

# September 2023



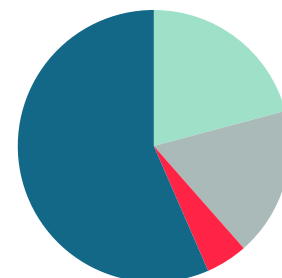
Area Delimited by County Of Muskogee - Residential Property Type



## 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%
Median List Price	174,000	179,900	3.39%
Median Sale Price	170,000	178,500	5.00%
Median Percent of Selling Price to List Price	98.28%	100.00%	1.75%
Median Days on Market to Sale	10.00	14.00	40.00%
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.

#### 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 **5.00%** in September 2023 to \$178,500 versus the previous year at \$170,000.

#### Median Days on Market Lengthens

The median number of **14.00** days that homes spent on the market before selling increased by 4.00 days or **40.00%** in September 2023 compared to last year's same month at **10.00** DOM.

#### Sales Success for September 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 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 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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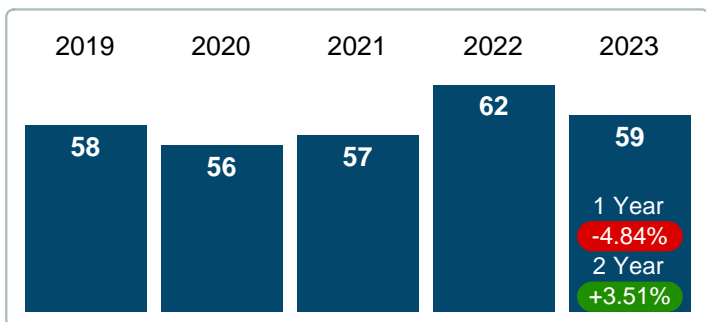
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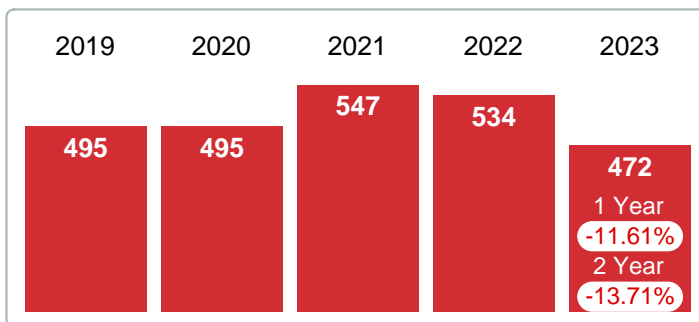
## CLOSED LISTINGS

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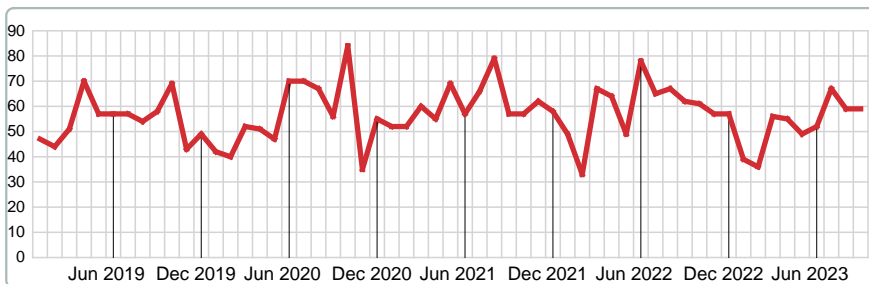
### SEPTEMBER



### YEAR TO DATE (YTD)

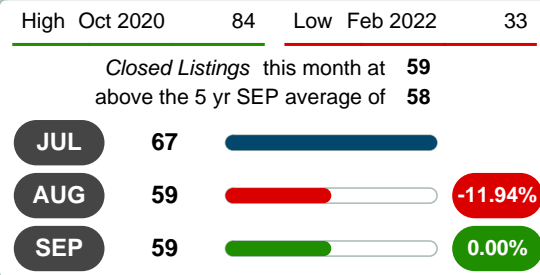


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 58



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	8.47%	14.0	1	3	1	0
\$50,001 - \$100,000	7	11.86%	14.0	2	5	0	0
\$100,001 - \$125,000	6	10.17%	14.5	3	3	0	0
\$125,001 - \$175,000	11	18.64%	14.0	2	8	1	0
\$175,001 - \$250,000	16	27.12%	15.0	1	9	6	0
\$250,001 - \$325,000	8	13.56%	20.0	0	4	4	0
\$325,001 and up	6	10.17%	23.5	0	3	3	0
<b>Total Closed Units</b>	<b>59</b>			<b>9</b>	<b>35</b>	<b>15</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>10,857,999</b>	<b>100%</b>	<b>14.0</b>	<b>1.00M</b>	<b>6.30M</b>	<b>3.56M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$178,500</b>			<b>\$114,000</b>	<b>\$159,000</b>	<b>\$225,000</b>	<b>\$0</b>

