

# August 2023



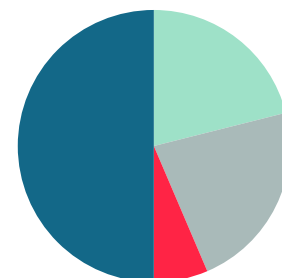
Area Delimited by County Of Muskogee - Residential Property Type



## 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%
Median List Price	169,990	162,900	-4.17%
Median Sale Price	165,000	160,000	-3.03%
Median Percent of Selling Price to List Price	100.00%	99.60%	-0.40%
Median Days on Market to Sale	7.00	21.00	200.00%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **3.03%** in August 2023 to \$160,000 versus the previous year at \$165,000.

#### Median Days on Market Lengthens

The median number of **21.00** days that homes spent on the market before selling increased by 14.00 days or **200.00%** in August 2023 compared to last year's same month at **7.00** DOM.

#### Sales Success for August 2023 is Positive

Overall, with Median Prices falling 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>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

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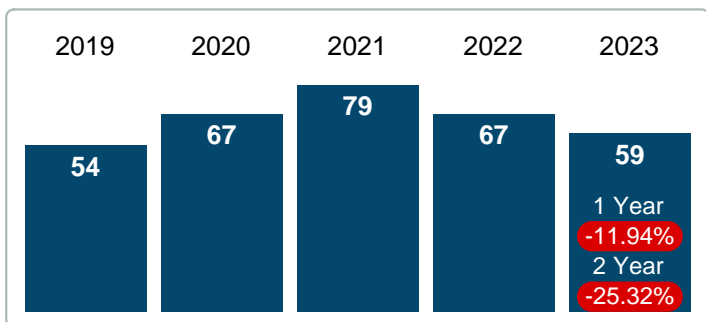
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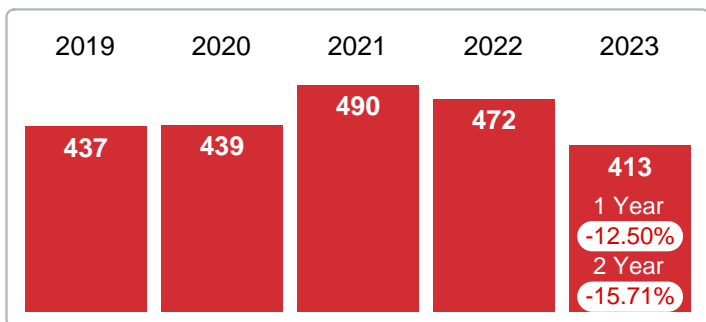
## CLOSED LISTINGS

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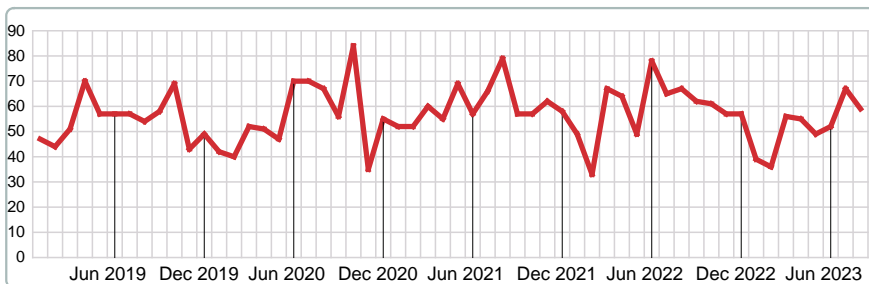
### AUGUST



### YEAR TO DATE (YTD)

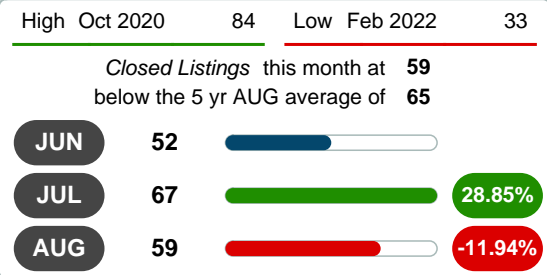


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 65



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.78%	19.0	1	3	0	0
\$50,001 - \$75,000	3	5.08%	3.0	2	1	0	0
\$75,001 - \$125,000	12	20.34%	6.5	2	10	0	0
\$125,001 - \$200,000	17	28.81%	22.0	1	12	4	0
\$200,001 - \$225,000	6	10.17%	27.5	1	3	2	0
\$225,001 - \$375,000	11	18.64%	30.0	0	8	3	0
\$375,001 and up	6	10.17%	57.0	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>21.0</b>	<b>713.00K</b>	<b>8.50M</b>	<b>2.22M</b>	<b>1.74M</b>
<b>Median Closed Price</b>	<b>\$160,000</b>			<b>\$97,500</b>	<b>\$155,000</b>	<b>\$220,000</b>	<b>\$615,000</b>

