

September 2023



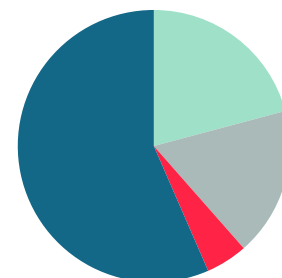
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2022	2023	+/-%
Closed Listings	62	59	-4.84%
Pending Listings	59	50	-15.25%
New Listings	71	80	12.68%
Average List Price	208,635	186,506	-10.61%
Average Sale Price	203,876	184,034	-9.73%
Average Percent of Selling Price to List Price	96.95%	99.10%	2.21%
Average Days on Market to Sale	25.66	28.10	9.51%
End of Month Inventory	163	160	-1.84%
Months Supply of Inventory	2.75	2.97	7.87%



■ Closed (20.85%)
■ Pending (17.67%)
■ Other OffMarket (4.95%)
■ Active (56.54%)

Absorption: Last 12 months, an Average of **54** Sales/Month
Active Inventory as of September 30, 2023 = **160**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2023 decreased **1.84%** to 160 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 **2.97** 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 **9.73%** in September 2023 to \$184,034 versus the previous year at \$203,876.

Average Days on Market Lengthens

The average number of **28.10** days that homes spent on the market before selling increased by 2.44 days or **9.51%** in September 2023 compared to last year's same month at **25.66** DOM.

Sales Success for September 2023 is Positive

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

There were 80 New Listings in September 2023, up **12.68%** from last year at 71. Furthermore, there were 59 Closed Listings this month versus last year at 62, a **-4.84%** decrease.

Closed versus Listed trends yielded a **73.8%** ratio, down from previous year's, September 2022, at **87.3%**, a **15.54%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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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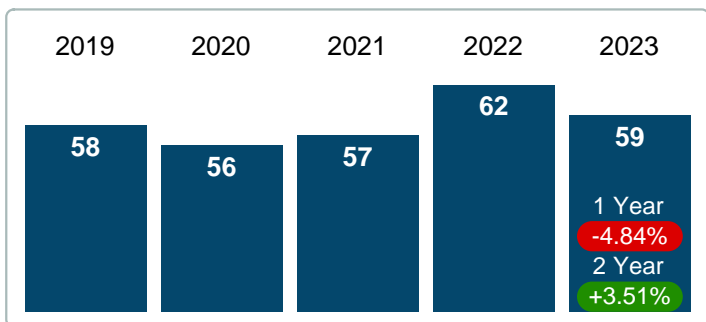
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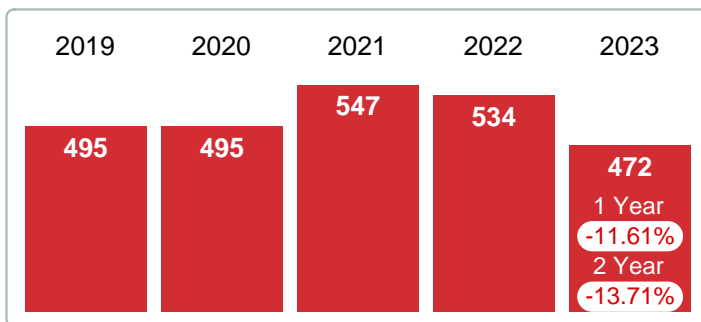
CLOSED LISTINGS

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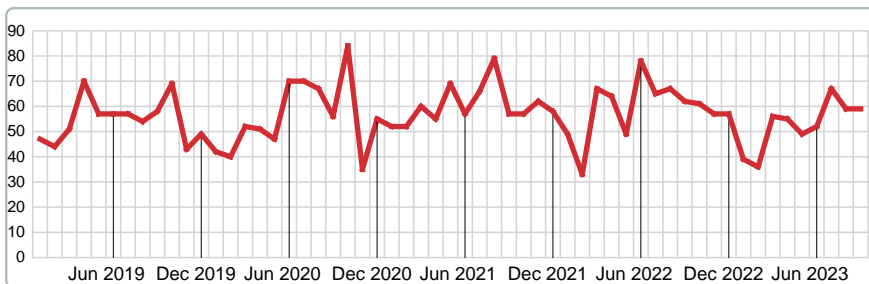
SEPTEMBER



YEAR TO DATE (YTD)

