

# August 2023



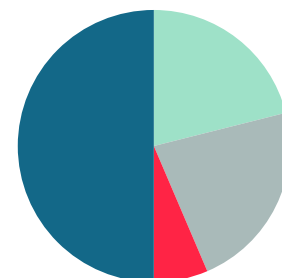
Area Delimited by County Of Muskogee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	August 2023	+/-%
Closed Listings	67	59	-11.94%
Pending Listings	65	63	-3.08%
New Listings	89	82	-7.87%
Average List Price	191,971	229,242	19.41%
Average Sale Price	188,394	223,298	18.53%
Average Percent of Selling Price to List Price	97.45%	98.20%	0.77%
Average Days on Market to Sale	22.13	36.31	64.02%
End of Month Inventory	171	140	-18.13%
Months Supply of Inventory	2.91	2.58	-11.08%



■ Closed (21.07%)  
■ Pending (22.50%)  
■ Other OffMarket (6.43%)  
■ Active (50.00%)

**Absorption:** Last 12 months, an Average of **54** Sales/Month  
**Active Inventory** as of August 31, 2023 = **140**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2023 decreased **18.13%** to 140 existing homes available for sale. Over the last 12 months this area has had an average of 54 closed sales per month. This represents an unsold inventory index of **2.58** 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 **18.53%** in August 2023 to \$223,298 versus the previous year at \$188,394.

#### Average Days on Market Lengthens

The average number of **36.31** days that homes spent on the market before selling increased by 14.17 days or **64.02%** in August 2023 compared to last year's same month at **22.13** DOM.

#### Sales Success for August 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 82 New Listings in August 2023, down **7.87%** from last year at 89. Furthermore, there were 59 Closed Listings this month versus last year at 67, a **-11.94%** decrease.

Closed versus Listed trends yielded a **72.0%** ratio, down from previous year's, August 2022, at **75.3%**, a **4.42%** 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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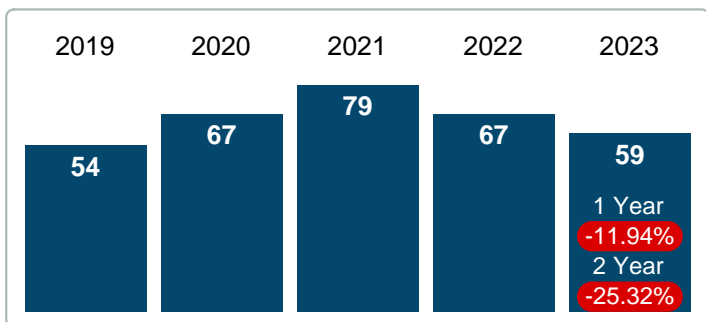
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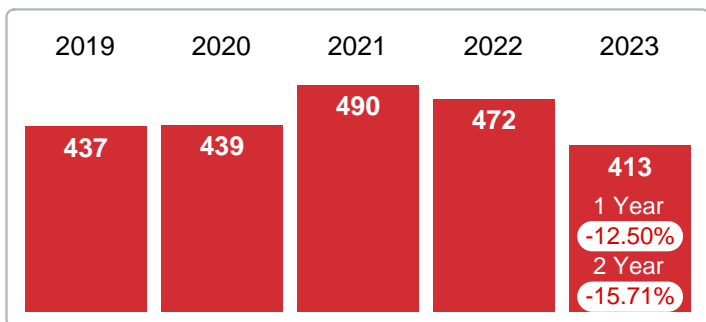
## CLOSED LISTINGS

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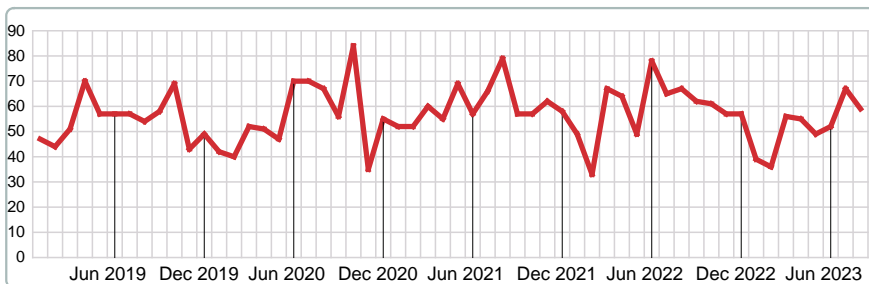
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 65

High Oct 2020 84 Low Feb 2022 33

Closed Listings this month at 59 below the 5 yr AUG average of 65

- JUN 52
- JUL 67 (28.85%)
- AUG 59 (-11.94%)