# August 2023



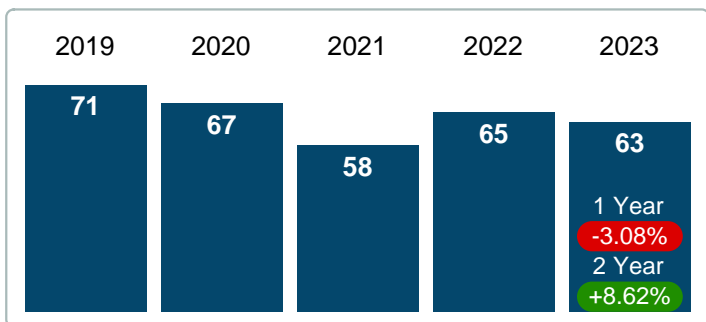
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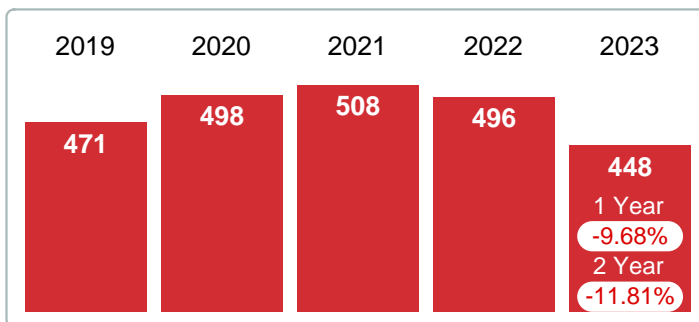
## PENDING LISTINGS

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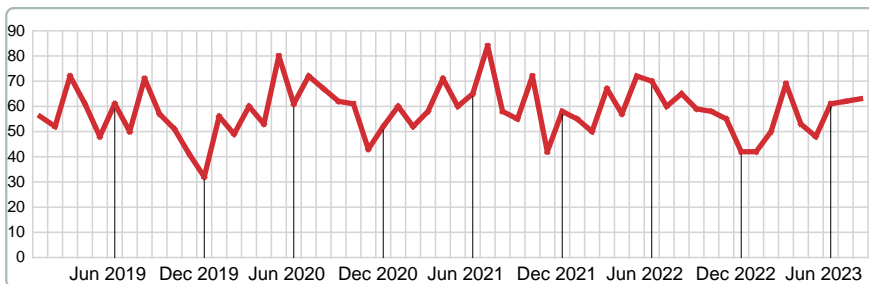
### AUGUST



### YEAR TO DATE (YTD)

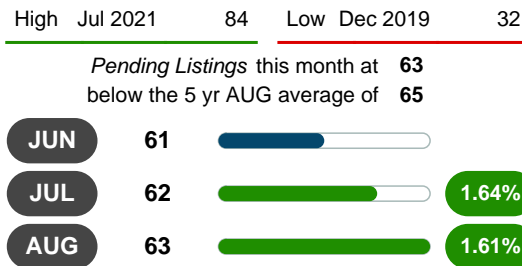


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 65



### 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	6	9.52%	16.5	1	5	0	0
\$50,001 - \$90,000	8	12.70%	13.5	4	4	0	0
\$90,001 - \$120,000	8	12.70%	10.5	3	5	0	0
\$120,001 - \$190,000	15	23.81%	17.0	1	10	4	0
\$190,001 - \$220,000	9	14.29%	62.0	1	7	1	0
\$220,001 - \$340,000	10	15.87%	53.0	0	5	4	1
\$340,001 and up	7	11.11%	68.0	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>22.0</b>	<b>995.85K</b>	<b>5.79M</b>	<b>3.83M</b>	<b>874.00K</b>
<b>Median Listing Price</b>	<b>\$149,000</b>			<b>\$93,400</b>	<b>\$138,700</b>	<b>\$274,900</b>	<b>\$437,000</b>