# September 2023



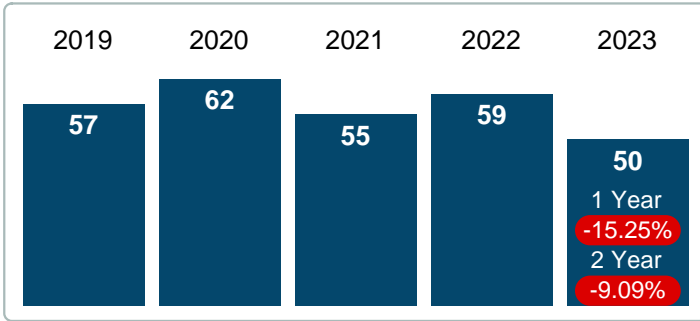
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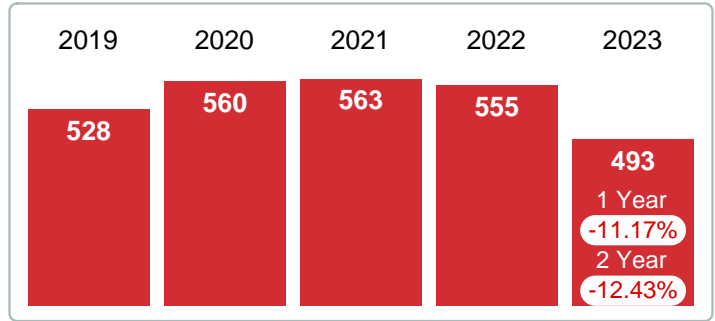
## PENDING LISTINGS

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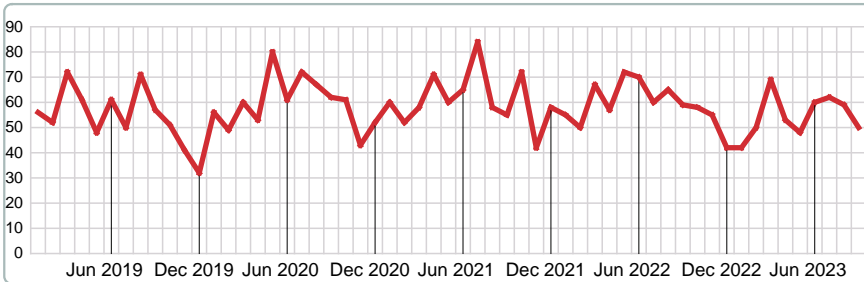
### SEPTEMBER



### YEAR TO DATE (YTD)

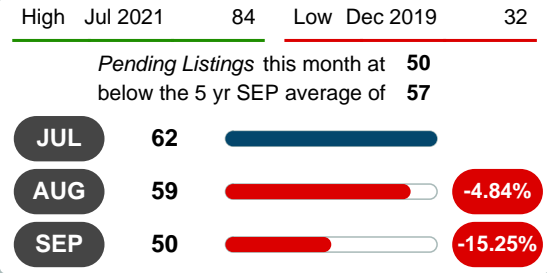


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 57



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	24.5	2	6	0	0
\$100,001 - \$150,000	8	16.00%	38.0	3	5	0	0
\$150,001 - \$175,000	7	14.00%	4.0	1	6	0	0
\$175,001 - \$225,000	10	20.00%	49.0	0	9	1	0
\$225,001 - \$350,000	9	18.00%	30.0	1	6	2	0
\$350,001 and up	6	12.00%	60.5	0	0	3	3
<b>Total Pending Units</b>	<b>50</b>			<b>7</b>	<b>32</b>	<b>8</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>10,515,680</b>	<b>100%</b>	<b>26.0</b>	<b>894.30K</b>	<b>5.39M</b>	<b>2.60M</b>	<b>1.63M</b>
<b>Median Listing Price</b>	<b>\$177,250</b>			<b>\$124,900</b>	<b>\$167,250</b>	<b>\$300,000</b>	<b>\$489,000</b>

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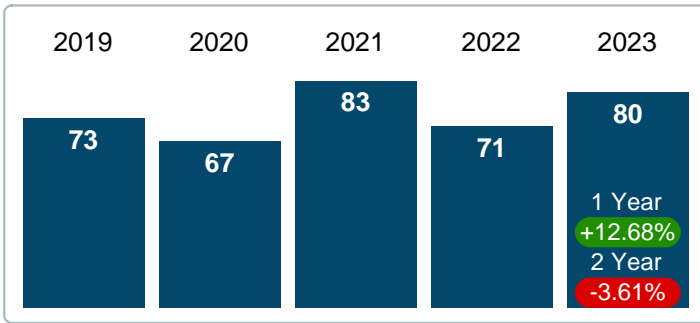
Area Delimited by County Of Muskogee - Residential Property Type