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.78%	63.8	1	3	0	0
\$50,001 - \$75,000	3	5.08%	6.7	2	1	0	0
\$75,001 - \$125,000	12	20.34%	20.4	2	10	0	0
\$125,001 - \$200,000	17	28.81%	23.8	1	12	4	0
\$200,001 - \$225,000	6	10.17%	50.7	1	3	2	0
\$225,001 - \$375,000	11	18.64%	46.1	0	8	3	0
\$375,001 and up	6	10.17%	67.7	0	2	1	3
<b>Total Closed Units</b>	<b>59</b>			<b>7</b>	<b>39</b>	<b>10</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>13,174,600</b>	<b>100%</b>	<b>36.3</b>	<b>713.00K</b>	<b>8.50M</b>	<b>2.22M</b>	<b>1.74M</b>
<b>Average Closed Price</b>	<b>\$223,298</b>			<b>\$101,857</b>	<b>\$218,056</b>	<b>\$221,740</b>	<b>\$580,000</b>

# August 2023



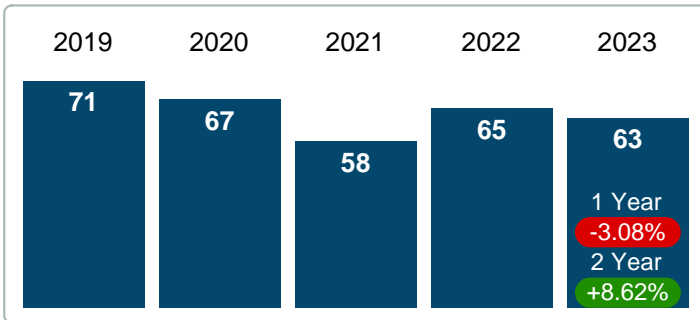
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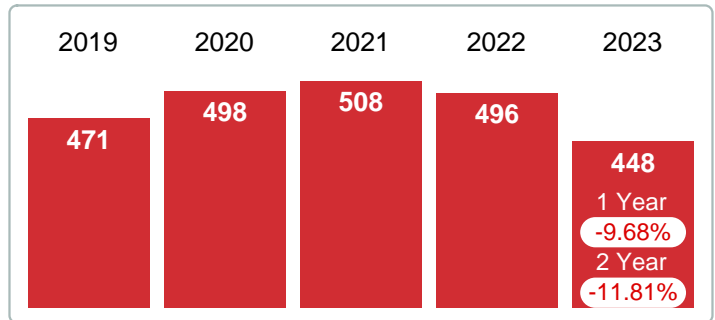
## PENDING LISTINGS

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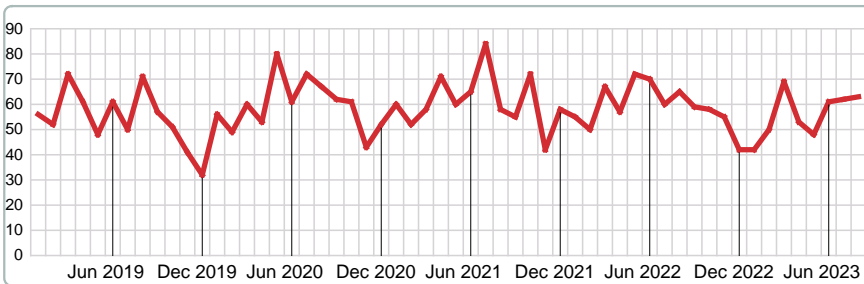
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

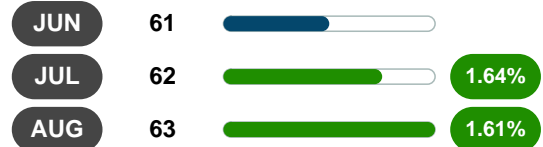


### 3 MONTHS

5 year AUG AVG = 65

High Jul 2021 84 Low Dec 2019 32

Pending Listings this month at **63**  
below the 5 yr AUG average of **65**



## 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	6	9.52%	14.3	1	5	0	0
\$50,001 - \$90,000	8	12.70%	30.0	4	4	0	0
\$90,001 - \$120,000	8	12.70%	17.5	3	5	0	0
\$120,001 - \$190,000	15	23.81%	25.9	1	10	4	0
\$190,001 - \$220,000	9	14.29%	43.9	1	7	1	0
\$220,001 - \$340,000	10	15.87%	60.5	0	5	4	1
\$340,001 and up	7	11.11%	62.1	0	2	4	1
<b>Total Pending Units</b>	<b>63</b>			<b>10</b>	<b>38</b>	<b>13</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>11,489,490</b>	<b>100%</b>	<b>52.1</b>	<b>995.85K</b>	<b>5.79M</b>	<b>3.83M</b>	<b>874.00K</b>
<b>Average Listing Price</b>	<b>\$149,113</b>			<b>\$99,585</b>	<b>\$152,410</b>	<b>\$294,465</b>	<b>\$437,000</b>

