

## March 2023



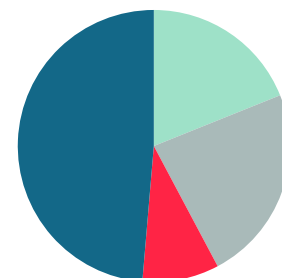
Area Delimited by County Of Muskogee - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2022	March 2023	+/-%
Closed Listings	67	56	-16.42%
Pending Listings	67	69	2.99%
New Listings	89	85	-4.49%
Median List Price	125,000	169,700	35.76%
Median Sale Price	123,000	167,450	36.14%
Median Percent of Selling Price to List Price	100.00%	99.91%	-0.09%
Median Days on Market to Sale	9.00	31.50	250.00%
End of Month Inventory	104	144	38.46%
Months Supply of Inventory	1.76	2.50	42.07%



■ Closed (18.92%)  
■ Pending (23.31%)  
■ Other OffMarket (9.12%)  
■ Active (48.65%)

**Absorption:** Last 12 months, an Average of **58** Sales/Month  
**Active Inventory** as of March 31, 2023 = **144**

#### Analysis Wrap-Up

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

The total housing inventory at the end of March 2023 rose **38.46%** to 144 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 **2.50** 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 **36.14%** in March 2023 to \$167,450 versus the previous year at \$123,000.

##### Median Days on Market Lengthens

The median number of **31.50** days that homes spent on the market before selling increased by 22.50 days or **250.00%** in March 2023 compared to last year's same month at **9.00** DOM.

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

Overall, with Median 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 an increasing 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# March 2023



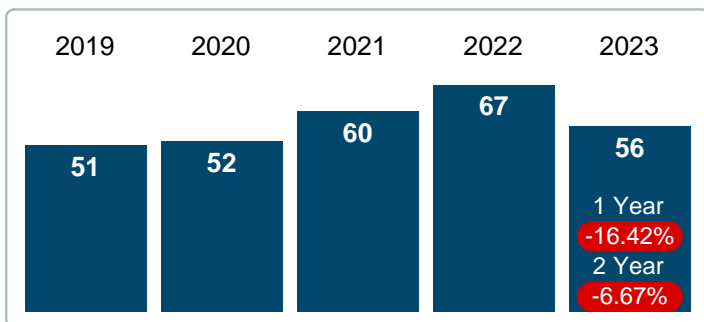
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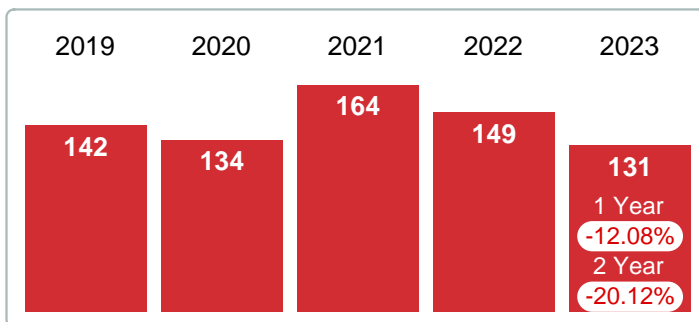
## CLOSED LISTINGS

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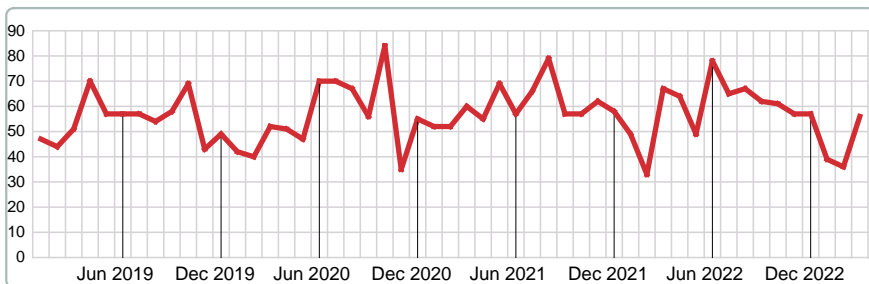
### MARCH



### YEAR TO DATE (YTD)

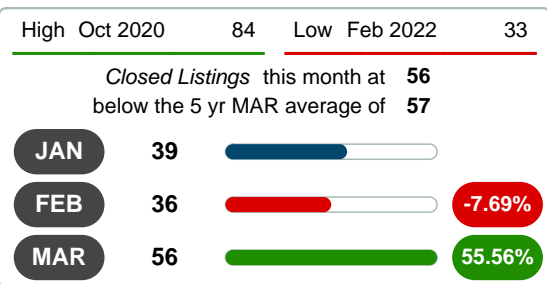


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 57



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	8.93%	12.0	1	3	1	0
\$75,001 - \$100,000	7	12.50%	58.0	4	2	1	0
\$100,001 - \$150,000	11	19.64%	42.0	2	7	2	0
\$150,001 - \$175,000	7	12.50%	32.0	0	7	0	0
\$175,001 - \$225,000	13	23.21%	22.0	0	12	1	0
\$225,001 - \$350,000	7	12.50%	76.0	0	4	3	0
\$350,001 and up	6	10.71%	5.5	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>31.5</b>	<b>716.20K</b>	<b>5.90M</b>	<b>3.77M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$167,450</b>			<b>\$99,500</b>	<b>\$169,900</b>	<b>\$297,500</b>	<b>\$0</b>