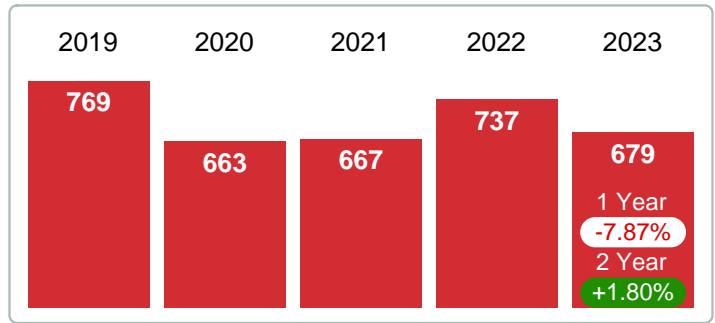
## NEW LISTINGS

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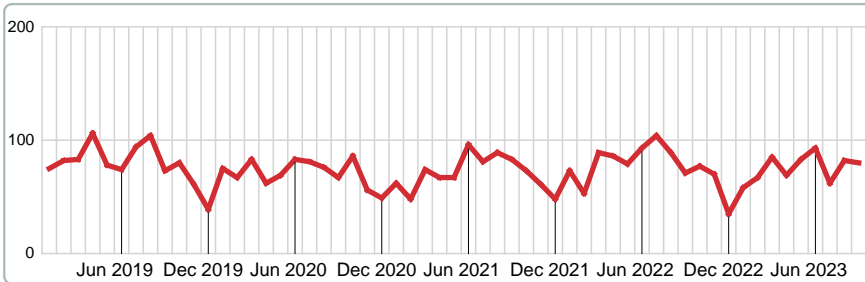
### SEPTEMBER



### YEAR TO DATE (YTD)

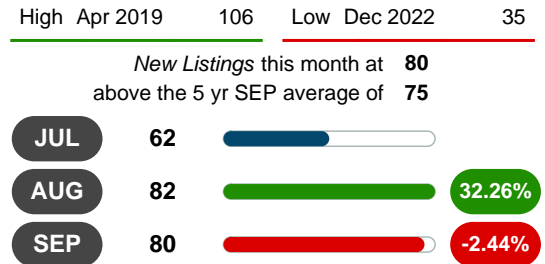


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>80</b>		<b>6</b>	<b>61</b>	<b>9</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>15,792,470</b>	<b>100%</b>	<b>662.30K</b>	<b>10.59M</b>	<b>2.80M</b>	<b>1.74M</b>
<b>Median New Listed Listing Price</b>	<b>\$166,000</b>		<b>\$100,950</b>	<b>\$165,000</b>	<b>\$234,990</b>	<b>\$355,000</b>

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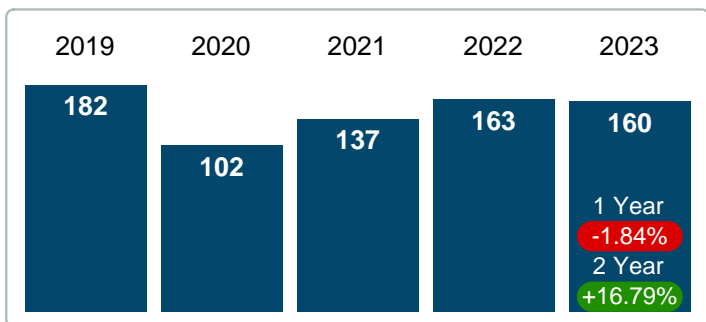
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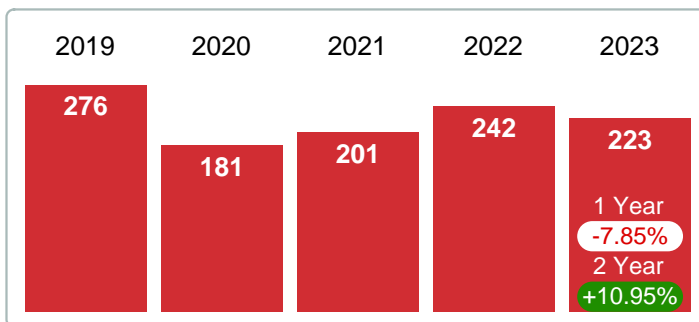
## ACTIVE INVENTORY