# August 2023



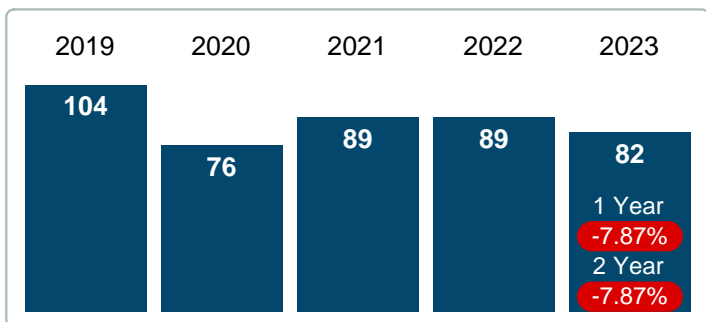
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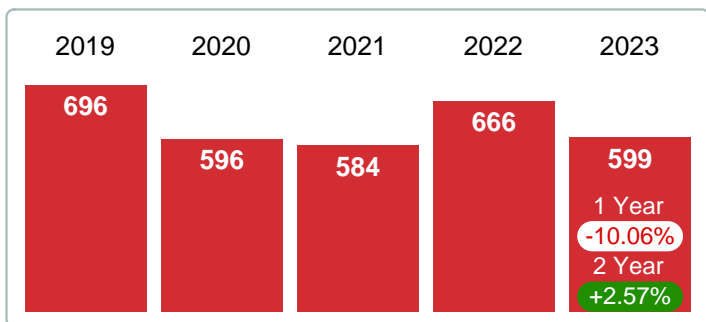
## NEW LISTINGS

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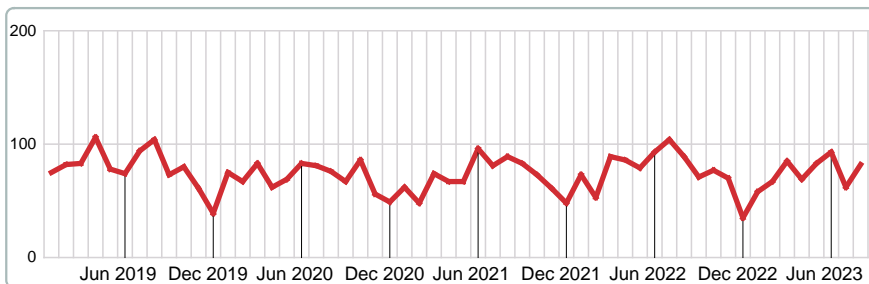
### AUGUST



### YEAR TO DATE (YTD)

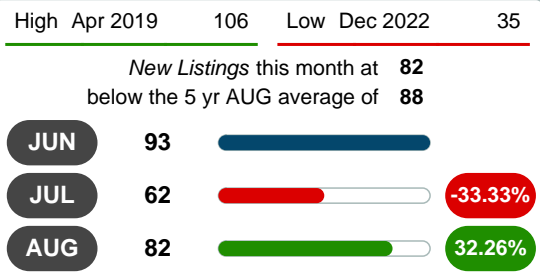


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 88



### 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	7	8.54%	1	4	2	0
\$50,001 - \$100,000	11	13.41%	5	6	0	0
\$100,001 - \$130,000	10	12.20%	4	5	1	0
\$130,001 - \$200,000	23	28.05%	4	13	6	0
\$200,001 - \$290,000	11	13.41%	0	8	3	0
\$290,001 - \$380,000	11	13.41%	0	1	10	0
\$380,001 and up	9	10.98%	0	6	1	2
<b>Total New Listed Units</b>	<b>82</b>		<b>14</b>	<b>43</b>	<b>23</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>17,293,899</b>	<b>100%</b>	<b>1.43M</b>	<b>8.33M</b>	<b>6.36M</b>	<b>1.17M</b>
<b>Average New Listed Listing Price</b>	<b>\$109,667</b>		<b>\$101,864</b>	<b>\$193,788</b>	<b>\$276,670</b>	<b>\$585,750</b>

# August 2023



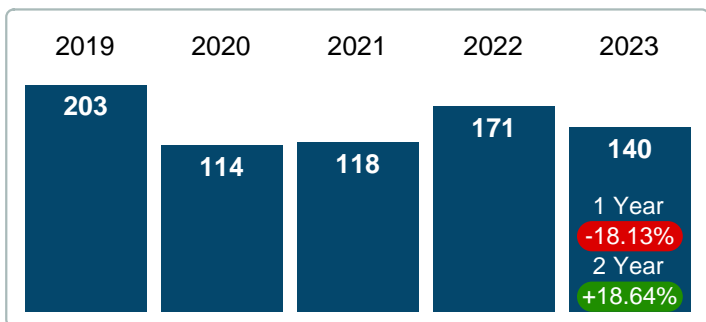
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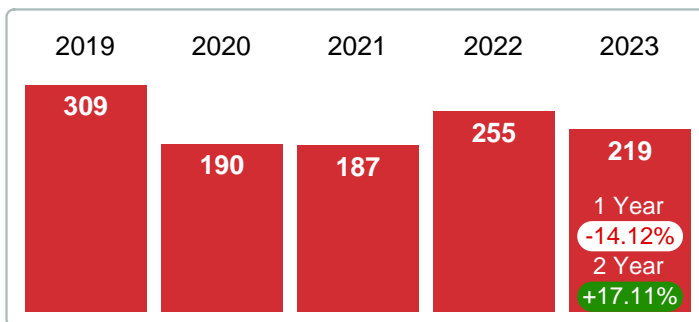
## ACTIVE INVENTORY