# August 2023



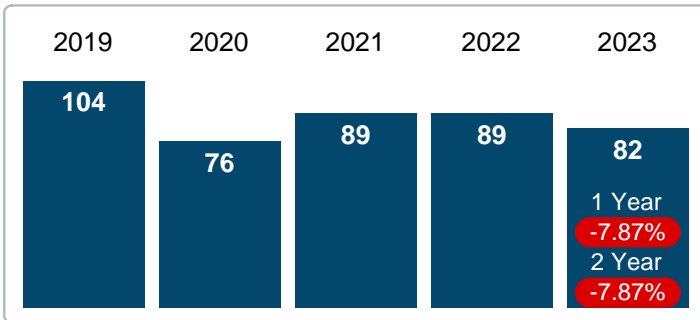
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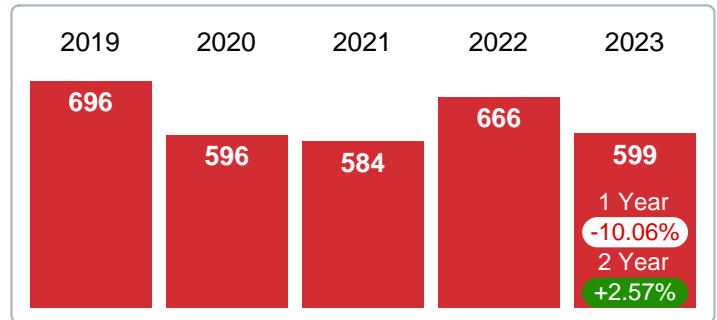
## NEW LISTINGS

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

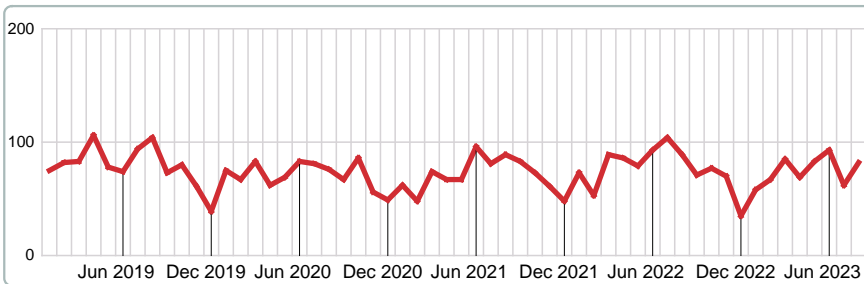
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 88

High Apr 2019 106 Low Dec 2022 35

New Listings this month at **82**  
below the 5 yr AUG average of **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 - \$125,000	7	8.54%	3	4	0	0
\$125,001 - \$200,000	26	31.71%	5	14	7	0
\$200,001 - \$275,000	9	10.98%	0	8	1	0
\$275,001 - \$375,000	12	14.63%	0	1	11	0
\$375,001 and up	10	12.20%	0	6	2	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>Median New Listed Listing Price</b>	<b>\$159,700</b>		<b>\$110,700</b>	<b>\$153,700</b>	<b>\$289,000</b>	<b>\$585,750</b>

# August 2023



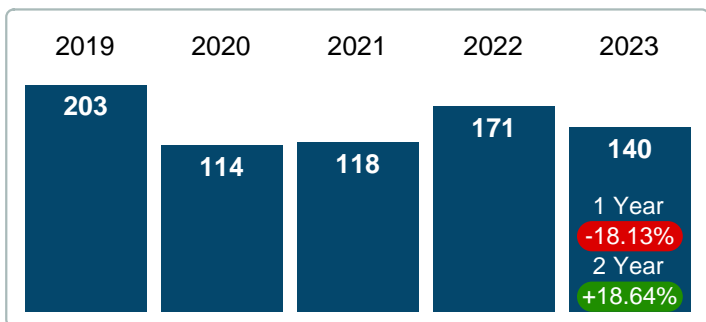
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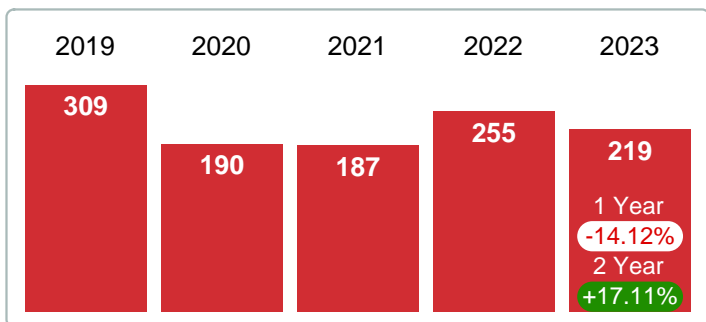
## ACTIVE INVENTORY