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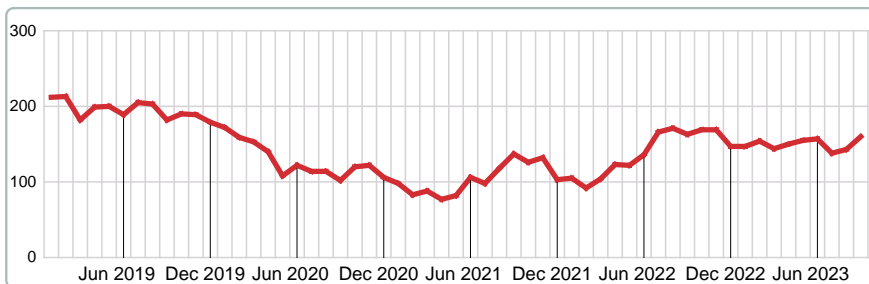
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

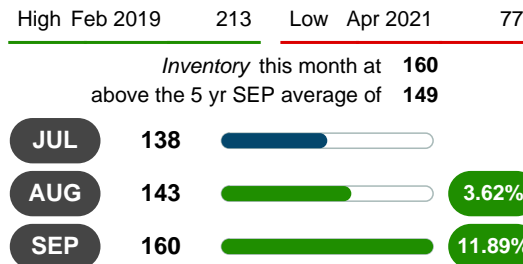


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 149



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	15	9.38%	17.0	4	10	1	0
\$75,001 - \$125,000	18	11.25%	66.5	3	14	1	0
\$125,001 - \$150,000	20	12.50%	35.5	2	15	2	1
\$150,001 - \$225,000	45	28.13%	24.0	3	35	7	0
\$225,001 - \$300,000	24	15.00%	44.0	3	15	5	1
\$300,001 - \$425,000	21	13.13%	57.0	0	8	10	3
\$425,001 and up	17	10.63%	70.0	0	7	7	3
<b>Total Active Inventory by Units</b>	<b>160</b>			<b>15</b>	<b>104</b>	<b>33</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>38,154,747</b>	<b>100%</b>	<b>44.5</b>	<b>2.03M</b>	<b>21.34M</b>	<b>10.75M</b>	<b>4.03M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$188,990</b>			<b>\$144,900</b>	<b>\$184,990</b>	<b>\$310,000</b>	<b>\$397,500</b>

# September 2023



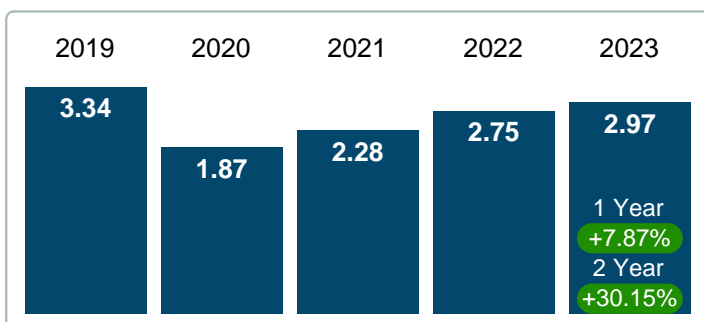
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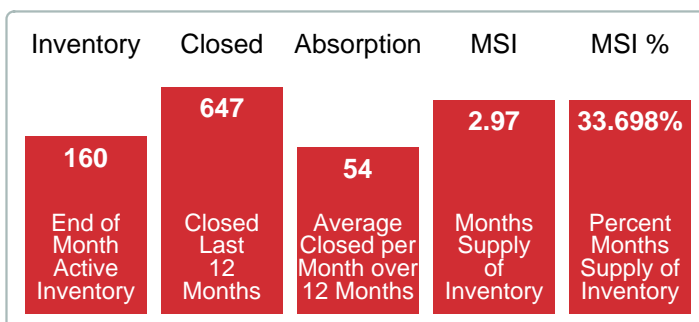
## MONTHS SUPPLY of INVENTORY (MSI)

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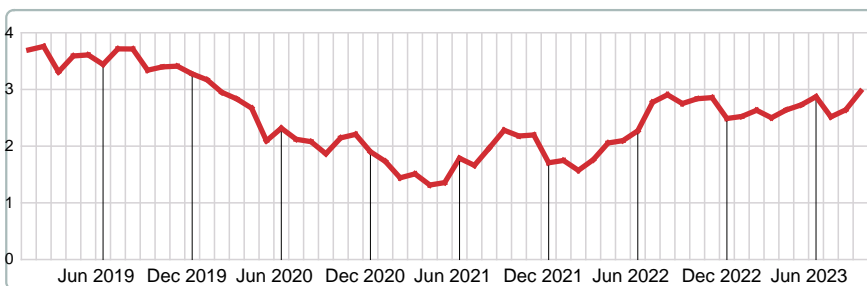
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2023