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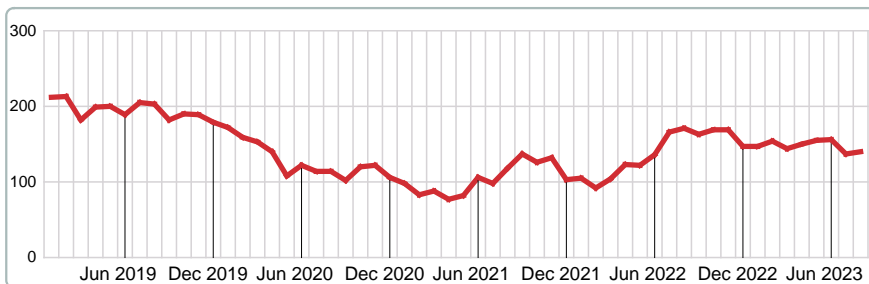
### END OF AUGUST



### ACTIVE DURING AUGUST

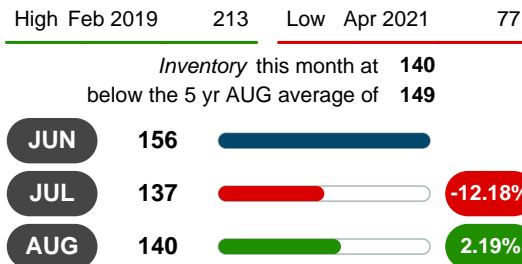


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 149



### 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	10	7.14%	57.9	4	4	2	0
\$75,001 - \$125,000	18	12.86%	60.9	5	12	1	0
\$125,001 - \$150,000	17	12.14%	65.4	2	13	2	0
\$150,001 - \$250,000	40	28.57%	50.7	5	30	5	0
\$250,001 - \$325,000	20	14.29%	62.4	1	10	9	0
\$325,001 - \$475,000	19	13.57%	63.1	0	6	10	3
\$475,001 and up	16	11.43%	84.8	0	7	4	5
<b>Total Active Inventory by Units</b>	<b>140</b>			<b>17</b>	<b>82</b>	<b>33</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>36,858,457</b>	<b>100%</b>	<b>61.6</b>	<b>2.23M</b>	<b>19.13M</b>	<b>11.05M</b>	<b>4.45M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$263,275</b>			<b>\$131,335</b>	<b>\$233,246</b>	<b>\$334,839</b>	<b>\$556,238</b>

# August 2023



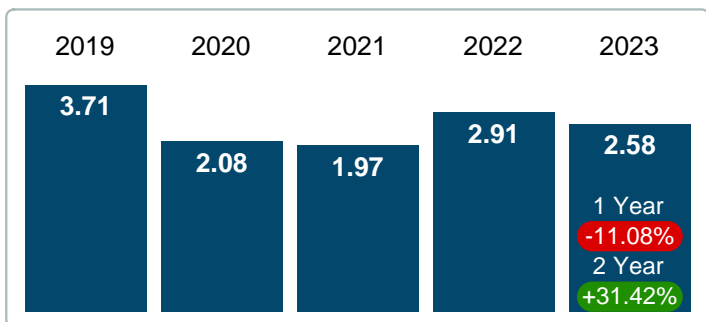
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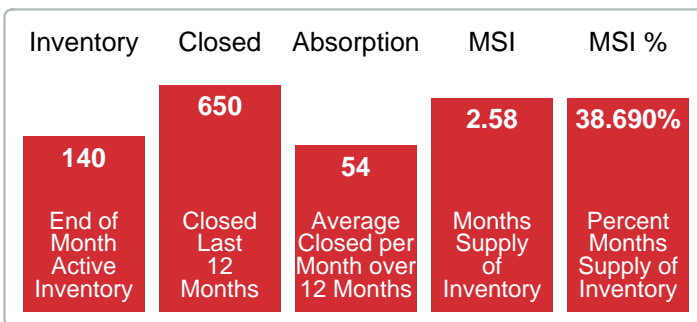
## MONTHS SUPPLY of INVENTORY (MSI)

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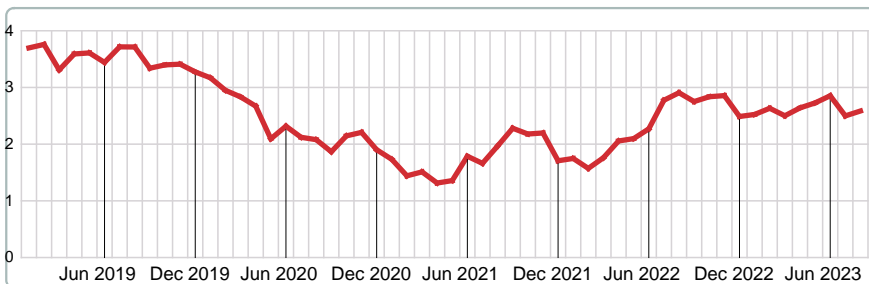
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2023