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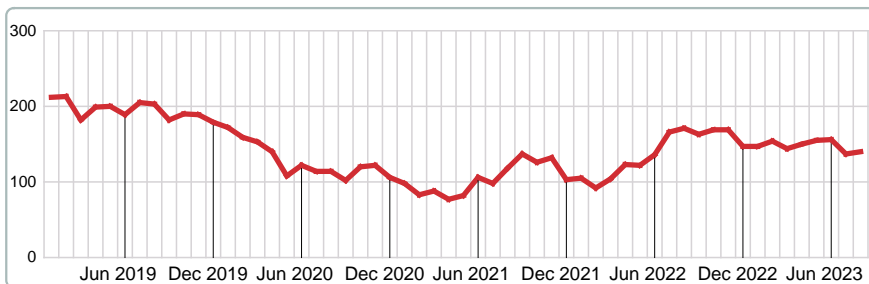
### END OF AUGUST



### ACTIVE DURING AUGUST

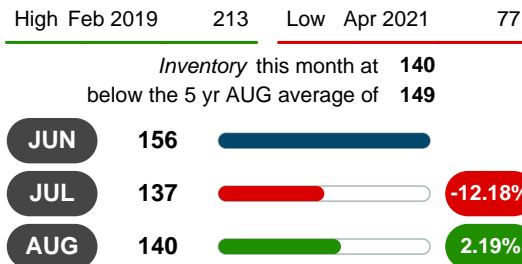


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 149



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	7.14%	26.5	4	4	2	0
\$75,001 - \$125,000	18	12.86%	51.0	5	12	1	0
\$125,001 - \$150,000	17	12.14%	33.0	2	13	2	0
\$150,001 - \$250,000	40	28.57%	43.0	5	30	5	0
\$250,001 - \$325,000	20	14.29%	31.0	1	10	9	0
\$325,001 - \$475,000	19	13.57%	49.0	0	6	10	3
\$475,001 and up	16	11.43%	88.5	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>44.5</b>	<b>2.23M</b>	<b>19.13M</b>	<b>11.05M</b>	<b>4.45M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$196,495</b>			<b>\$124,900</b>	<b>\$185,000</b>	<b>\$320,000</b>	<b>\$494,450</b>

# August 2023



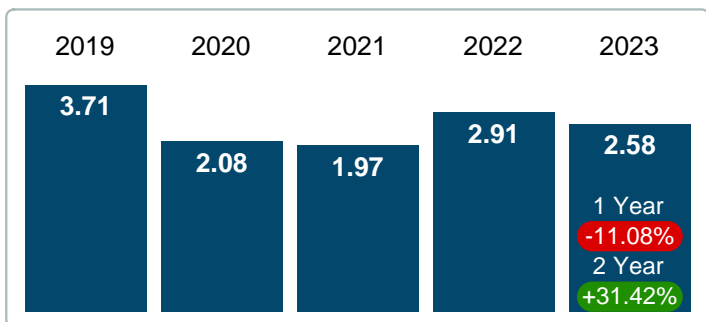
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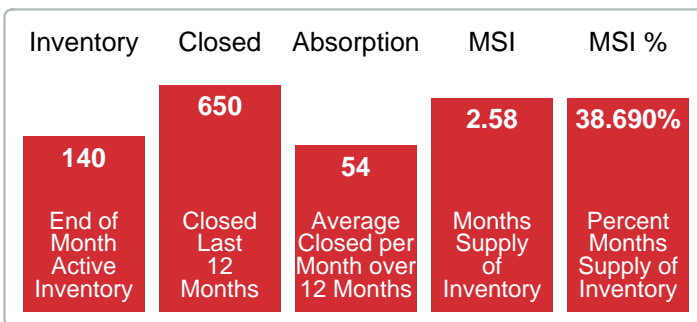
## MONTHS SUPPLY of INVENTORY (MSI)

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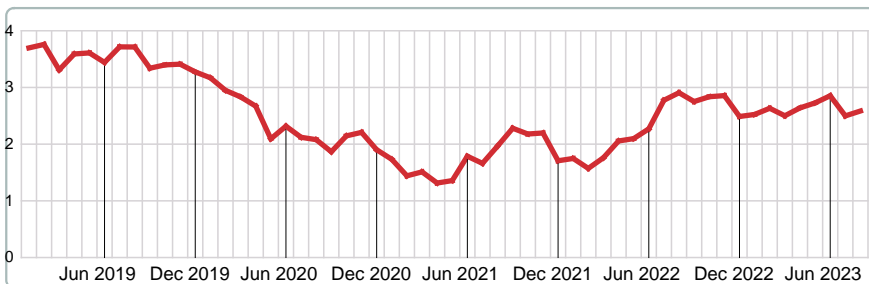
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2023

