDICATORS FOR JULY 2023

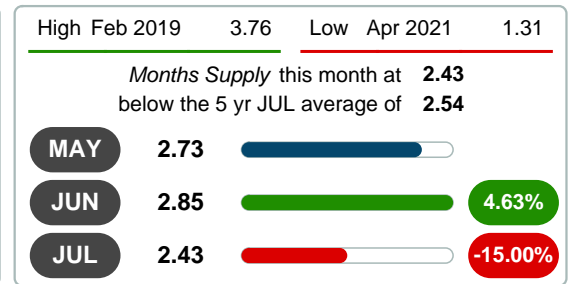


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 2.54



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 | 8 | 6.02% | 0.84 | 0.90 | 1.05 | 0.00 | 0.00 |
| \$75,001 - \$125,000 | 20 | 15.04% | 2.35 | 1.95 | 3.00 | 1.00 | 0.00 |
| \$125,001 - \$175,000 | 15 | 11.28% | 1.13 | 1.09 | 1.21 | 0.67 | 0.00 |
| \$175,001 - \$250,000 | 38 | 28.57% | 3.10 | 6.00 | 3.07 | 2.73 | 0.00 |
| \$250,001 - \$325,000 | 17 | 12.78% | 2.62 | 6.00 | 3.16 | 2.40 | 0.00 |
| \$325,001 - \$450,000 | 21 | 15.79% | 5.73 | 0.00 | 4.42 | 5.14 | 20.00 |
| \$450,001 and up | 14 | 10.53% | 12.00 | 0.00 | 8.00 | 18.00 | 16.00 |
| Market Supply of Inventory (MSI) | | | 2.43 | 1.63 | 2.36 | 2.73 | 6.35 |
| Total Active Inventory by Units | | 100% | 2.43 | 13 | 83 | 28 | 9 |

July 2023



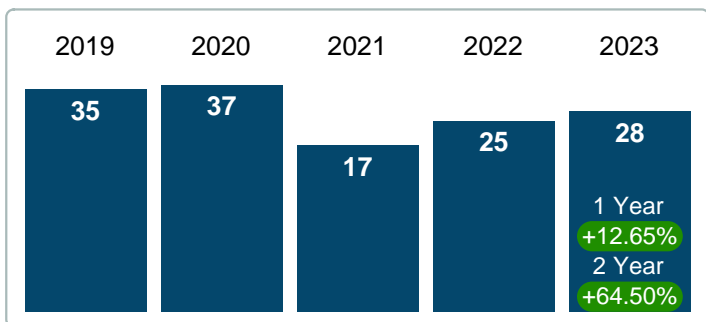
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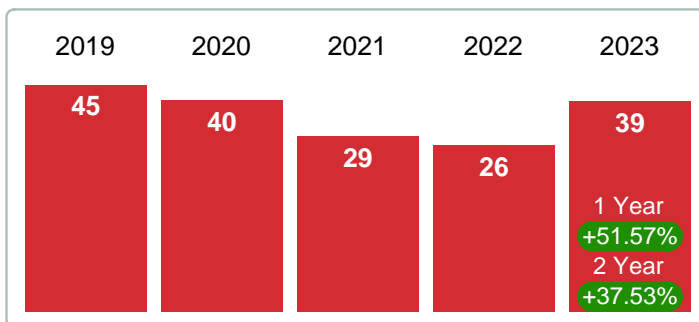
AVERAGE DAYS ON MARKET TO SALE

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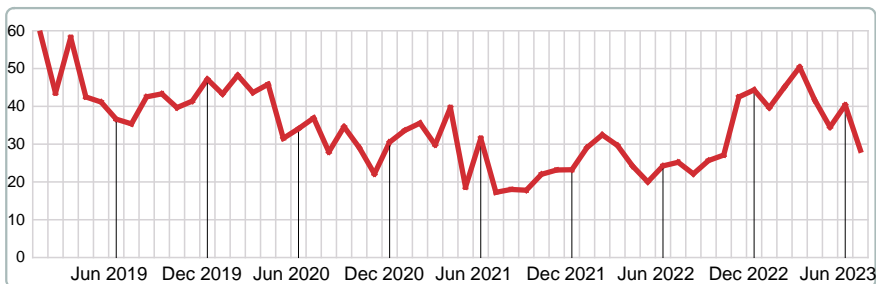
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