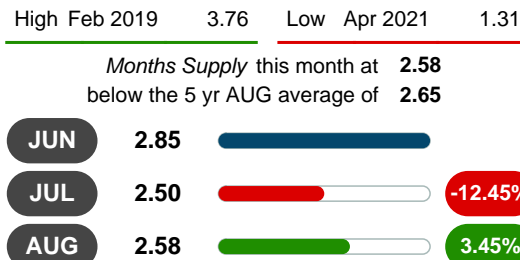


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 2.65



### 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	7.14%	1.08	1.30	0.84	1.50	0.00
\$75,001 - \$125,000	12.86%	2.08	1.62	2.57	1.20	0.00
\$125,001 - \$150,000	12.14%	2.34	3.43	2.29	2.18	0.00
\$150,001 - \$250,000	28.57%	2.23	7.50	2.07	1.82	0.00
\$250,001 - \$325,000	14.29%	3.12	6.00	3.00	4.00	0.00
\$325,001 - \$475,000	13.57%	5.43	0.00	3.79	6.32	12.00
\$475,001 and up	11.43%	13.71	0.00	14.00	24.00	12.00
Market Supply of Inventory (MSI)		2.58	2.19	2.34	3.36	5.05
Total Active Inventory by Units	100%	2.58	17	82	33	8

# August 2023



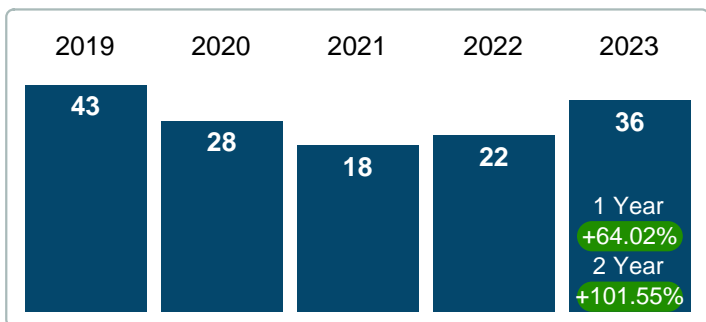
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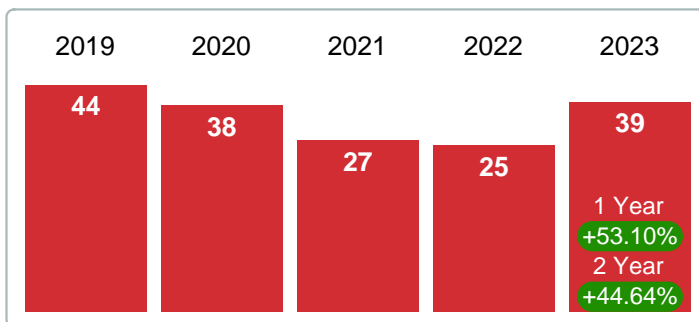
## AVERAGE DAYS ON MARKET TO SALE

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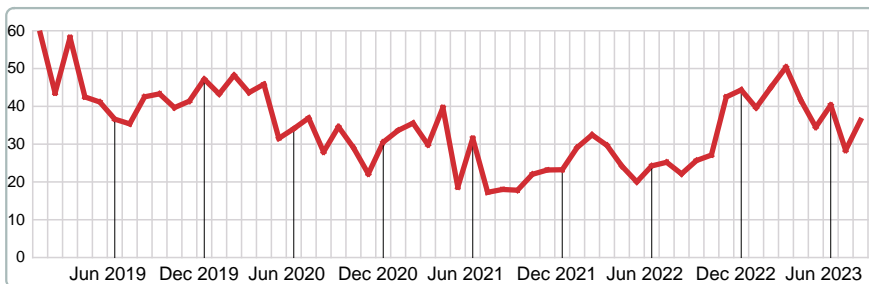
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 29

High Jan 2019 59 Low Jul 2021 17

Average Days on Market to Sale this month at 36 above the 5 yr AUG 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
\$50,000 and less	6.78%	64	212	14	0	0
\$50,001 - \$75,000	5.08%	7	9	3	0	0
\$75,001 - \$125,000	20.34%	20	6	23	0	0
\$125,001 - \$200,000	28.81%	24	27	26	17	0
\$200,001 - \$225,000	10.17%	51	3	39	92	0
\$225,001 - \$375,000	18.64%	46	0	38	68	0
\$375,001 and up	10.17%	68	0	50	43	88
<b>Average Closed DOM</b>		<b>36</b>	<b>39</b>	<b>29</b>	<b>50</b>	<b>88</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>36</b>	<b>7</b>	<b>39</b>	<b>10</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>13,174,600</b>	<b>713.00K</b>	<b>8.50M</b>	<b>2.22M</b>	<b>1.74M</b>