### 5 YEAR MARKET ACTIVITY TRENDS

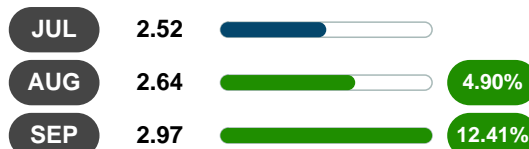


### 3 MONTHS

5 year SEP AVG = 2.64

High Feb 2019 3.76 Low Apr 2021 1.31

Months Supply this month at **2.97**  
above the 5 yr SEP average of **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

# September 2023



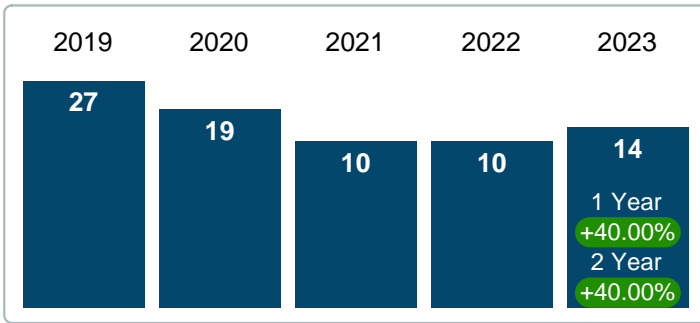
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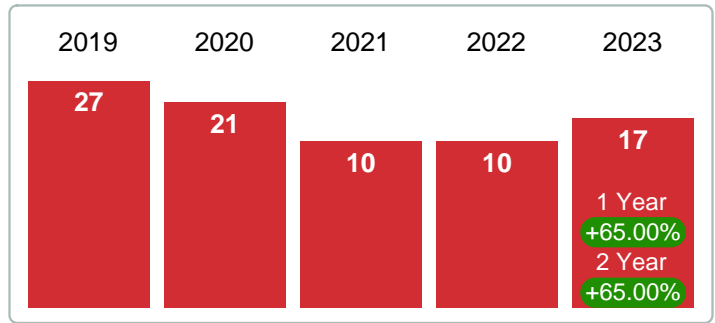
## MEDIAN DAYS ON MARKET TO SALE

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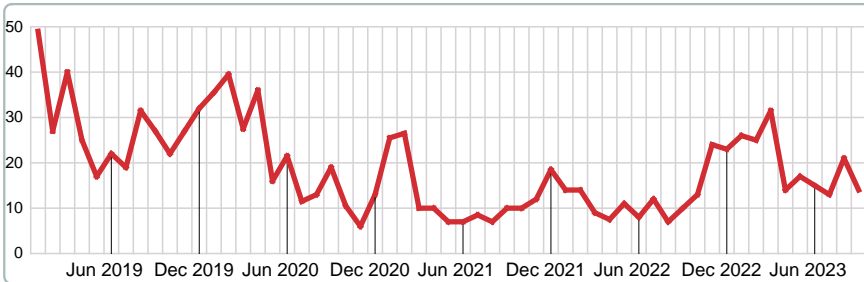
### SEPTEMBER



### YEAR TO DATE (YTD)

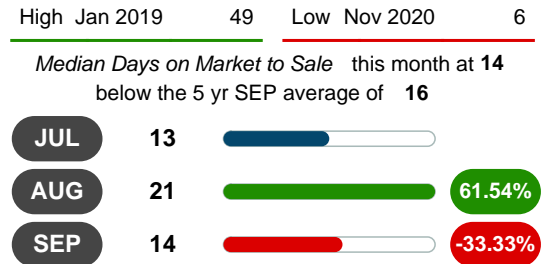


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 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	5	8.47%	14	11	15	14	0
\$50,001 - \$100,000	7	11.86%	14	8	14	0	0
\$100,001 - \$125,000	6	10.17%	15	15	14	0	0
\$125,001 - \$175,000	11	18.64%	14	40	12	126	0
\$175,001 - \$250,000	16	27.12%	15	17	27	13	0
\$250,001 - \$325,000	8	13.56%	20	0	42	19	0
\$325,001 and up	6	10.17%	24	0	14	33	0
Median Closed DOM			14	15	14	14	0
Total Closed Units		100%	14.0	9	35	15	
Total Closed Volume			10,857,999	1.00M	6.30M	3.56M	0.00B