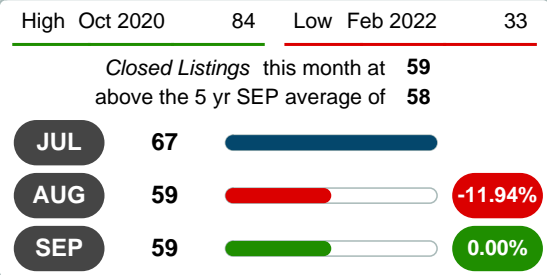


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 58



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	5	8.47%	12.6	1	3	1	0
\$50,001 - \$100,000	7	11.86%	19.3	2	5	0	0
\$100,001 - \$125,000	6	10.17%	17.3	3	3	0	0
\$125,001 - \$175,000	11	18.64%	38.5	2	8	1	0
\$175,001 - \$250,000	16	27.12%	26.9	1	9	6	0
\$250,001 - \$325,000	8	13.56%	40.3	0	4	4	0
\$325,001 and up	6	10.17%	29.8	0	3	3	0
Total Closed Units	59			9	35	15	0
Total Closed Volume	10,857,999	100%	28.1	1.00M	6.30M	3.56M	0.00B
Average Closed Price	\$184,034			\$111,533	\$179,891	\$237,200	\$0

September 2023



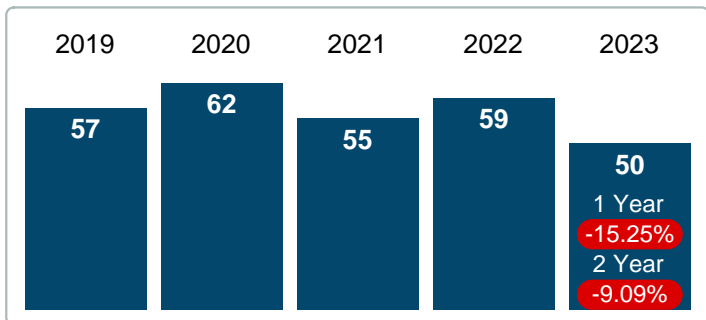
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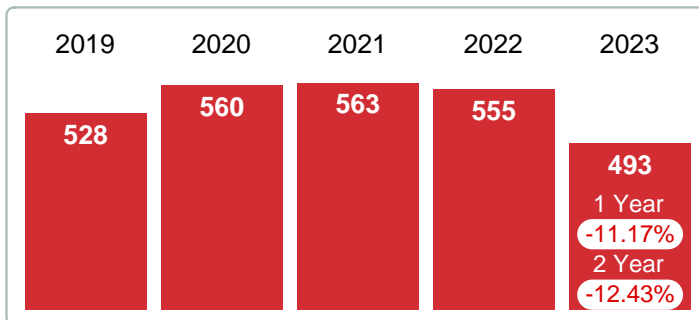
PENDING LISTINGS

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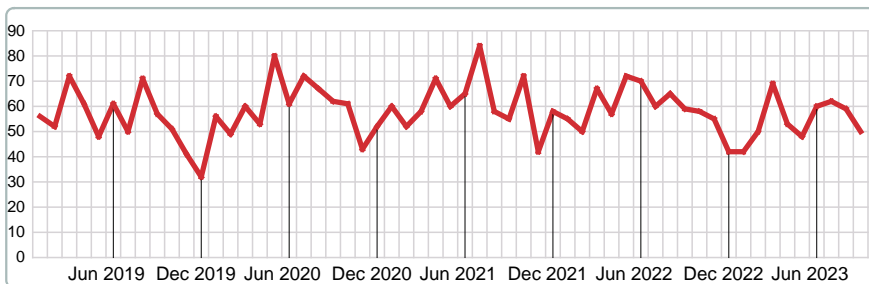
SEPTEMBER



YEAR TO DATE (YTD)

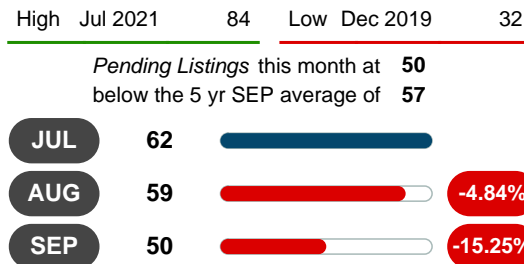


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 57



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	2	4.00%	12.5	0	0	2	0
\$50,001 - \$100,000	8	16.00%	26.1	2	6	0	0
\$100,001 - \$150,000	8	16.00%	45.0	3	5	0	0
\$150,001 - \$175,000	7	14.00%	9.6	1	6	0	0
\$175,001 - \$225,000	10	20.00%	50.2	0	9	1	0
\$225,001 - \$350,000	9	18.00%	42.6	1	6	2	0
\$350,001 and up	6	12.00%	70.3	0	0	3	3
Total Pending Units	50			7	32	8	3
Total Pending Volume	10,515,680	100%	35.5	894.30K	5.39M	2.60M	1.63M
Average Listing Price	\$177,050			\$127,757	\$168,290	\$325,325	\$544,500

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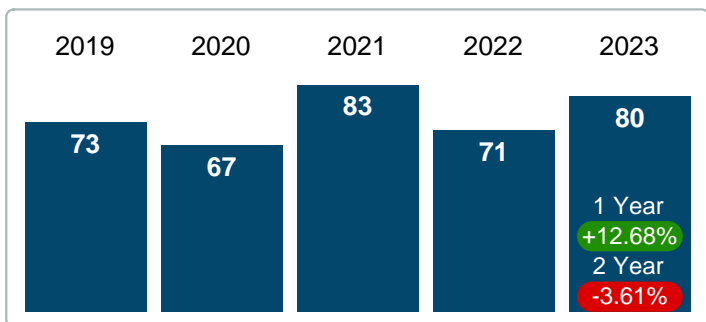
Area Delimited by County Of Muskogee - Residential Property Type