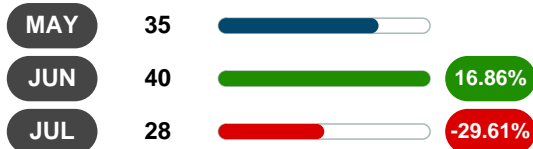


3 MONTHS

5 year JUL AVG = 29

High Jan 2019 59 Low Jul 2021 17

Average Days on Market to Sale this month at 28 below the 5 yr JUL average of 29



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 | 7.46% | 31 | 42 | 11 | 16 | 0 |
| \$25,001 - \$100,000 | 13.43% | 39 | 30 | 44 | 0 | 0 |
| \$100,001 - \$125,000 | 10.45% | 9 | 7 | 12 | 0 | 0 |
| \$125,001 - \$175,000 | 26.87% | 16 | 8 | 17 | 6 | 0 |
| \$175,001 - \$225,000 | 16.42% | 53 | 0 | 57 | 16 | 0 |
| \$225,001 - \$275,000 | 10.45% | 27 | 0 | 23 | 46 | 7 |
| \$275,001 and up | 14.93% | 28 | 13 | 34 | 31 | 1 |
| Average Closed DOM | | 28 | 21 | 32 | 27 | 4 |
| Total Closed Units | 100% | 28 | 13 | 45 | 7 | 2 |
| Total Closed Volume | | 11,527,930 | 1.43M | 8.11M | 1.40M | 589.50K |

July 2023



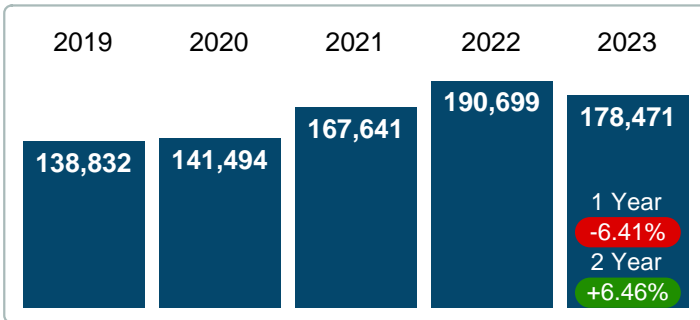
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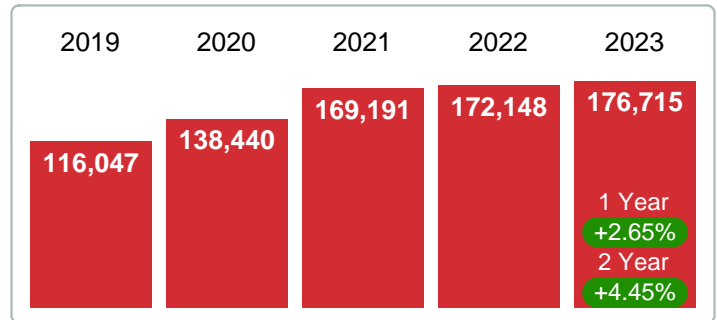
AVERAGE LIST PRICE AT CLOSING

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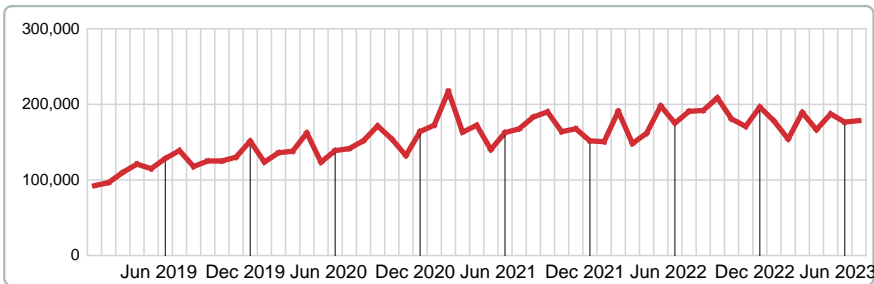
JULY



YEAR TO DATE (YTD)