# September 2023



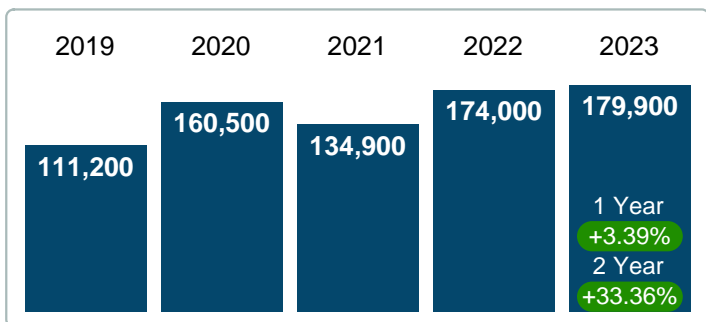
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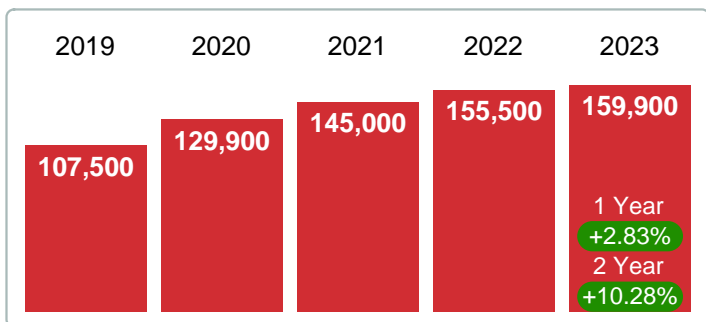
## MEDIAN LIST PRICE AT CLOSING

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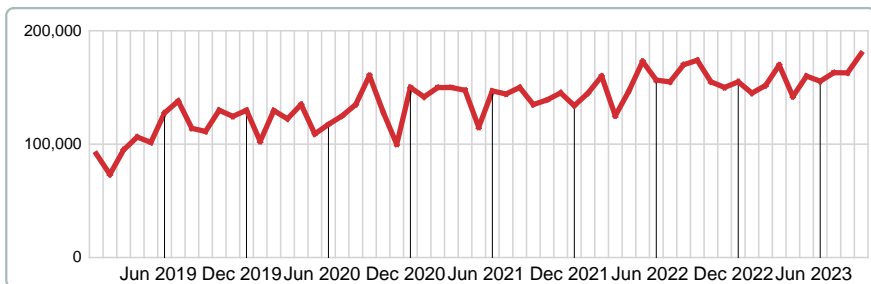
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 152,100

High Sep 2023 179,900    Low Feb 2019 73,300

Median List Price at Closing this month at **179,900**  
above the 5 yr SEP average of **152,100**

- JUL 163,000
- AUG 162,900 (-0.06%)
- SEP 179,900 (10.44%)

### 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	8.47%	39,900	32,900	39,900	42,000	0
\$50,001 - \$100,000	11.86%	80,000	83,450	75,000	0	0
\$100,001 - \$125,000	10.17%	117,200	112,900	123,500	0	0
\$125,001 - \$175,000	16.95%	147,000	139,900	147,000	0	0
\$175,001 - \$250,000	28.81%	199,999	199,999	215,000	180,000	0
\$250,001 - \$325,000	13.56%	274,950	0	270,000	286,950	0
\$325,001 and up	10.17%	357,500	0	385,000	349,000	0
<b>Median List Price</b>		<b>179,900</b>	<b>112,900</b>	<b>157,900</b>	<b>230,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>179,900</b>	<b>9</b>	<b>35</b>	<b>15</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>11,003,849</b>	<b>1.02M</b>	<b>6.36M</b>	<b>3.63M</b>	<b>0.00B</b>



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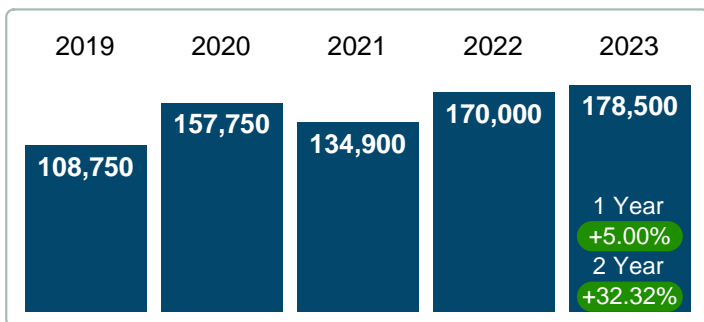
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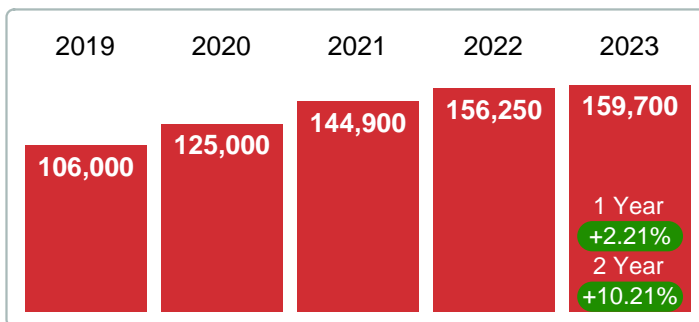
## MEDIAN SOLD PRICE AT CLOSING