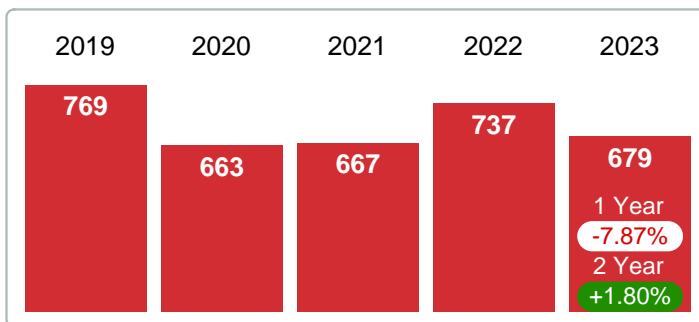
NEW LISTINGS

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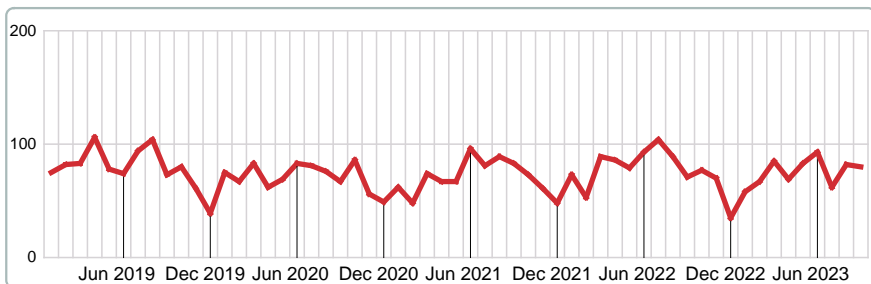
SEPTEMBER



YEAR TO DATE (YTD)

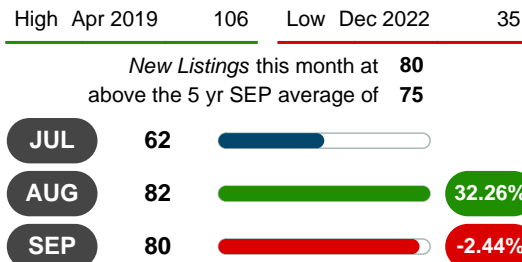


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 75



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	8.75%	1	5	1	0
\$50,001 - \$100,000	9	11.25%	2	7	0	0
\$100,001 - \$150,000	12	15.00%	2	9	0	1
\$150,001 - \$175,000	16	20.00%	0	13	3	0
\$175,001 - \$225,000	17	21.25%	0	17	0	0
\$225,001 - \$325,000	10	12.50%	1	7	1	1
\$325,001 and up	9	11.25%	0	3	4	2
Total New Listed Units	80		6	61	9	4
Total New Listed Volume	15,792,470	100%	662.30K	10.59M	2.80M	1.74M
Average New Listed Listing Price	\$159,000		\$110,383	\$173,583	\$310,743	\$436,225

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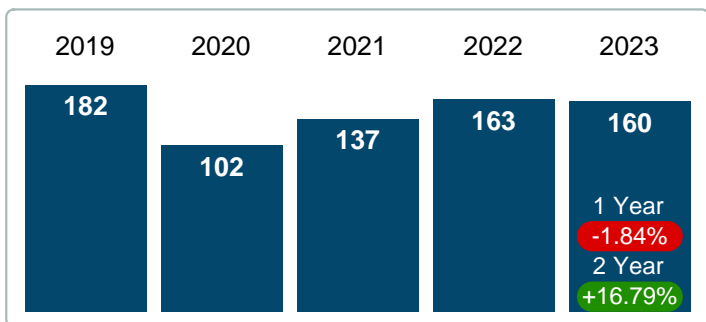
Area Delimited by County Of Muskogee - Residential Property Type