# March 2023



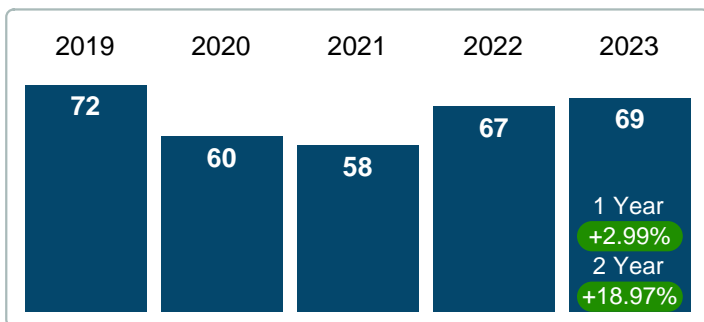
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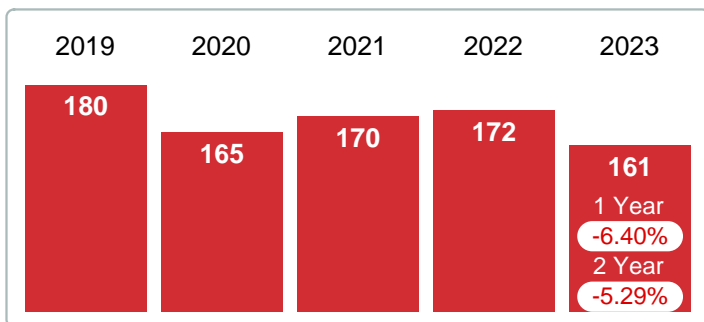
## PENDING LISTINGS

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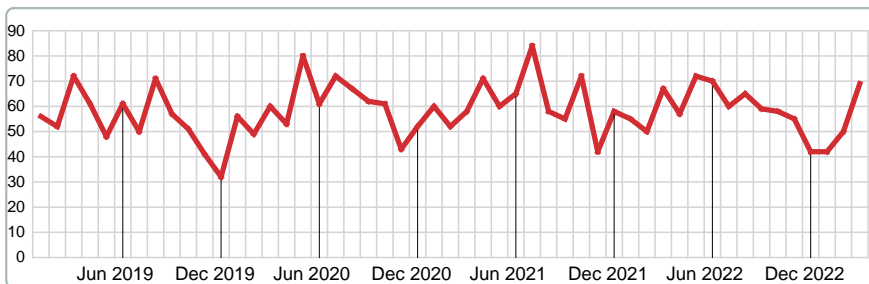
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 65

High Jul 2021 84 Low Dec 2019 32

Pending Listings this month at **69**  
above the 5 yr MAR average of **65**

JAN	42	<div style="width: 42%;"></div>
FEB	50	<div style="width: 50%;"></div> 19.05%
MAR	69	<div style="width: 69%;"></div> 38.00%

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	8.70%	7.0	3	3	0	0
\$40,001 - \$70,000	8	11.59%	20.0	4	4	0	0
\$70,001 - \$110,000	9	13.04%	93.0	7	2	0	0
\$110,001 - \$180,000	19	27.54%	7.0	2	14	3	0
\$180,001 - \$230,000	11	15.94%	22.0	0	9	2	0
\$230,001 - \$320,000	9	13.04%	19.0	0	5	2	2
\$320,001 and up	7	10.14%	13.0	1	2	4	0
<b>Total Pending Units</b>	<b>69</b>			<b>17</b>	<b>39</b>	<b>11</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>11,878,718</b>	<b>100%</b>	<b>19.0</b>	<b>1.69M</b>	<b>6.29M</b>	<b>3.31M</b>	<b>590.00K</b>
<b>Median Listing Price</b>	<b>\$143,000</b>			<b>\$78,000</b>	<b>\$149,000</b>	<b>\$299,900</b>	<b>\$295,000</b>

# March 2023



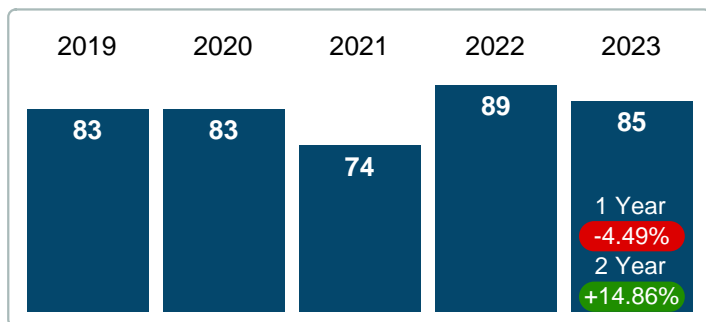
Area Delimited by County Of Muskogee - Residential Property Type