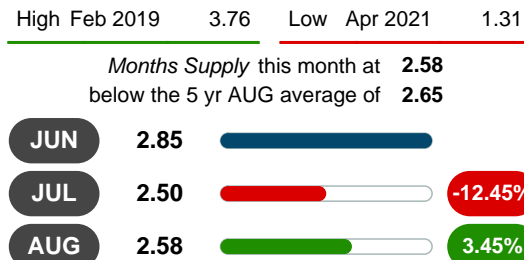


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



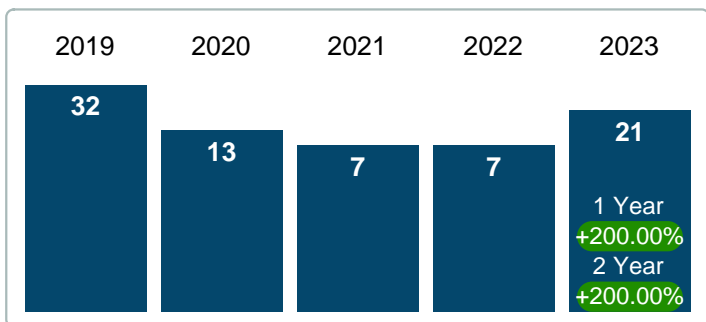
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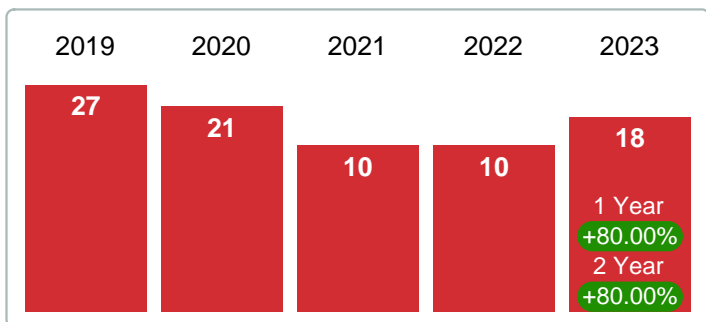
## MEDIAN DAYS ON MARKET TO SALE

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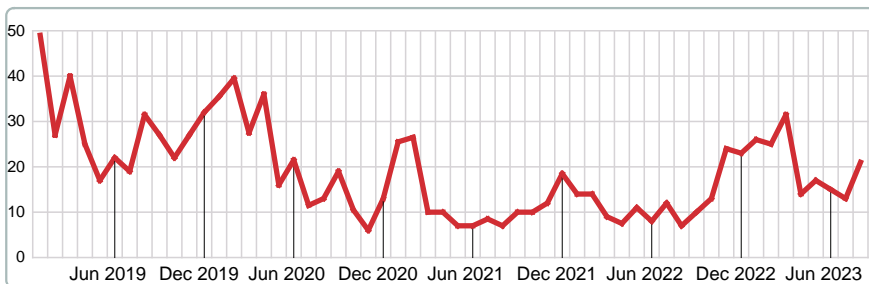
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 16

High Jan 2019 49 Low Nov 2020 6

Median Days on Market to Sale this month at 21 above the 5 yr AUG average of 16



### 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
\$50,000 and less	6.78%	19	212	9	0	0
\$50,001 - \$75,000	5.08%	3	9	3	0	0
\$75,001 - \$125,000	20.34%	7	6	8	0	0
\$125,001 - \$200,000	28.81%	22	27	20	17	0
\$200,001 - \$225,000	10.17%	28	3	34	92	0
\$225,001 - \$375,000	18.64%	30	0	31	25	0
\$375,001 and up	10.17%	57	0	50	43	71
Median Closed DOM		21	6	21	24	71
Total Closed Units	100%	21.0	7	39	10	3
Total Closed Volume		13,174,600	713.00K	8.50M	2.22M	1.74M