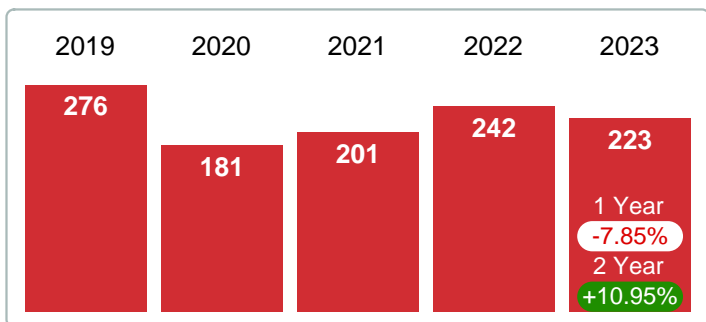
ACTIVE INVENTORY

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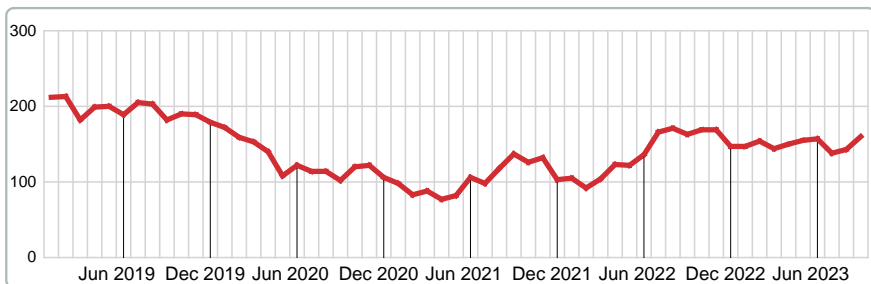
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

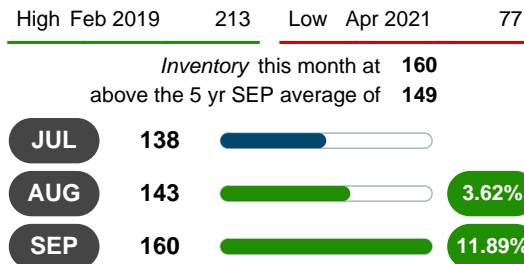


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP 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	15	9.38%	52.1	4	10	1	0
\$75,001 - \$125,000	18	11.25%	80.6	3	14	1	0
\$125,001 - \$150,000	20	12.50%	56.5	2	15	2	1
\$150,001 - \$225,000	45	28.13%	42.6	3	35	7	0
\$225,001 - \$300,000	24	15.00%	69.9	3	15	5	1
\$300,001 - \$425,000	21	13.13%	78.9	0	8	10	3
\$425,001 and up	17	10.63%	85.8	0	7	7	3
Total Active Inventory by Units	160			15	104	33	8
Total Active Inventory by Volume	38,154,747	100%	63.0	2.03M	21.34M	10.75M	4.03M
Average Active Inventory Listing Price	\$238,467			\$135,607	\$205,230	\$325,663	\$503,725

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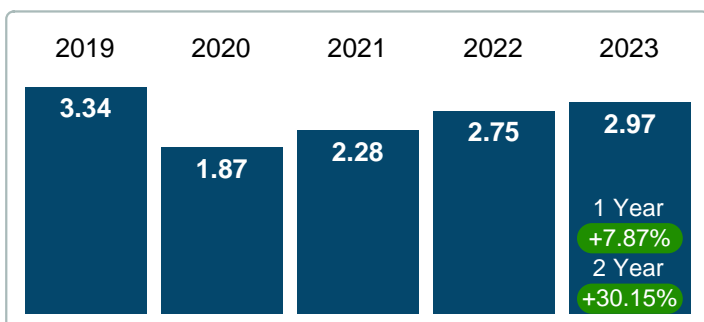
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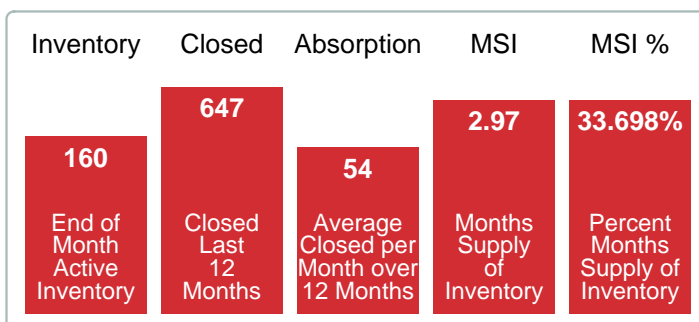
MONTHS SUPPLY of INVENTORY (MSI)

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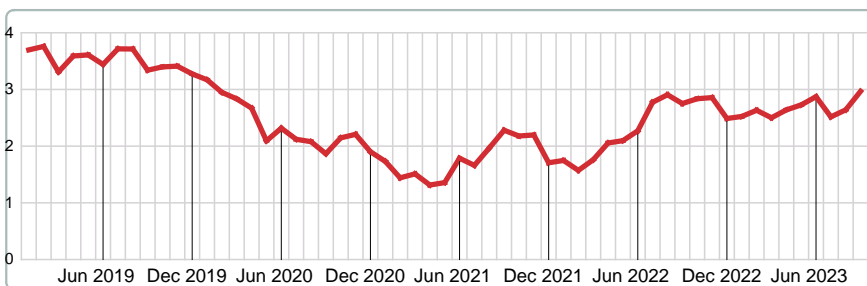
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2023