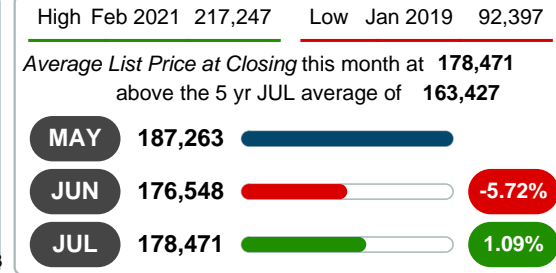


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 163,427



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 | 4 | 5.97% | 14,850 | 19,800 | 9,900 | 20,000 | |
| \$25,001 - \$100,000 | 10 | 14.93% | 68,810 | 66,300 | 79,067 | 0 | |
| \$100,001 - \$125,000 | 6 | 8.96% | 121,417 | 129,750 | 117,467 | 0 | |
| \$125,001 - \$175,000 | 15 | 22.39% | 147,500 | 134,700 | 162,867 | 115,000 | |
| \$175,001 - \$225,000 | 13 | 19.40% | 197,806 | 0 | 208,098 | 179,900 | |
| \$225,001 - \$275,000 | 7 | 10.45% | 244,829 | 0 | 256,475 | 255,750 | |
| \$275,001 and up | 12 | 17.91% | 331,983 | 450,000 | 331,583 | 317,000 | |
| Average List Price | | 178,471 | | 115,131 | 186,135 | 208,629 | 312,200 |
| Total Closed Units | | 67 | 100% | 13 | 45 | 7 | 2 |
| Total Closed Volume | | 11,957,578 | | 1.50M | 8.38M | 1.46M | 624.40K |

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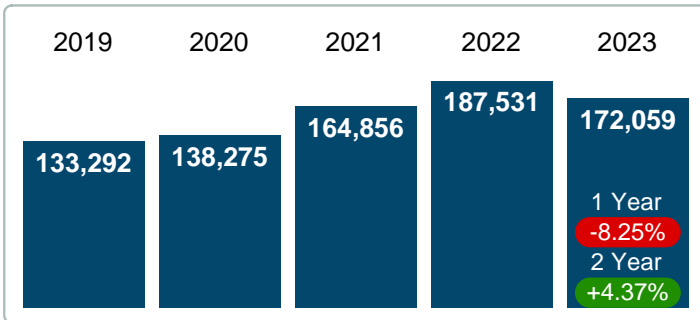
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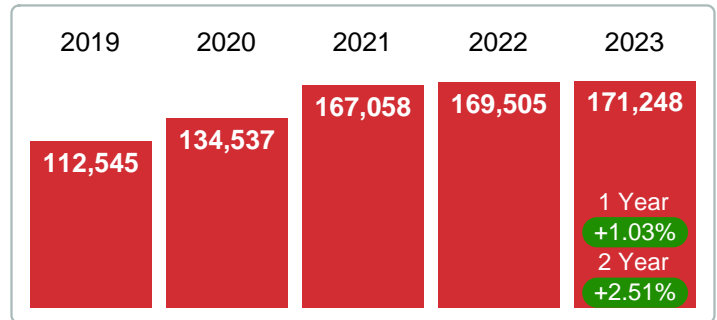
AVERAGE SOLD PRICE AT CLOSING

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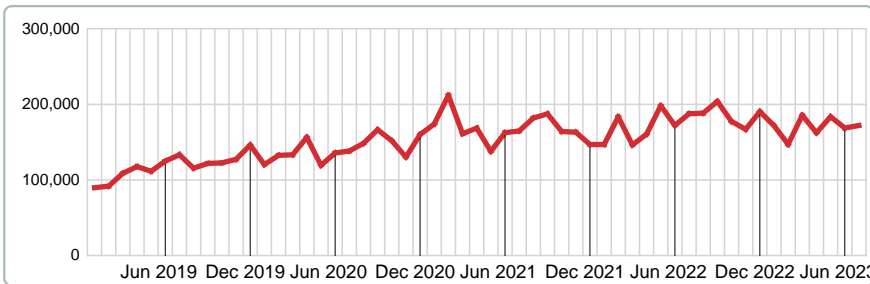
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

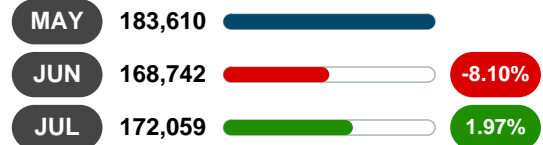


3 MONTHS

5 year JUL AVG = 159,203

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

Average Sold Price at Closing this month at **172,059** above the 5 yr JUL average of **159,203**