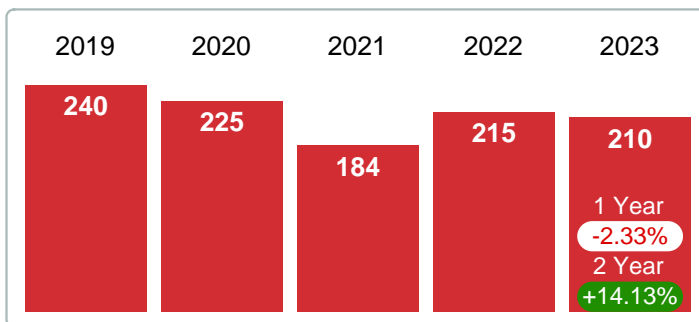
## NEW LISTINGS

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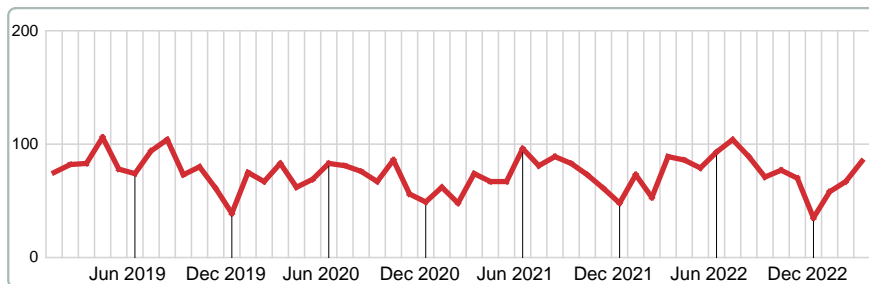
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

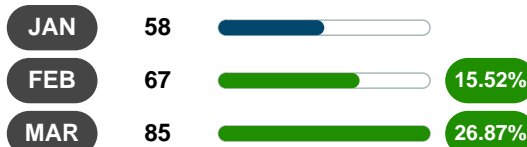


### 3 MONTHS

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	24	28.24%	0	18	6	0
\$225,001 - \$300,000	13	15.29%	1	9	2	1
\$300,001 - \$375,000	9	10.59%	0	2	6	1
\$375,001 and up	12	14.12%	1	4	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>19,085,208</b>	<b>100%</b>	<b>1.19M</b>	<b>10.13M</b>	<b>6.15M</b>	<b>1.61M</b>
<b>Median New Listed Listing Price</b>	<b>\$184,900</b>		<b>\$79,900</b>	<b>\$143,000</b>	<b>\$315,000</b>	<b>\$357,000</b>

# March 2023



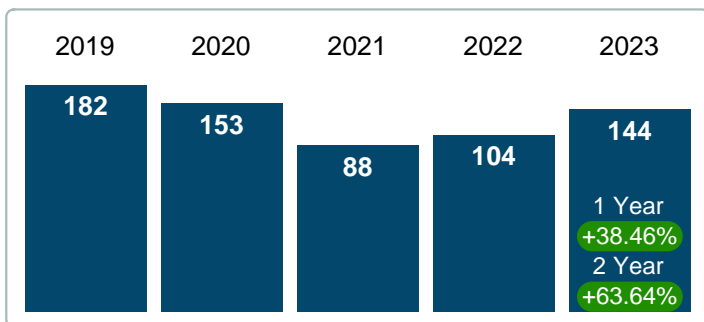
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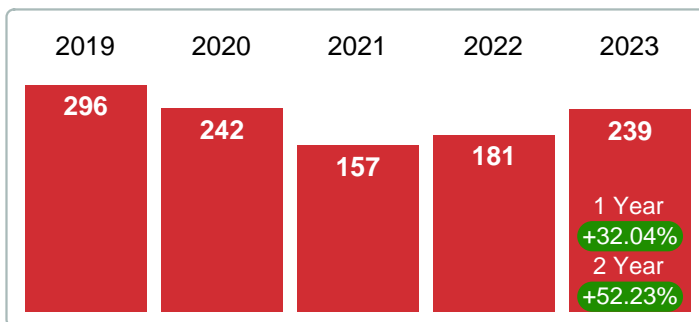
## ACTIVE INVENTORY