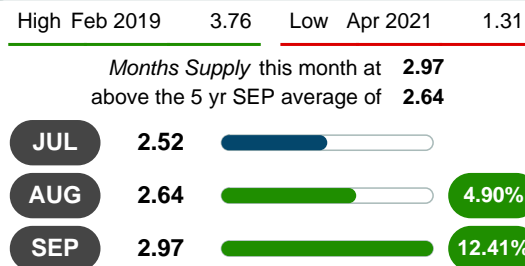


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2.64



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	15	9.38%	1.61	1.26	2.11	0.75	0.00
\$75,001 - \$125,000	18	11.25%	2.04	0.95	2.90	1.33	0.00
\$125,001 - \$150,000	20	12.50%	2.82	2.67	2.73	2.67	12.00
\$150,001 - \$225,000	45	28.13%	2.90	4.00	2.92	2.55	0.00
\$225,001 - \$300,000	24	15.00%	3.39	18.00	3.53	2.22	2.40
\$300,001 - \$425,000	21	13.13%	4.50	0.00	4.00	4.62	6.00
\$425,001 and up	17	10.63%	12.00	0.00	10.50	28.00	9.00
Market Supply of Inventory (MSI)			2.97	1.84	3.06	3.22	5.33
Total Active Inventory by Units		100%	2.97	15	104	33	8

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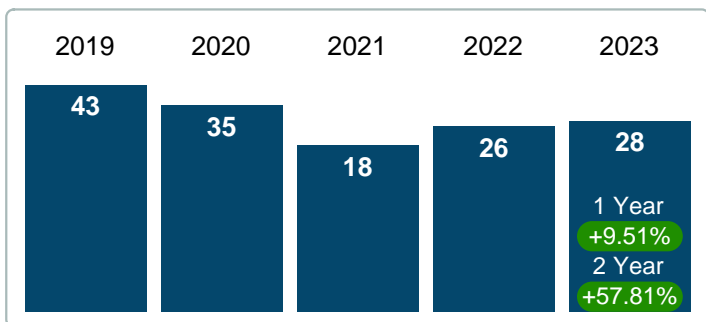
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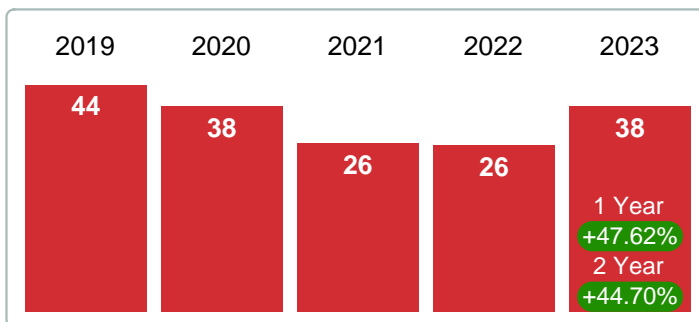
AVERAGE DAYS ON MARKET TO SALE

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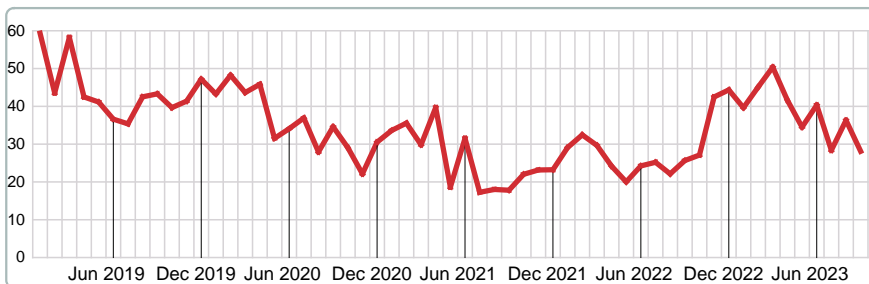
SEPTEMBER



YEAR TO DATE (YTD)

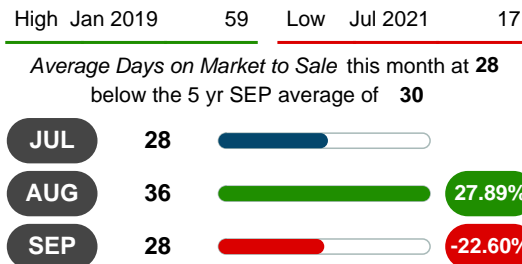


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 30



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	8.47%	13	11	13	14	0
\$50,001 - \$100,000	11.86%	19	8	24	0	0
\$100,001 - \$125,000	10.17%	17	18	17	0	0
\$125,001 - \$175,000	18.64%	39	40	27	126	0
\$175,001 - \$250,000	27.12%	27	17	32	21	0
\$250,001 - \$325,000	13.56%	40	0	44	37	0
\$325,001 and up	10.17%	30	0	29	31	0
Average Closed DOM		28	20	28	33	0
Total Closed Units	100%	28	9	35	15	
Total Closed Volume		10,857,999	1.00M	6.30M	3.56M	0.00B