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 | 7.46% | 14,420 | 14,333 | 15,100 | 14,000 | 0 |
| \$25,001 - \$100,000 | 13.43% | 69,000 | 63,667 | 71,667 | 0 | 0 |
| \$100,001 - \$125,000 | 10.45% | 117,571 | 119,500 | 115,000 | 0 | 0 |
| \$125,001 - \$175,000 | 26.87% | 152,150 | 134,700 | 156,120 | 127,500 | 0 |
| \$175,001 - \$225,000 | 16.42% | 200,262 | 0 | 202,298 | 179,900 | 0 |
| \$225,001 - \$275,000 | 10.45% | 252,714 | 0 | 250,875 | 250,250 | 265,000 |
| \$275,001 and up | 14.93% | 330,125 | 450,000 | 325,042 | 288,250 | 324,500 |
| Average Sold Price | | 172,059 | 110,108 | 180,192 | 199,771 | 294,750 |
| Total Closed Units | 100% | 172,059 | 13 | 45 | 7 | 2 |
| Total Closed Volume | | 11,527,930 | 1.43M | 8.11M | 1.40M | 589.50K |

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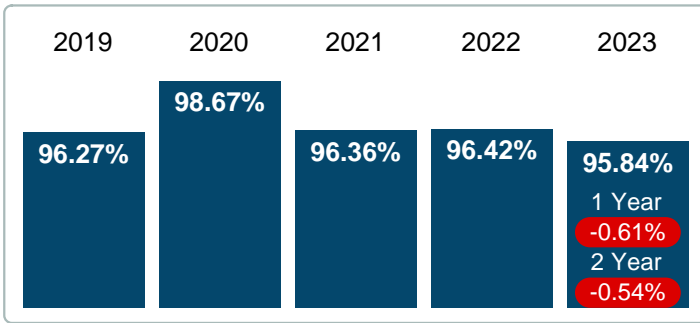
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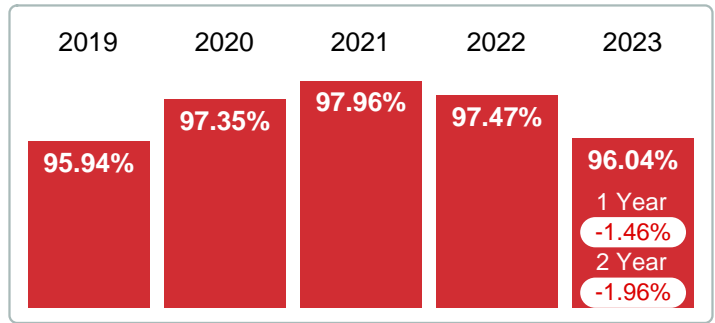
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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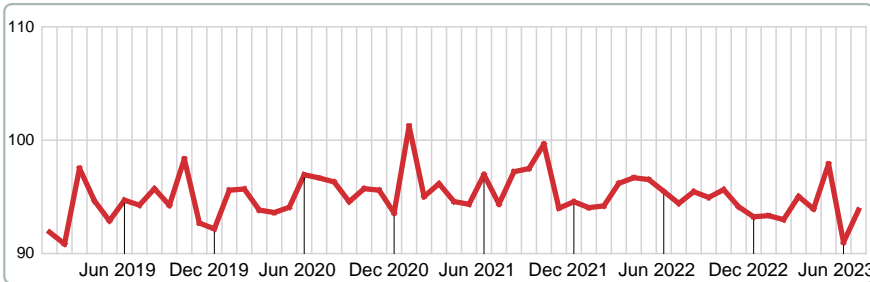
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

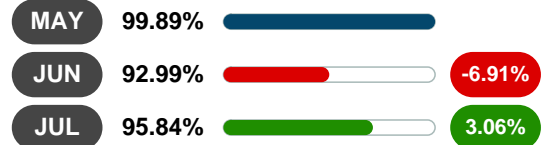


3 MONTHS

5 year JUL AVG = 96.71%

High Jan 2021 103.23% Low Feb 2019 92.84%

Average Sold/List Ratio this month at **95.84%**
below the 5 yr JUL average of **96.71%**