# August 2023



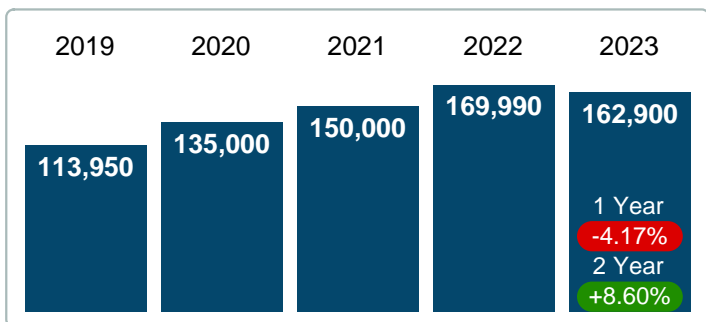
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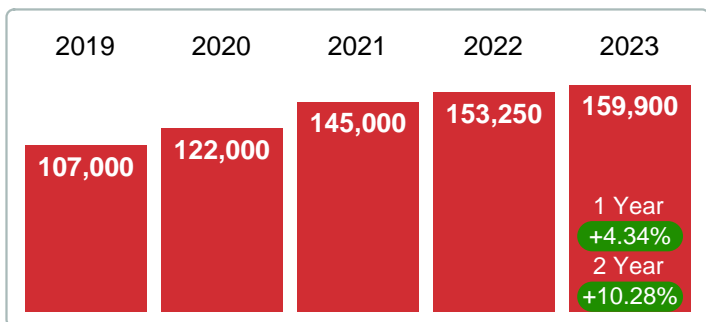
## MEDIAN LIST PRICE AT CLOSING

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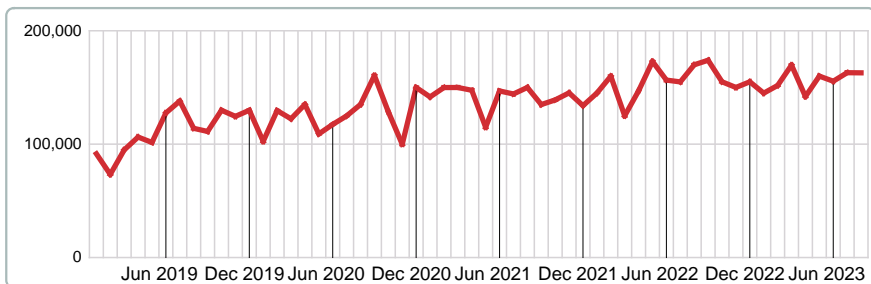
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

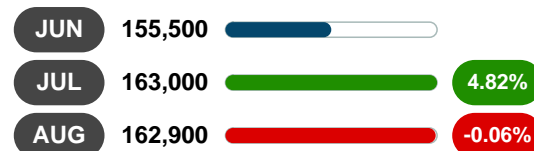


### 3 MONTHS

5 year AUG AVG = 146,368

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

Median List Price at Closing this month at **162,900**  
 above the 5 yr AUG average of **146,368**



### 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
\$50,000 and less	6.78%	39,450	24,900	44,900	0	0
\$50,001 - \$75,000	5.08%	69,000	67,000	75,000	0	0
\$75,001 - \$125,000	25.42%	109,900	96,250	118,500	0	0
\$125,001 - \$200,000	25.42%	162,900	160,000	162,900	164,900	0
\$200,001 - \$225,000	3.39%	214,900	0	214,900	0	0
\$225,001 - \$375,000	23.73%	249,950	235,000	259,000	244,500	0
\$375,001 and up	10.17%	612,250		01,375,250	389,000	649,000
<b>Median List Price</b>		<b>162,900</b>	<b>95,000</b>	<b>159,000</b>	<b>217,450</b>	<b>649,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>162,900</b>	<b>7</b>	<b>39</b>	<b>10</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>13,525,280</b>	<b>746.40K</b>	<b>8.71M</b>	<b>2.26M</b>	<b>1.81M</b>



# August 2023



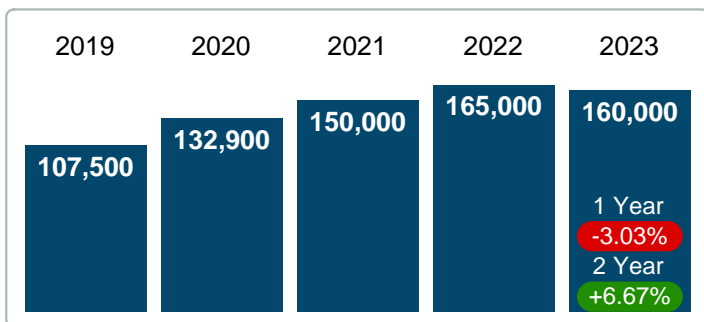
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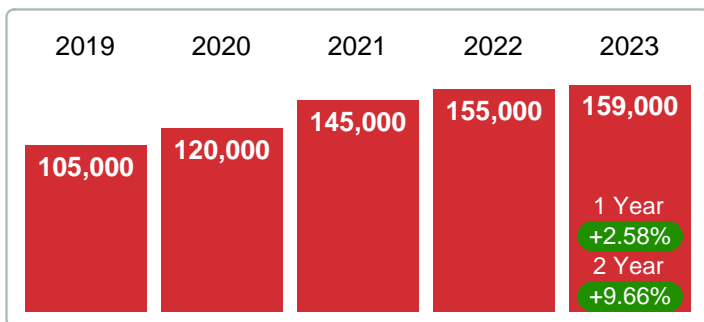
## MEDIAN SOLD PRICE AT CLOSING