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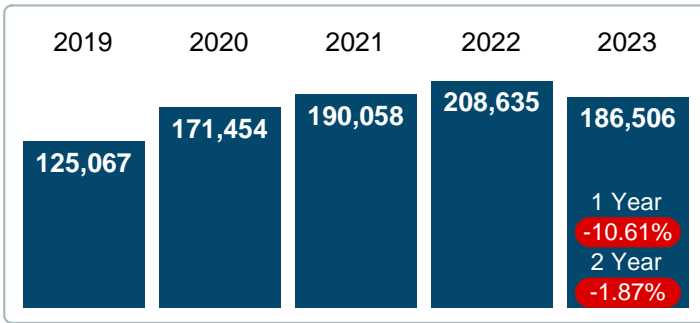
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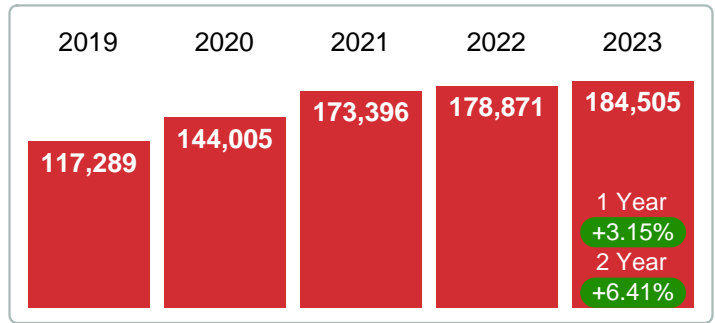
AVERAGE LIST PRICE AT CLOSING

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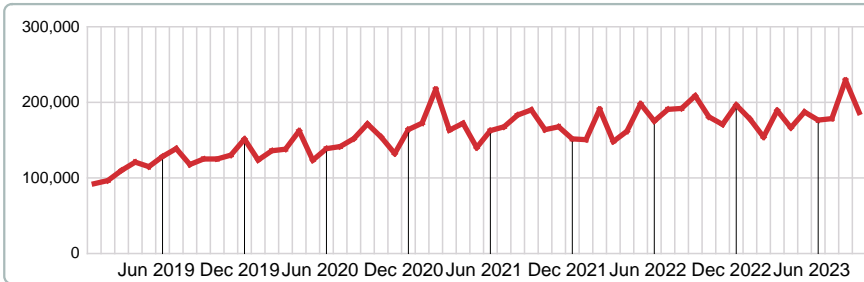
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

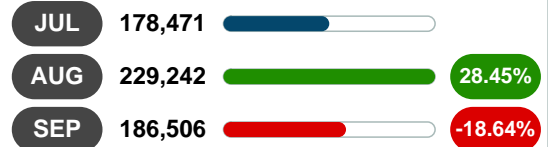


3 MONTHS

5 year SEP AVG = 176,344

High Aug 2023 229,242 Low Jan 2019 92,397

Average List Price at Closing this month at **186,506**
above the 5 yr SEP average of **176,344**



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	8.47%	39,140	32,900	40,267	42,000	0
\$50,001 - \$100,000	11.86%	80,600	83,450	79,460	0	0
\$100,001 - \$125,000	10.17%	118,092	113,383	122,800	0	0
\$125,001 - \$175,000	16.95%	143,820	139,900	144,800	180,000	0
\$175,001 - \$250,000	28.81%	204,200	199,999	210,344	199,717	0
\$250,001 - \$325,000	13.56%	281,600	0	273,500	289,700	0
\$325,001 and up	10.17%	395,500	0	441,333	349,667	0
Average List Price		186,506	113,305	181,600	241,873	0
Total Closed Units	100%	186,506	9	35	15	0
Total Closed Volume		11,003,849	1.02M	6.36M	3.63M	0.00B

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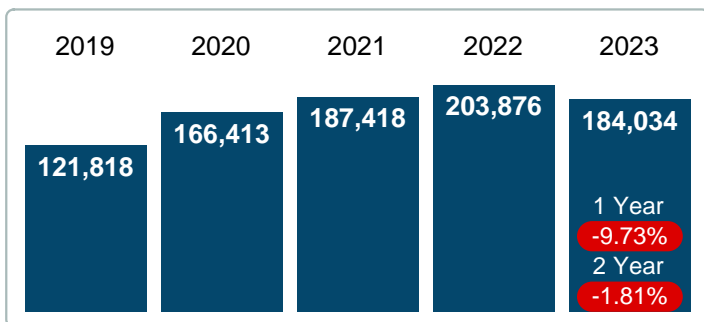
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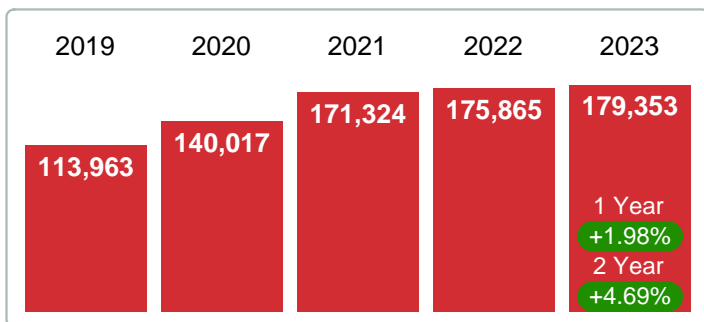
AVERAGE SOLD PRICE AT CLOSING