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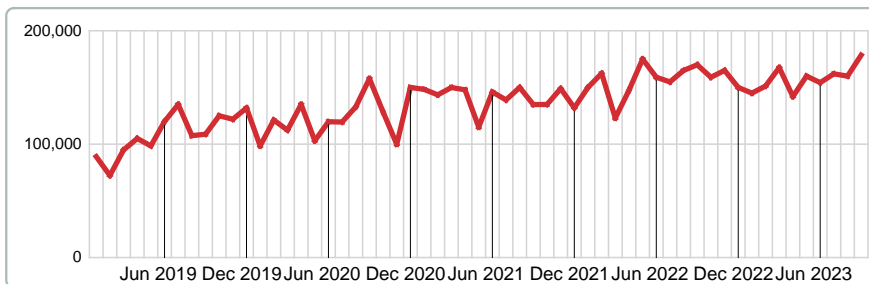
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

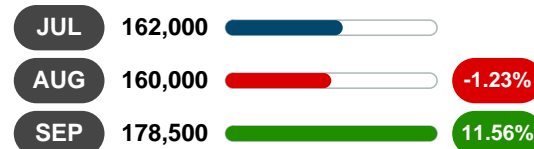


### 3 MONTHS

5 year SEP AVG = 149,980

High Sep 2023 178,500    Low Feb 2019 72,400

Median Sold Price at Closing this month at **178,500**  
above the 5 yr SEP average of **149,980**



### 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	8.47%	39,900	30,000	39,900	34,000	0
\$50,001 - \$100,000	11.86%	80,000	77,500	82,500	0	0
\$100,001 - \$125,000	10.17%	117,500	114,000	120,500	0	0
\$125,001 - \$175,000	18.64%	147,900	138,900	148,000	156,000	0
\$175,001 - \$250,000	27.12%	203,500	199,999	220,000	192,250	0
\$250,001 - \$325,000	13.56%	266,000	0	259,500	283,000	0
\$325,001 and up	10.17%	349,500	0	380,000	345,000	0
<b>Median Sold Price</b>		<b>178,500</b>	<b>114,000</b>	<b>159,000</b>	<b>225,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>178,500</b>	<b>9</b>	<b>35</b>	<b>15</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>10,857,999</b>	<b>1.00M</b>	<b>6.30M</b>	<b>3.56M</b>	<b>0.00B</b>

# September 2023



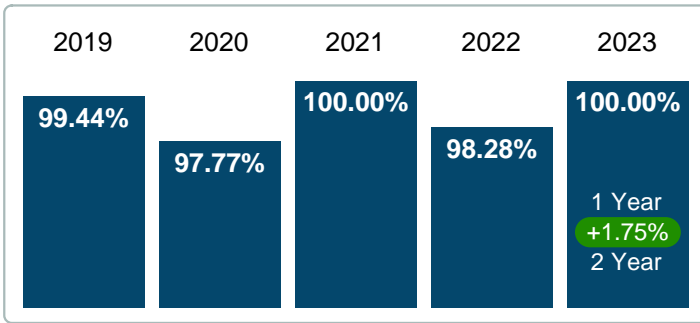
Area Delimited by County Of Muskogee - Residential Property Type



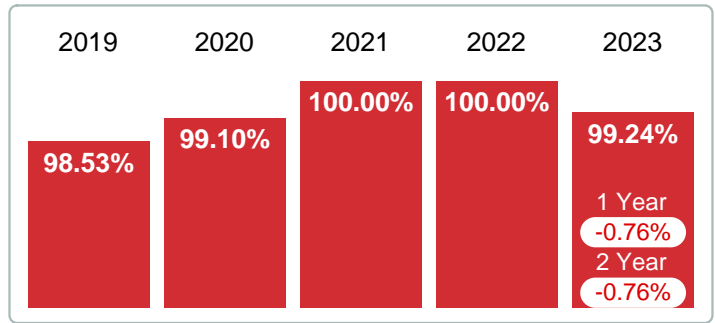
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