# August 2023



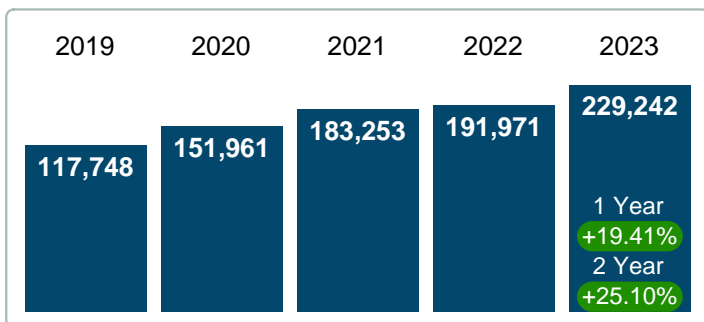
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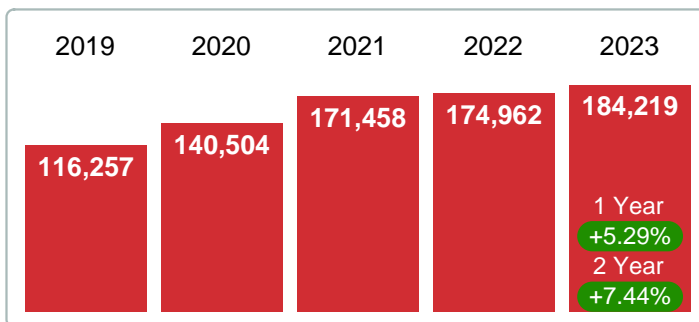
## AVERAGE LIST PRICE AT CLOSING

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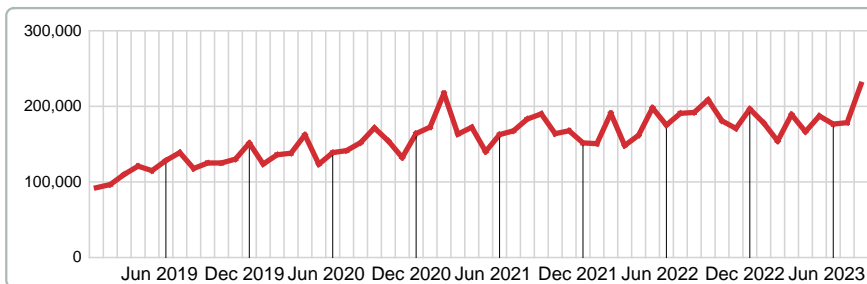
### AUGUST



### YEAR TO DATE (YTD)

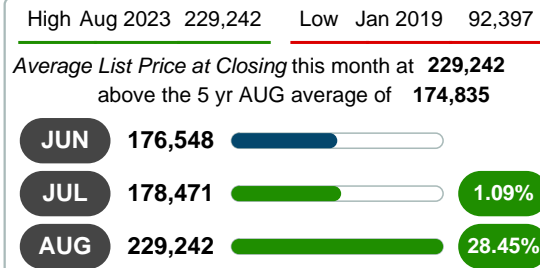


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 174,835



### 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		
\$50,000 and less	4	6.78%	38,200	24,900	42,633	0		
\$50,001 - \$75,000	3	5.08%	69,667	67,000	75,000	0		
\$75,001 - \$125,000	15	25.42%	106,740	96,250	104,010	0		
\$125,001 - \$200,000	15	25.42%	165,892	160,000	157,348	152,200		
\$200,001 - \$225,000	2	3.39%	214,900	235,000	219,933	224,950		
\$225,001 - \$375,000	14	23.73%	263,979	0	271,475	269,633		
\$375,001 and up	6	10.17%	824,750	01,375,250	389,000	603,000		
Average List Price		229,242		106,629	223,417	225,660	603,000	
Total Closed Units		59	100%	229,242	7	39	10	3
Total Closed Volume		13,525,280		746.40K	8.71M	2.26M	1.81M	



# August 2023



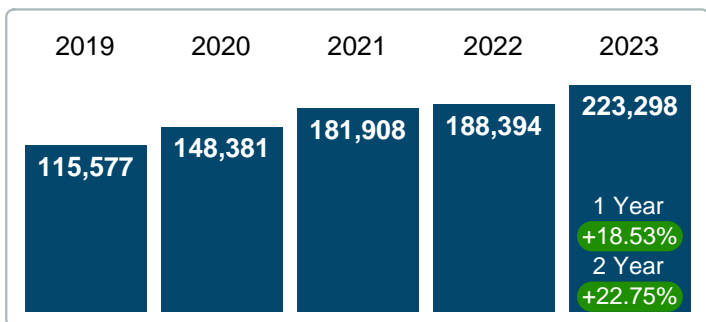
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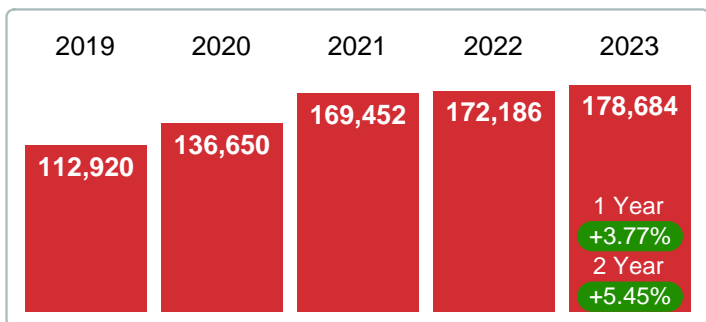
## AVERAGE SOLD PRICE AT CLOSING