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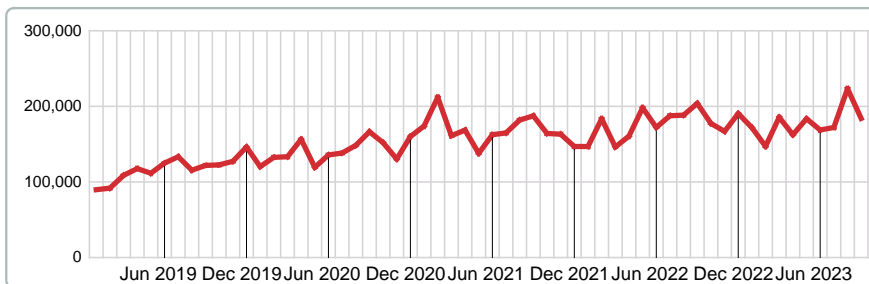
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

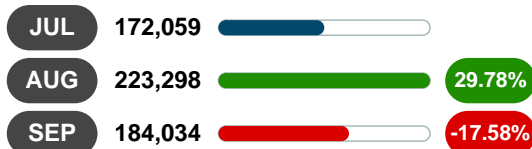


3 MONTHS

5 year SEP AVG = 172,711

High Aug 2023 223,298 Low Jan 2019 89,736

Average Sold Price at Closing this month at **184,034** above the 5 yr SEP average of **172,711**



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	8.47%	37,820	30,000	41,700	34,000	0
\$50,001 - \$100,000	11.86%	81,414	77,500	82,980	0	0
\$100,001 - \$125,000	10.17%	117,667	113,667	121,667	0	0
\$125,001 - \$175,000	18.64%	145,182	138,900	145,400	156,000	0
\$175,001 - \$250,000	27.12%	203,937	199,999	208,889	197,167	0
\$250,001 - \$325,000	13.56%	277,375	0	267,000	287,750	0
\$325,001 and up	10.17%	385,667	0	426,667	344,667	0
Average Sold Price		184,034	111,533	179,891	237,200	0
Total Closed Units	100%	184,034	9	35	15	0
Total Closed Volume		10,857,999	1.00M	6.30M	3.56M	0.00B

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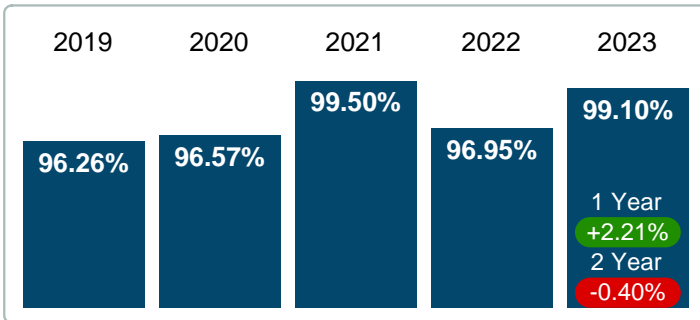
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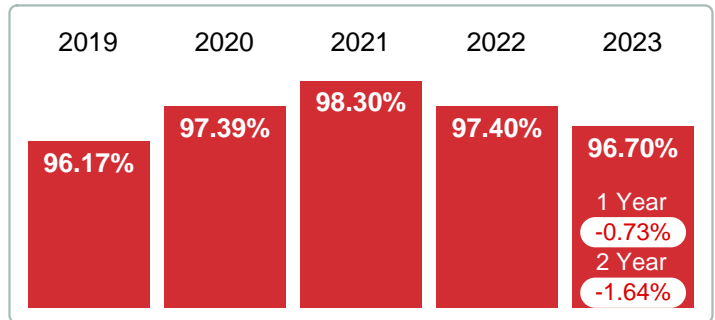
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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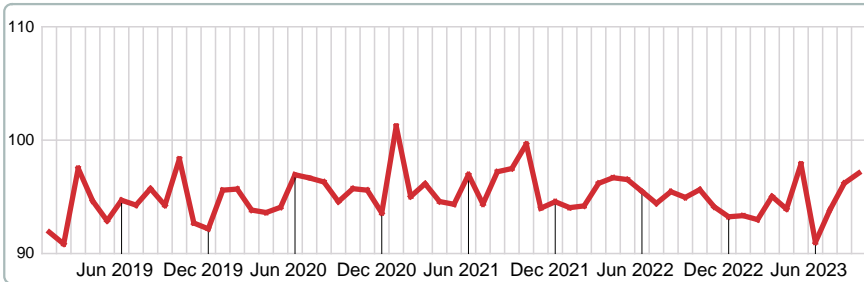
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