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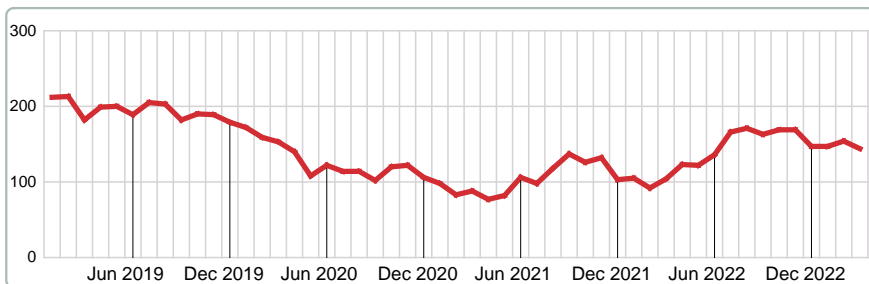
### END OF MARCH



### ACTIVE DURING MARCH

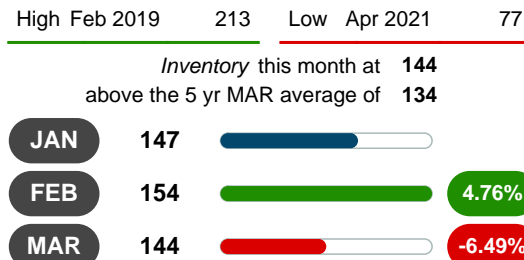


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 134



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	7.64%	37.0	4	4	3	0
\$50,001 - \$100,000	14	9.72%	40.5	5	8	1	0
\$100,001 - \$175,000	25	17.36%	46.0	4	15	6	0
\$175,001 - \$250,000	42	29.17%	83.5	1	31	10	0
\$250,001 - \$325,000	17	11.81%	24.0	1	12	4	0
\$325,001 - \$425,000	21	14.58%	39.0	0	5	11	5
\$425,001 and up	14	9.72%	41.5	0	5	3	6
<b>Total Active Inventory by Units</b>	<b>144</b>			<b>15</b>	<b>80</b>	<b>38</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>35,461,036</b>	<b>100%</b>	<b>46.0</b>	<b>1.57M</b>	<b>18.01M</b>	<b>10.03M</b>	<b>5.85M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$199,990</b>			<b>\$98,900</b>	<b>\$198,063</b>	<b>\$245,000</b>	<b>\$439,900</b>

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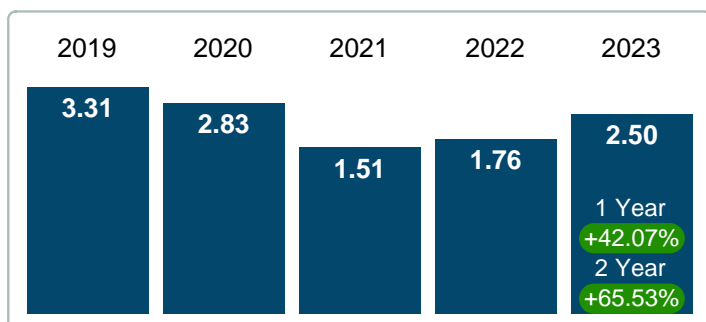
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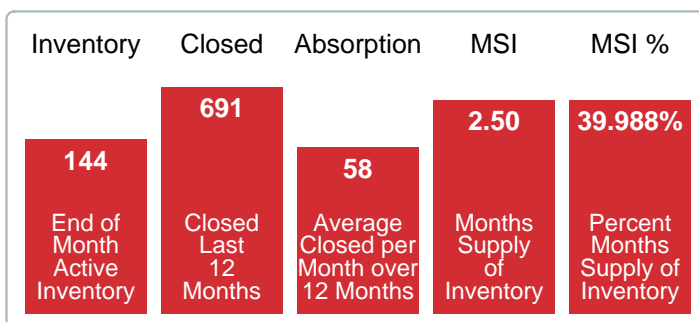
## MONTHS SUPPLY of INVENTORY (MSI)

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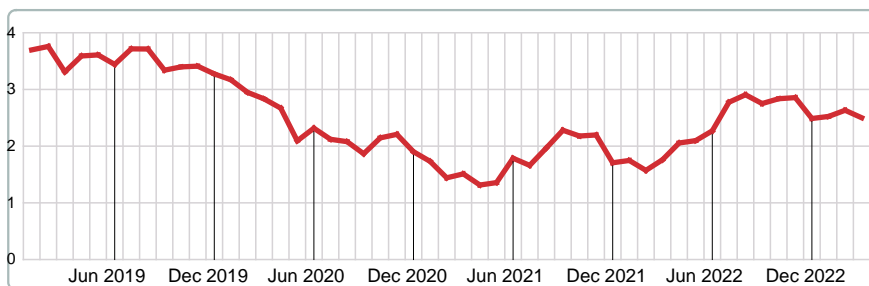
### MSI FOR MARCH