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 | 5 | 7.46% | 90.22% | 76.19% | 152.53% | 70.00% | 0.00% |
| \$25,001 - \$100,000 | 9 | 13.43% | 91.26% | 94.53% | 89.62% | 0.00% | 0.00% |
| \$100,001 - \$125,000 | 7 | 10.45% | 94.91% | 92.27% | 98.43% | 0.00% | 0.00% |
| \$125,001 - \$175,000 | 18 | 26.87% | 97.91% | 100.00% | 96.76% | 110.87% | 0.00% |
| \$175,001 - \$225,000 | 11 | 16.42% | 97.78% | 0.00% | 97.56% | 100.00% | 0.00% |
| \$225,001 - \$275,000 | 7 | 10.45% | 96.57% | 0.00% | 97.96% | 97.90% | 88.36% |
| \$275,001 and up | 10 | 14.93% | 97.06% | 100.00% | 98.12% | 90.95% | 100.00% |
| Average Sold/List Ratio | | 95.80% | | 90.86% | 97.63% | 94.08% | 94.18% |
| Total Closed Units | | 67 | 100% | 13 | 45 | 7 | 2 |
| Total Closed Volume | | 11,527,930 | | 1.43M | 8.11M | 1.40M | 589.50K |

July 2023



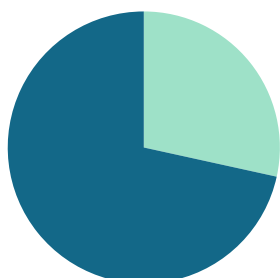
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

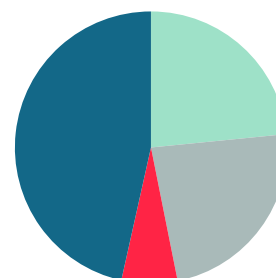


Inventory
 New Listings
62 = 28.44%
 Start Inventory
156
 Total Inventory Units
218
 Volume
\$53,981,943

Market Activity

Closed Sales
67 = 23.43%
 Pending Sales
67 = 23.43%
 Other Off Market
19 = 6.64%
 Active Inventory
133 = 46.50%

MARKET ACTIVITY



| Compared Metrics | July | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2022 | 2023 | +/-% | 2022 | 2023 | +/-% |
| Closed Sales | 65 | 67 | 3.08% | 405 | 354 | -12.59% |
| Pending Sales | 60 | 67 | 11.67% | 431 | 390 | -9.51% |
| New Listings | 104 | 62 | -40.38% | 577 | 517 | -10.40% |
| Average List Price | 190,699 | 178,471 | -6.41% | 172,148 | 176,715 | 2.65% |
| Average Sale Price | 187,531 | 172,059 | -8.25% | 169,505 | 171,248 | 1.03% |
| Average Percent of Selling Price to List Price | 96.42% | 95.84% | -0.61% | 97.47% | 96.04% | -1.46% |
| Average Days on Market to Sale | 25.20 | 28.39 | 12.65% | 26.03 | 39.46 | 51.57% |
| Monthly Inventory | 166 | 133 | -19.88% | 166 | 133 | -19.88% |
| Months Supply of Inventory | 2.77 | 2.43 | -12.57% | 2.77 | 2.43 | -12.57% |

Absorption: Last 12 months, an Average of **55** Sales/Month

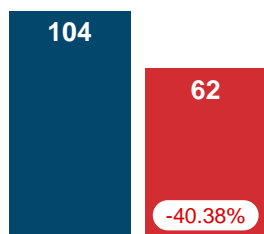
Inventory on July 31, 2023 = **133**

2022 **2023**

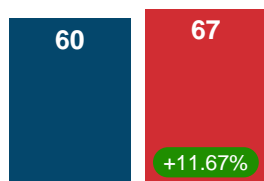
JULY MARKET

AVERAGE PRICES

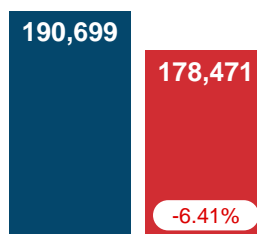
New Listings



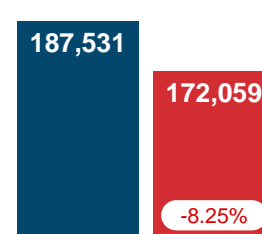
Pending Listings



List Price



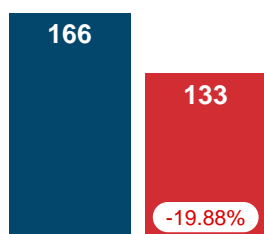
Sale Price



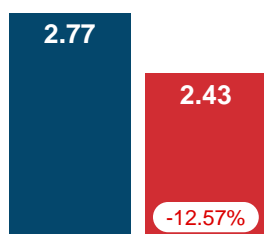
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

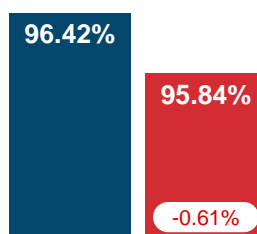
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