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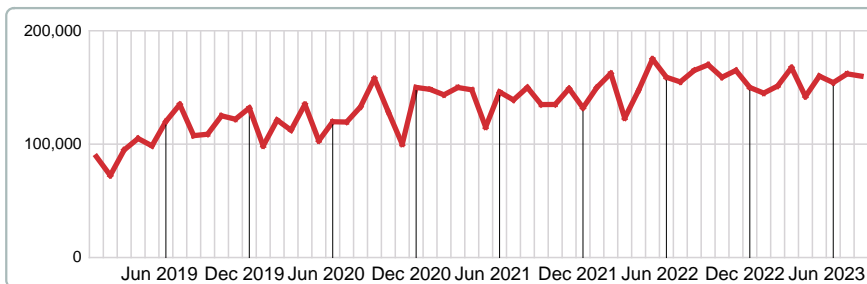
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

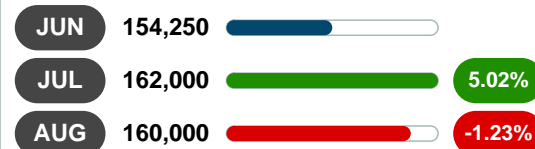


### 3 MONTHS

5 year AUG AVG = 143,080

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

Median Sold Price at Closing this month at 160,000 above the 5 yr AUG average of 143,080



### 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
\$50,000 and less	6.78%	35,250	15,000	42,000	0	0
\$50,001 - \$75,000	5.08%	65,000	60,750	75,000	0	0
\$75,001 - \$125,000	20.34%	98,250	98,250	103,450	0	0
\$125,001 - \$200,000	28.81%	155,000	155,000	157,450	151,000	0
\$200,001 - \$225,000	10.17%	222,000	225,000	224,000	220,000	0
\$225,001 - \$375,000	18.64%	255,000	0	262,500	246,500	0
\$375,001 and up	10.17%	582,500		01,275,000	385,000	615,000
<b>Median Sold Price</b>		<b>160,000</b>	<b>97,500</b>	<b>155,000</b>	<b>220,000</b>	<b>615,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>160,000</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



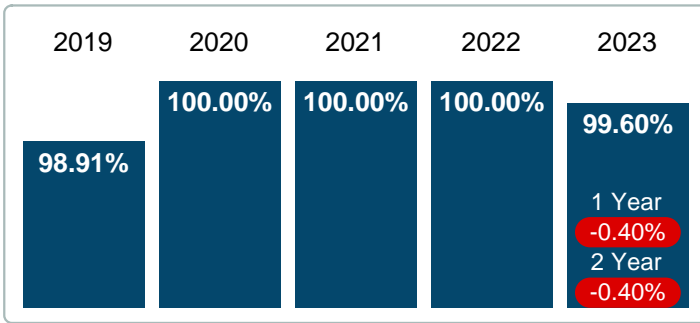
Area Delimited by County Of Muskogee - Residential Property Type



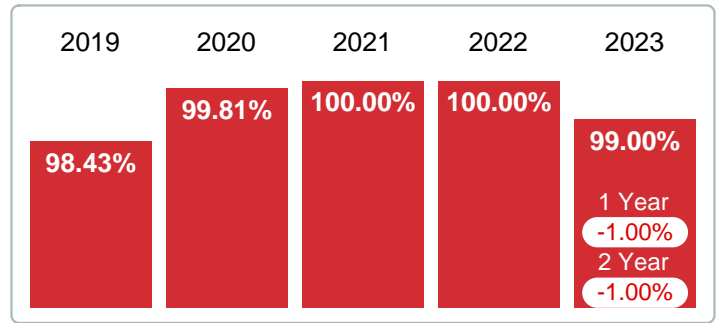
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

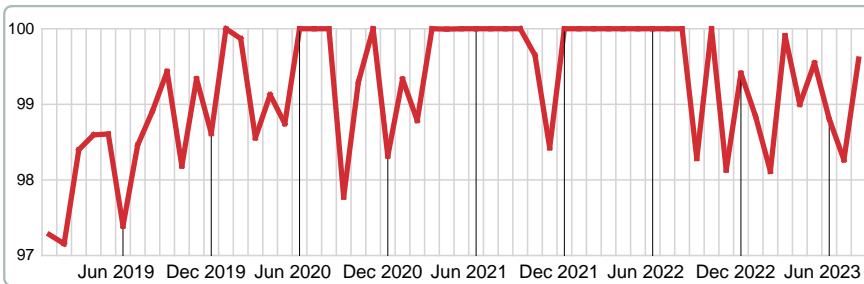
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