### INDICATORS FOR MARCH 2023

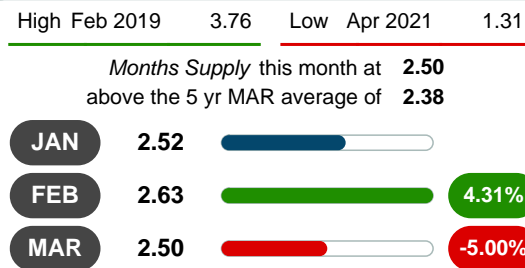


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 2.38



### 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	11	7.64%	1.71	1.45	1.60	2.57	0.00
\$50,001 - \$100,000	14	9.72%	1.47	1.43	1.55	1.50	0.00
\$100,001 - \$175,000	25	17.36%	1.46	2.18	1.13	3.27	0.00
\$175,001 - \$250,000	42	29.17%	3.55	2.00	3.44	4.44	0.00
\$250,001 - \$325,000	17	11.81%	2.49	4.00	4.11	1.26	0.00
\$325,001 - \$425,000	21	14.58%	5.25	0.00	2.73	6.00	15.00
\$425,001 and up	14	9.72%	7.64	0.00	6.00	4.00	36.00
Market Supply of Inventory (MSI)			2.50	1.68	2.25	3.26	7.76
Total Active Inventory by Units		100%	2.50	15	80	38	11

# March 2023



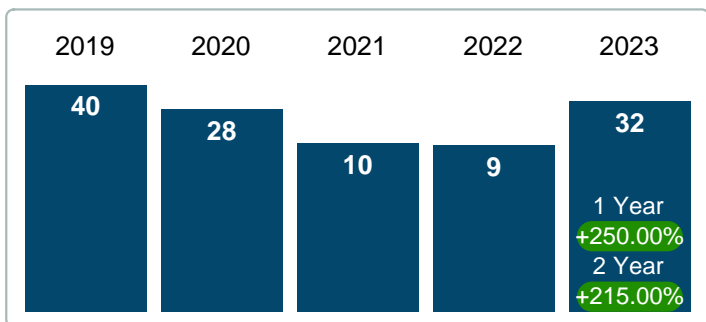
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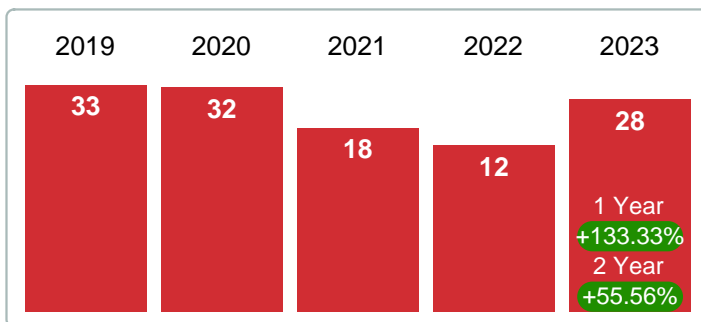
## MEDIAN DAYS ON MARKET TO SALE

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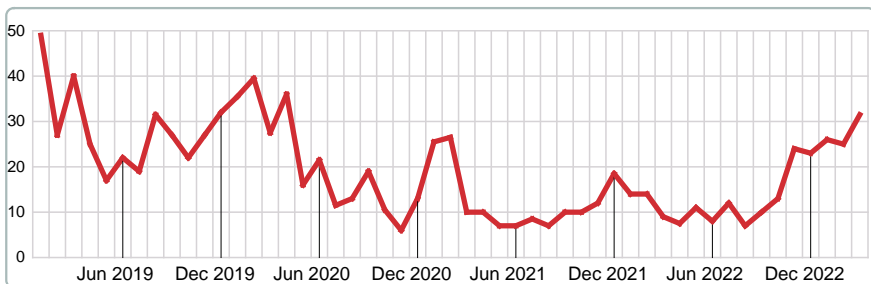
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 24

High Jan 2019 49 Low Nov 2020 6

Median Days on Market to Sale this month at 32 above the 5 yr MAR average of 24

Month	Median Days	Change
JAN	26	
FEB	25	-3.85%
MAR	32	26.00%

### 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
\$75,000 and less	8.93%	12	112	12	1	0
\$75,001 - \$100,000	12.50%	58	23	99	110	0
\$100,001 - \$150,000	19.64%	42	38	35	46	0
\$150,001 - \$175,000	12.50%	32	0	32	0	0
\$175,001 - \$225,000	23.21%	22	0	19	79	0
\$225,001 - \$350,000	12.50%	76	0	59	76	0
\$350,001 and up	10.71%	6	0	0	6	0
Median Closed DOM		32	31	29	43	0
Total Closed Units	100%	56	7	35	14	
Total Closed Volume		10,390,840	716.20K	5.90M	3.77M	0.00B