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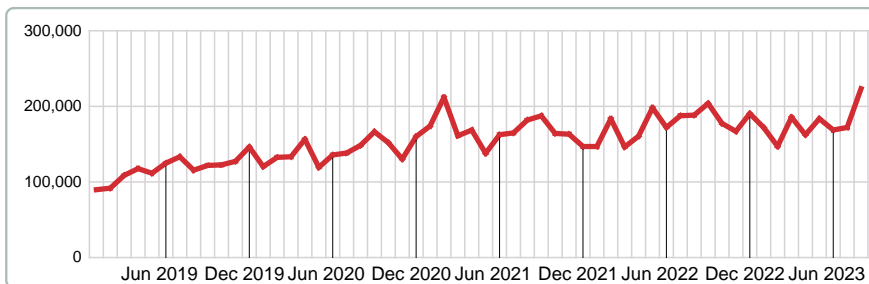
### AUGUST



### YEAR TO DATE (YTD)

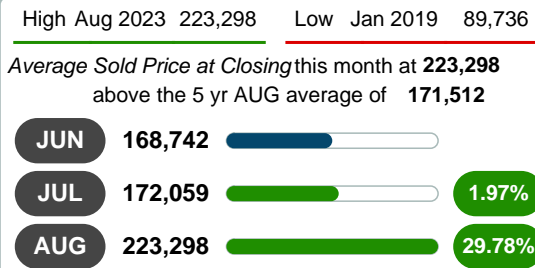


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 171,512



## 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
\$50,000 and less	6.78%	33,875	15,000	40,167	0	0
\$50,001 - \$75,000	5.08%	65,500	60,750	75,000	0	0
\$75,001 - \$125,000	20.34%	102,950	98,250	103,890	0	0
\$125,001 - \$200,000	28.81%	155,694	155,000	157,825	149,475	0
\$200,001 - \$225,000	10.17%	219,817	225,000	217,967	220,000	0
\$225,001 - \$375,000	18.64%	269,682	0	271,500	264,833	0
\$375,001 and up	10.17%	779,167		01,275,000	385,000	580,000
<b>Average Sold Price</b>		<b>223,298</b>	<b>101,857</b>	<b>218,056</b>	<b>221,740</b>	<b>580,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>223,298</b>	<b>7</b>	<b>39</b>	<b>10</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>13,174,600</b>	<b>713.00K</b>	<b>8.50M</b>	<b>2.22M</b>	<b>1.74M</b>

# August 2023



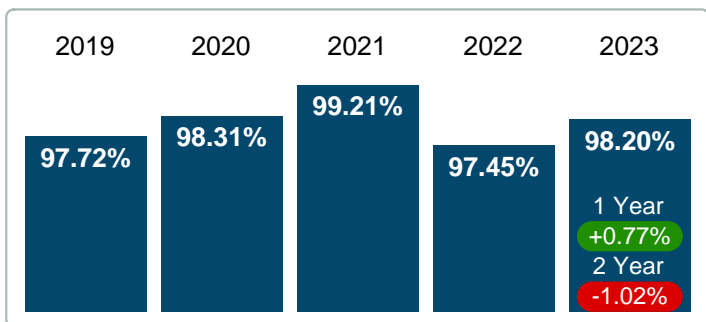
Area Delimited by County Of Muskogee - Residential Property Type



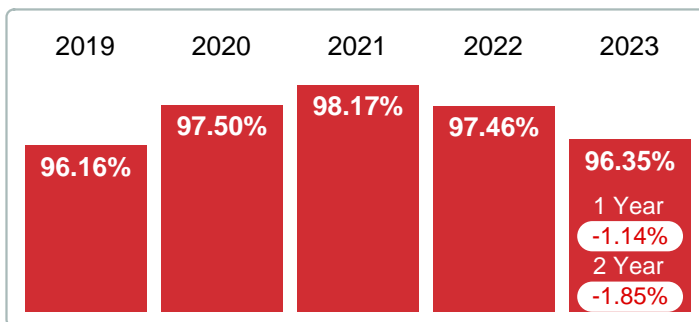
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

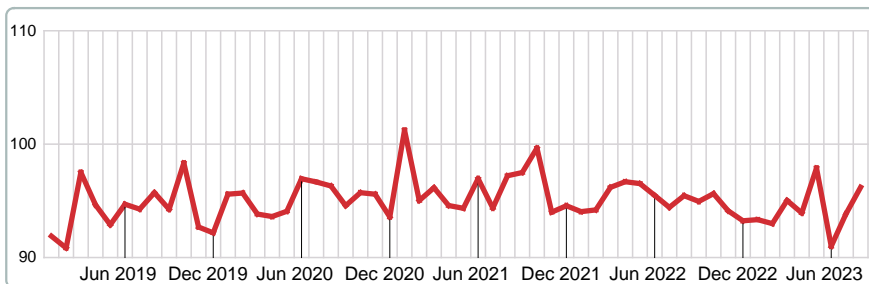
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