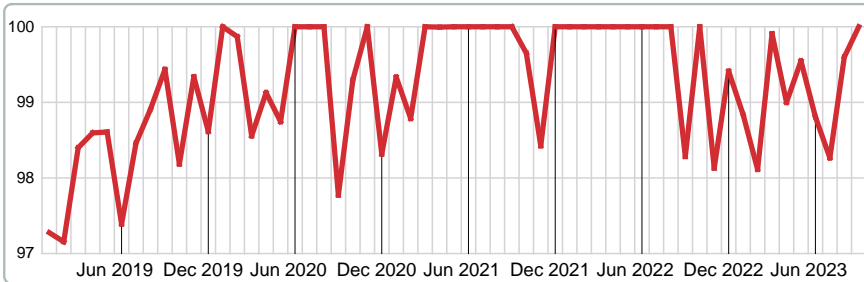
### SEPTEMBER



### YEAR TO DATE (YTD)

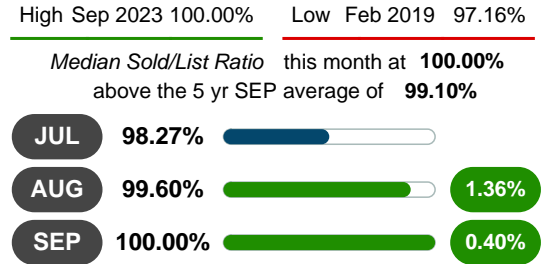


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 99.10%



### 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	5	8.47%	100.00%	91.19%	100.00%	80.95%	0.00%
\$50,001 - \$100,000	7	11.86%	100.00%	92.90%	103.16%	0.00%	0.00%
\$100,001 - \$125,000	6	10.17%	99.84%	100.97%	99.60%	0.00%	0.00%
\$125,001 - \$175,000	11	18.64%	100.00%	99.33%	100.68%	86.67%	0.00%
\$175,001 - \$250,000	16	27.12%	98.94%	100.00%	98.52%	99.61%	0.00%
\$250,001 - \$325,000	8	13.56%	100.00%	0.00%	99.06%	100.00%	0.00%
\$325,001 and up	6	10.17%	99.35%	0.00%	98.70%	100.00%	0.00%
Median Sold/List Ratio		100.00%		98.67%	100.00%	100.00%	0.00%
Total Closed Units		59	100%	9	35	15	
Total Closed Volume		10,857,999		1.00M	6.30M	3.56M	0.00B

# September 2023



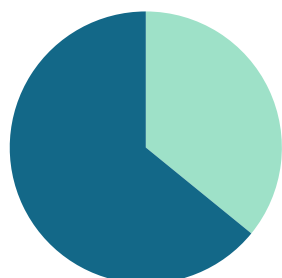
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

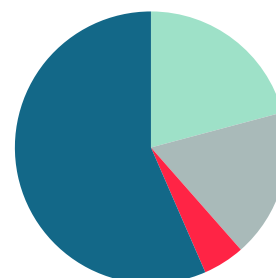


**Inventory**  
 New Listings  
**80 = 35.87%**  
 Start Inventory  
**143**  
 Total Inventory Units  
**223**  
 Volume  
**\$52,327,327**

### 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%
Median List Price	174,000	179,900	3.39%	155,500	159,900	2.83%
Median Sale Price	170,000	178,500	5.00%	156,250	159,700	2.21%
Median Percent of Selling Price to List Price	98.28%	100.00%	1.75%	100.00%	99.24%	-0.76%
Median Days on Market to Sale	10.00	14.00	40.00%	10.00	16.50	65.00%
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

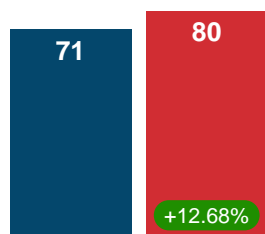
**Inventory** on September 30, 2023 = **160**

**2022** **2023**

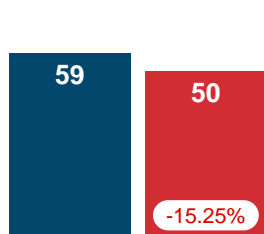
### SEPTEMBER MARKET

### MEDIAN PRICES

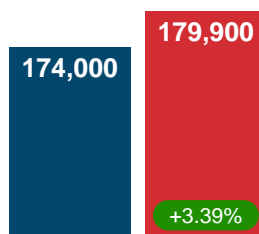
#### New Listings



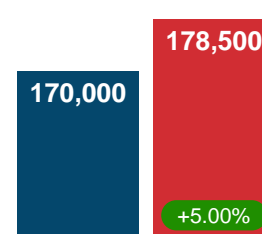
#### Pending Listings



#### List Price



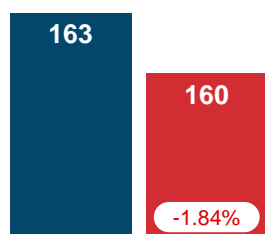
#### Sale Price



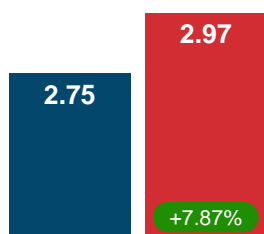
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

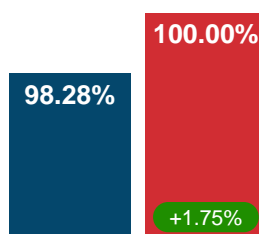
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