# March 2023



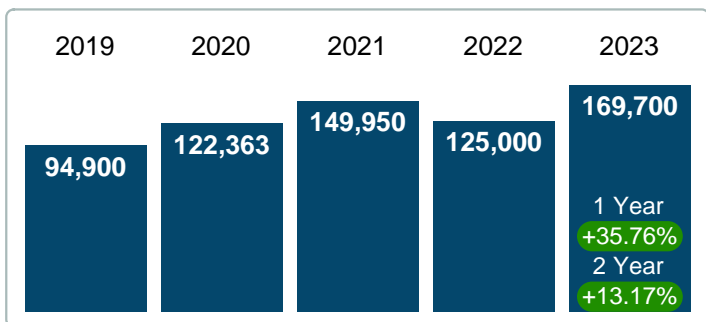
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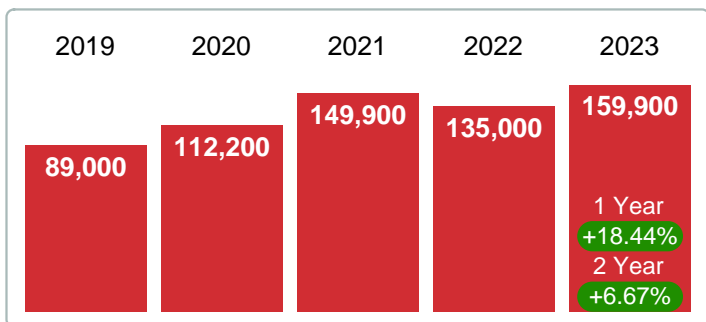
## MEDIAN LIST PRICE AT CLOSING

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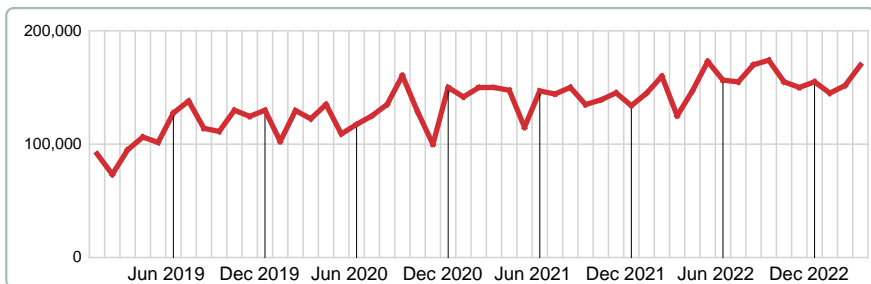
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

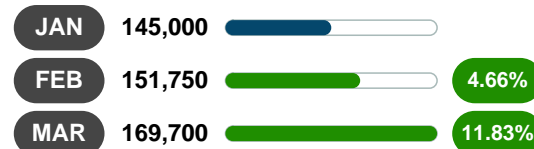


### 3 MONTHS

5 year MAR AVG = 132,383

High Sep 2022 174,000 Low Feb 2019 73,300

Median List Price at Closing this month at **169,700**  
above the 5 yr MAR average of **132,383**



### 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
\$75,000 and less	8.93%	50,000	62,000	43,800	50,000	0
\$75,001 - \$100,000	10.71%	96,450	99,500	92,950	97,000	0
\$100,001 - \$150,000	19.64%	136,600	136,600	141,950	130,000	0
\$150,001 - \$175,000	12.50%	163,900	0	163,900	0	0
\$175,001 - \$225,000	23.21%	189,000	0	189,000	0	0
\$225,001 - \$350,000	14.29%	277,450	0	277,450	273,500	0
\$350,001 and up	10.71%	394,450	0	0	394,450	0
<b>Median List Price</b>		<b>169,700</b>	<b>99,900</b>	<b>169,900</b>	<b>299,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>169,700</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



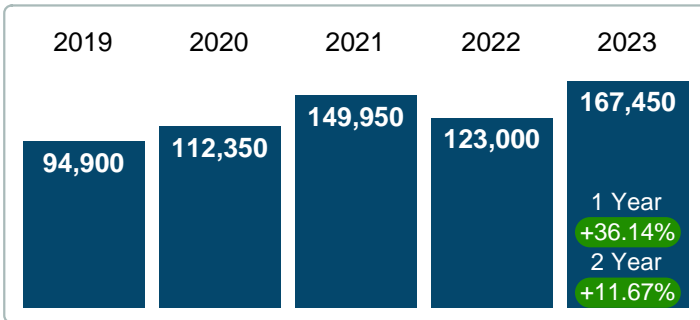
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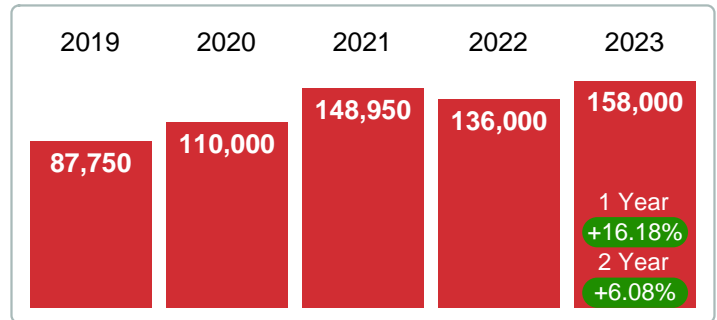
## MEDIAN SOLD PRICE AT CLOSING