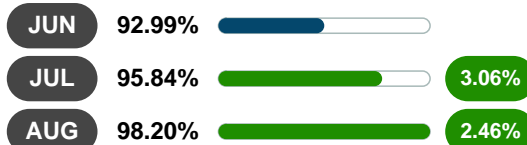


### 3 MONTHS

5 year AUG AVG = 98.18%

High Jan 2021 103.23% Low Feb 2019 92.84%

Average Sold/List Ratio this month at **98.20%**  
equal to 5 yr AUG average of **98.18%**



### 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
\$50,000 and less	4	6.78%	84.91%	60.24%	93.14%	0.00%	0.00%
\$50,001 - \$75,000	3	5.08%	93.71%	90.56%	100.00%	0.00%	0.00%
\$75,001 - \$125,000	12	20.34%	100.55%	102.11%	100.24%	0.00%	0.00%
\$125,001 - \$200,000	17	28.81%	100.21%	96.88%	101.14%	98.24%	0.00%
\$200,001 - \$225,000	6	10.17%	98.54%	95.74%	99.14%	99.03%	0.00%
\$225,001 - \$375,000	11	18.64%	99.69%	0.00%	100.02%	98.78%	0.00%
\$375,001 and up	6	10.17%	95.83%	0.00%	93.76%	98.97%	96.17%
Average Sold/List Ratio		98.20%		91.17%	99.50%	98.63%	96.17%
Total Closed Units		59	100%	7	39	10	3
Total Closed Volume		13,174,600		713.00K	8.50M	2.22M	1.74M

# August 2023



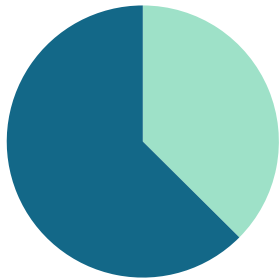
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

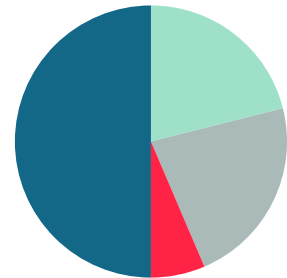


**Inventory**  
 New Listings  
**82 = 37.44%**  
 Start Inventory  
**137**  
 Total Inventory Units  
**219**  
 Volume  
**\$52,533,537**

### Market Activity

Closed Sales  
**59 = 21.07%**  
 Pending Sales  
**63 = 22.50%**  
 Other Off Market  
**18 = 6.43%**  
 Active Inventory  
**140 = 50.00%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	67	59	-11.94%	472	413	-12.50%
Pending Sales	65	63	-3.08%	496	448	-9.68%
New Listings	89	82	-7.87%	666	599	-10.06%
Average List Price	191,971	229,242	19.41%	174,962	184,219	5.29%
Average Sale Price	188,394	223,298	18.53%	172,186	178,684	3.77%
Average Percent of Selling Price to List Price	97.45%	98.20%	0.77%	97.46%	96.35%	-1.14%
Average Days on Market to Sale	22.13	36.31	64.02%	25.48	39.01	53.10%
Monthly Inventory	171	140	-18.13%	171	140	-18.13%
Months Supply of Inventory	2.91	2.58	-11.08%	2.91	2.58	-11.08%

**Absorption:** Last 12 months, an Average of **54** Sales/Month

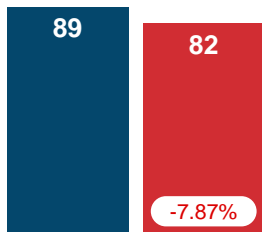
**Inventory** on August 31, 2023 = **140**

**2022** **2023**

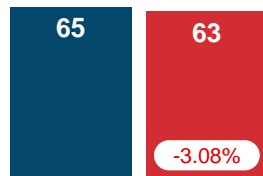
### AUGUST MARKET

### AVERAGE PRICES

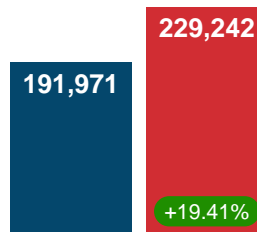
#### New Listings



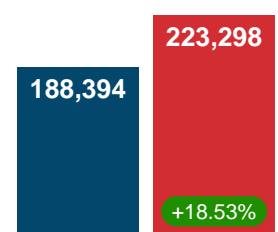
#### Pending Listings



#### List Price



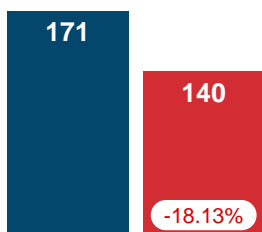
#### Sale Price



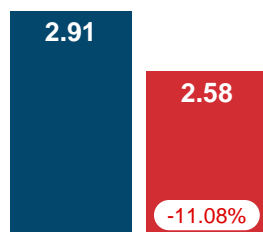
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

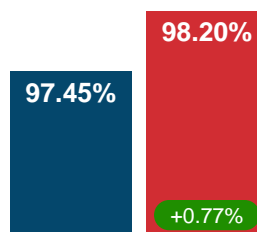
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