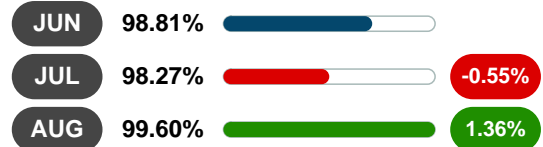


### 3 MONTHS

5 year AUG AVG = 99.70%

High Oct 2022 100.00% Low Feb 2019 97.16%

Median Sold/List Ratio this month at **99.60%**  
equal to 5 yr AUG average of **99.70%**



## 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
\$50,000 and less	4	6.78%	88.68%	60.24%	93.54%	0.00%	0.00%
\$50,001 - \$75,000	3	5.08%	94.20%	90.56%	100.00%	0.00%	0.00%
\$75,001 - \$125,000	12	20.34%	100.42%	102.11%	100.42%	0.00%	0.00%
\$125,001 - \$200,000	17	28.81%	100.00%	96.88%	100.00%	98.52%	0.00%
\$200,001 - \$225,000	6	10.17%	98.71%	95.74%	99.60%	99.03%	0.00%
\$225,001 - \$375,000	11	18.64%	100.00%	0.00%	100.00%	99.15%	0.00%
\$375,001 and up	6	10.17%	96.02%	0.00%	93.76%	98.97%	96.47%
Median Sold/List Ratio		99.60%		95.74%	100.00%	99.06%	96.47%
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



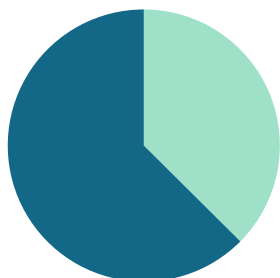
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

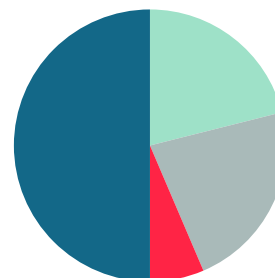


**Inventory**  
 New Listings  
**82 = 37.44%**  
 Start Inventory  
**137**  
 Total Inventory Units  
**219**  
 Volume  
**\$52,533,537**

### 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%
Median List Price	169,990	162,900	-4.17%	153,250	159,900	4.34%
Median Sale Price	165,000	160,000	-3.03%	155,000	159,000	2.58%
Median Percent of Selling Price to List Price	100.00%	99.60%	-0.40%	100.00%	99.00%	-1.00%
Median Days on Market to Sale	7.00	21.00	200.00%	10.00	18.00	80.00%
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

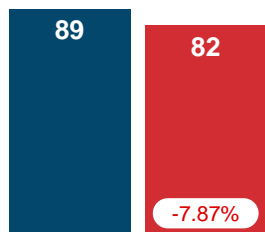
**Inventory** on August 31, 2023 = **140**

**2022** **2023**

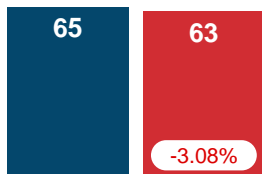
### AUGUST MARKET

### MEDIAN PRICES

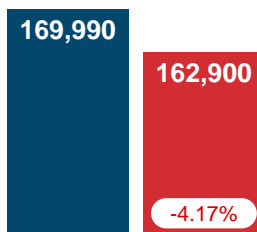
#### New Listings



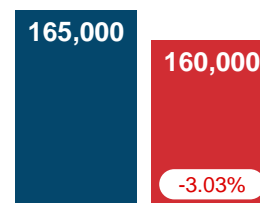
#### Pending Listings



#### List Price



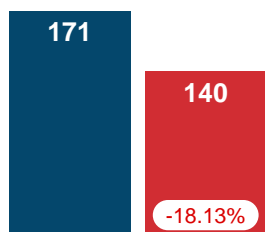
#### Sale Price



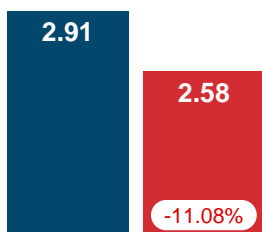
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

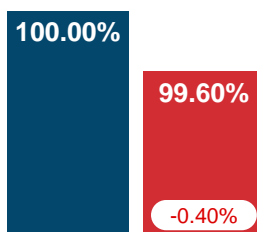
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