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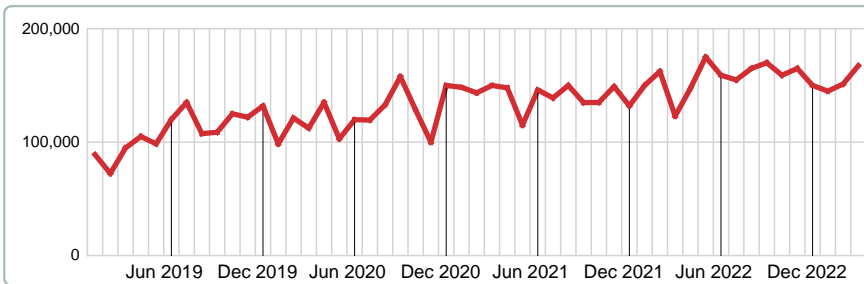
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

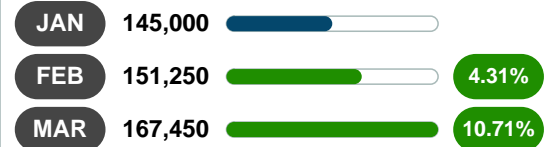


### 3 MONTHS

5 year MAR AVG = 129,530

High May 2022 175,000 Low Feb 2019 72,400

Median Sold Price at Closing this month at **167,450** above the 5 yr MAR average of **129,530**



### 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
\$75,000 and less	8.93%	50,000	57,800	37,500	50,000	0
\$75,001 - \$100,000	12.50%	94,000	97,700	89,500	90,000	0
\$100,001 - \$150,000	19.64%	134,900	134,500	144,900	108,350	0
\$150,001 - \$175,000	12.50%	164,950	0	164,950	0	0
\$175,001 - \$225,000	23.21%	191,500	0	190,250	220,000	0
\$225,001 - \$350,000	12.50%	290,000	0	274,950	295,000	0
\$350,001 and up	10.71%	390,500	0	0	390,500	0
<b>Median Sold Price</b>		<b>167,450</b>	<b>99,500</b>	<b>169,900</b>	<b>297,500</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>167,450</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



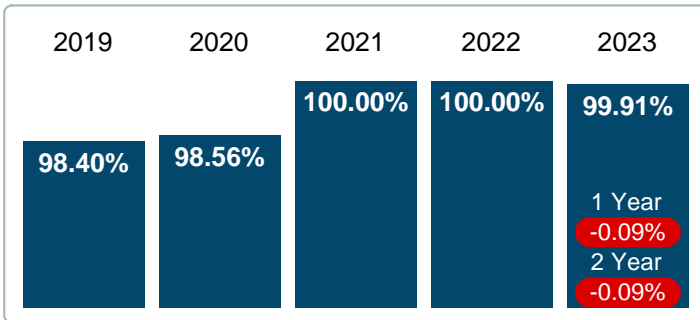
Area Delimited by County Of Muskogee - Residential Property Type



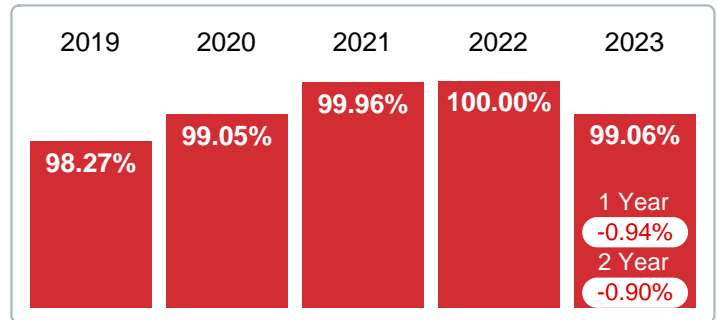
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 09, 2023 for MLS Technology Inc.

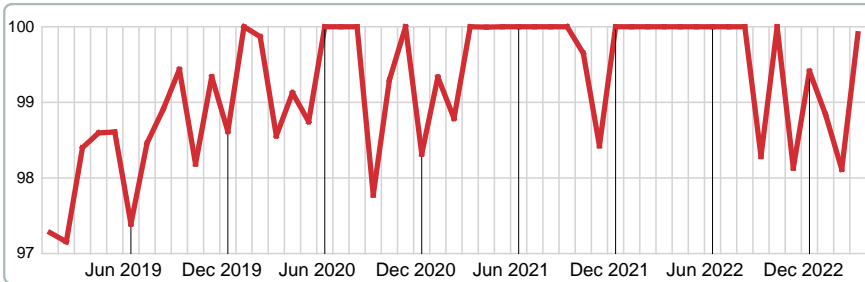
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