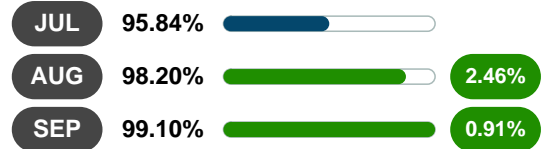


3 MONTHS

5 year SEP AVG = 97.67%

High Jan 2021 103.23% Low Feb 2019 92.84%

Average Sold/List Ratio this month at **99.10%**
above the 5 yr SEP average of **97.67%**



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	5	8.47%	96.53%	91.19%	103.50%	80.95%	0.00%
\$50,001 - \$100,000	7	11.86%	101.63%	92.90%	105.12%	0.00%	0.00%
\$100,001 - \$125,000	6	10.17%	99.67%	100.26%	99.08%	0.00%	0.00%
\$125,001 - \$175,000	11	18.64%	98.99%	99.33%	100.44%	86.67%	0.00%
\$175,001 - \$250,000	16	27.12%	99.37%	100.00%	99.58%	98.96%	0.00%
\$250,001 - \$325,000	8	13.56%	98.45%	0.00%	97.61%	99.30%	0.00%
\$325,001 and up	6	10.17%	98.02%	0.00%	97.36%	98.67%	0.00%
Average Sold/List Ratio			99.10%	97.38%	100.45%	96.97%	0.00%
Total Closed Units		100%	99.10%	9	35	15	
Total Closed Volume				1.00M	6.30M	3.56M	0.00B

September 2023



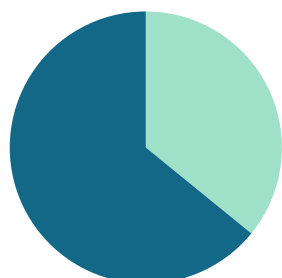
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

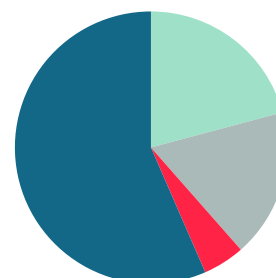


Inventory
 New Listings
80 = 35.87%
 Start Inventory
143
 Total Inventory Units
223
 Volume
\$52,327,327

Market Activity

Closed Sales
59 = 20.85%
 Pending Sales
50 = 17.67%
 Other Off Market
14 = 4.95%
 Active Inventory
160 = 56.54%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	62	59	-4.84%	534	472	-11.61%
Pending Sales	59	50	-15.25%	555	493	-11.17%
New Listings	71	80	12.68%	737	679	-7.87%
Average List Price	208,635	186,506	-10.61%	178,871	184,505	3.15%
Average Sale Price	203,876	184,034	-9.73%	175,865	179,353	1.98%
Average Percent of Selling Price to List Price	96.95%	99.10%	2.21%	97.40%	96.70%	-0.73%
Average Days on Market to Sale	25.66	28.10	9.51%	25.50	37.64	47.62%
Monthly Inventory	163	160	-1.84%	163	160	-1.84%
Months Supply of Inventory	2.75	2.97	7.87%	2.75	2.97	7.87%

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

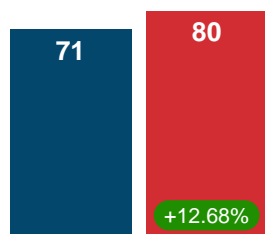
Inventory on September 30, 2023 = **160**

2022 **2023**

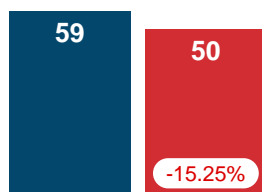
SEPTEMBER MARKET

AVERAGE PRICES

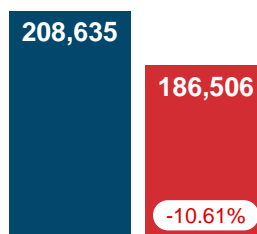
New Listings



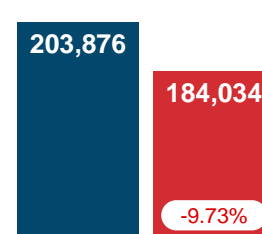
Pending Listings



List Price



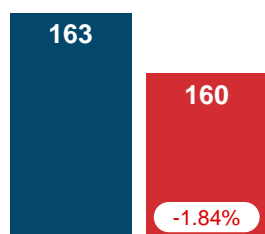
Sale Price



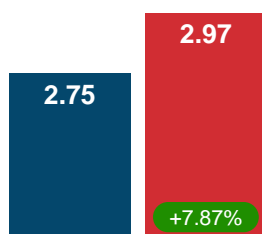
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

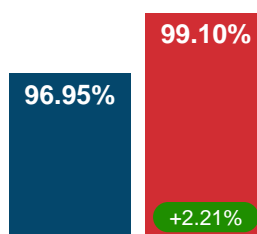
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