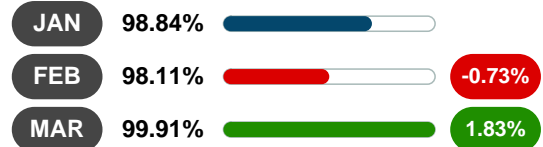


### 3 MONTHS

5 year MAR AVG = 99.37%

High Oct 2022 100.00% Low Feb 2019 97.16%

Median Sold/List Ratio this month at **99.91%**  
above the 5 yr MAR average of **99.37%**



### 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
\$75,000 and less	5	8.93%	88.50%	93.23%	85.62%	100.00%	0.00%
\$75,001 - \$100,000	7	12.50%	94.44%	97.05%	96.23%	92.78%	0.00%
\$100,001 - \$150,000	11	19.64%	97.21%	97.29%	100.00%	83.52%	0.00%
\$150,001 - \$175,000	7	12.50%	100.00%	0.00%	100.00%	0.00%	0.00%
\$175,001 - \$225,000	13	23.21%	100.00%	0.00%	100.00%	95.69%	0.00%
\$225,001 - \$350,000	7	12.50%	100.00%	0.00%	100.00%	100.00%	0.00%
\$350,001 and up	6	10.71%	99.61%	0.00%	0.00%	99.61%	0.00%
Median Sold/List Ratio		99.91%		97.21%	100.00%	99.11%	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



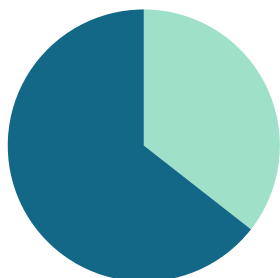
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

### INVENTORY

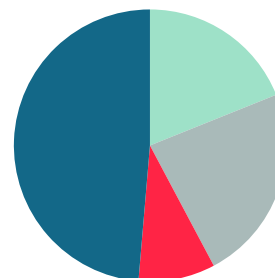


**Inventory**  
 New Listings **85 = 35.56%**  
 Start Inventory **154**  
 Total Inventory Units **239**  
 Volume **\$53,528,644**

### Market Activity

Closed Sales **56 = 18.92%**  
 Pending Sales **69 = 23.31%**  
 Other Off Market **27 = 9.12%**  
 Active Inventory **144 = 48.65%**

### 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	69	2.99%	172	161	-6.40%
New Listings	89	85	-4.49%	215	210	-2.33%
Median List Price	125,000	169,700	35.76%	135,000	159,900	18.44%
Median Sale Price	123,000	167,450	36.14%	136,000	158,000	16.18%
Median Percent of Selling Price to List Price	100.00%	99.91%	-0.09%	100.00%	99.06%	-0.94%
Median Days on Market to Sale	9.00	31.50	250.00%	12.00	28.00	133.33%
Monthly Inventory	104	144	38.46%	104	144	38.46%
Months Supply of Inventory	1.76	2.50	42.07%	1.76	2.50	42.07%

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

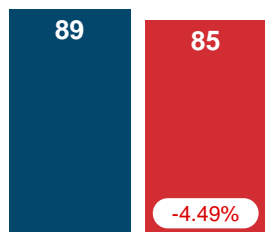
**Inventory** on March 31, 2023 = **144**

**2022** **2023**

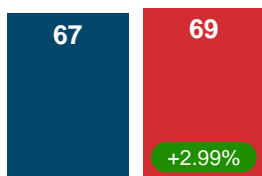
### MARCH MARKET

### MEDIAN PRICES

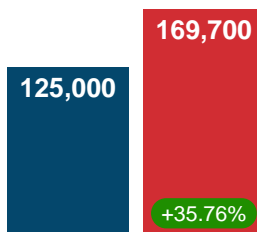
#### New Listings



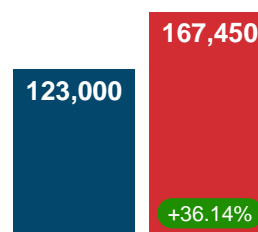
#### Pending Listings



#### List Price



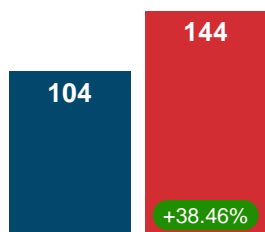
#### Sale Price



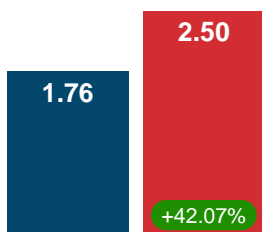
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

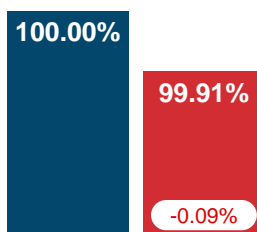
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

