

November 2023



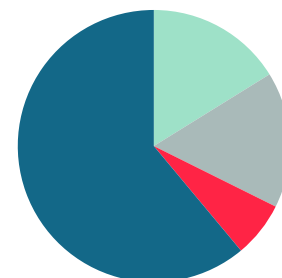
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2022	2023	+/-%
Closed Listings	57	49	-14.04%
Pending Listings	55	49	-10.91%
New Listings	70	65	-7.14%
Average List Price	170,775	226,451	32.60%
Average Sale Price	166,952	217,429	30.23%
Average Percent of Selling Price to List Price	96.12%	98.83%	2.82%
Average Days on Market to Sale	42.49	40.76	-4.09%
End of Month Inventory	169	185	9.47%
Months Supply of Inventory	2.86	3.57	24.95%



■ Closed (16.17%)
■ Pending (16.17%)
■ Other OffMarket (6.60%)
■ Active (61.06%)

Absorption: Last 12 months, an Average of **52** Sales/Month
Active Inventory as of November 30, 2023 = **185**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2023 rose **9.47%** to 185 existing homes available for sale. Over the last 12 months this area has had an average of 52 closed sales per month. This represents an unsold inventory index of **3.57** 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 **30.23%** in November 2023 to \$217,429 versus the previous year at \$166,952.

Average Days on Market Shortens

The average number of **40.76** days that homes spent on the market before selling decreased by 1.74 days or **4.09%** in November 2023 compared to last year's same month at **42.49** DOM.

Sales Success for November 2023 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 65 New Listings in November 2023, down **7.14%** from last year at 70. Furthermore, there were 49 Closed Listings this month versus last year at 57, a **-14.04%** decrease.

Closed versus Listed trends yielded a **75.4%** ratio, down from previous year's, November 2022, at **81.4%**, a **7.42%** downswing. This will certainly create pressure on an increasing 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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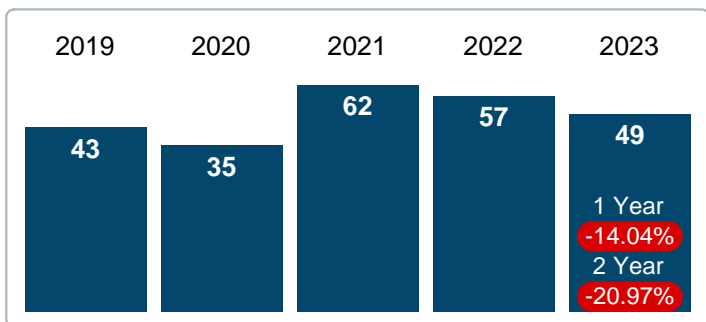
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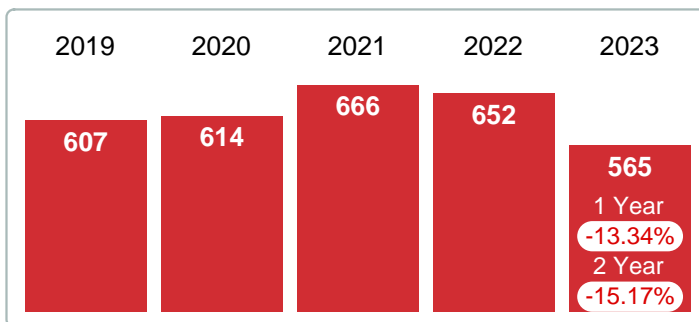
CLOSED LISTINGS

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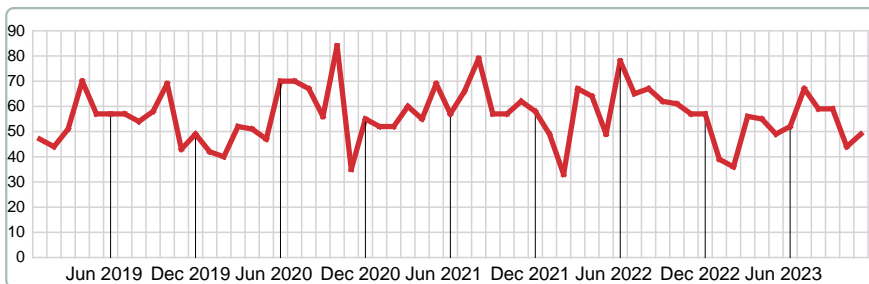
NOVEMBER



YEAR TO DATE (YTD)

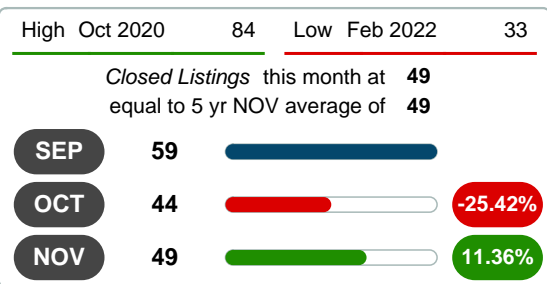


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 49



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	3	6.12%	52.3	1	2	0	0
\$50,001 - \$100,000	6	12.24%	48.8	0	5	1	0
\$100,001 - \$150,000	6	12.24%	45.5	1	4	1	0
\$150,001 - \$200,000	13	26.53%	29.9	1	10	2	0
\$200,001 - \$275,000	10	20.41%	27.0	0	6	4	0
\$275,001 - \$425,000	6	12.24%	47.7	0	3	2	1
\$425,001 and up	5	10.20%	65.8	0	0	2	3
Total Closed Units	49			3	30	12	4
Total Closed Volume	10,654,040	100%	40.8	310.00K	5.00M	3.41M	1.93M
Average Closed Price	\$217,429			\$103,333	\$166,623	\$284,529	\$482,750

November 2023



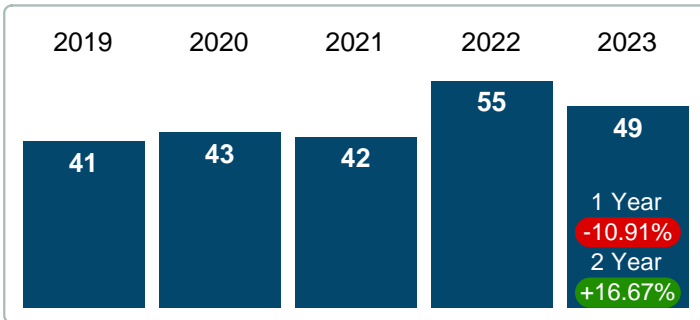
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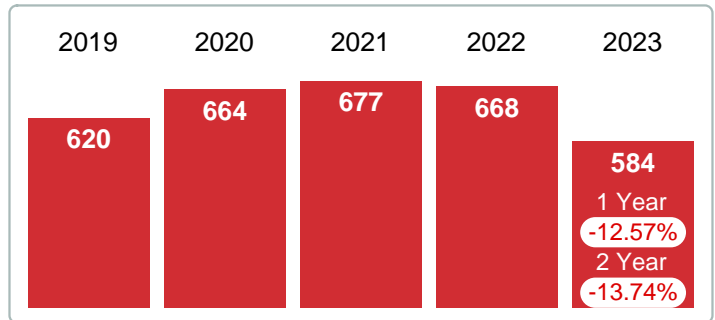
PENDING LISTINGS

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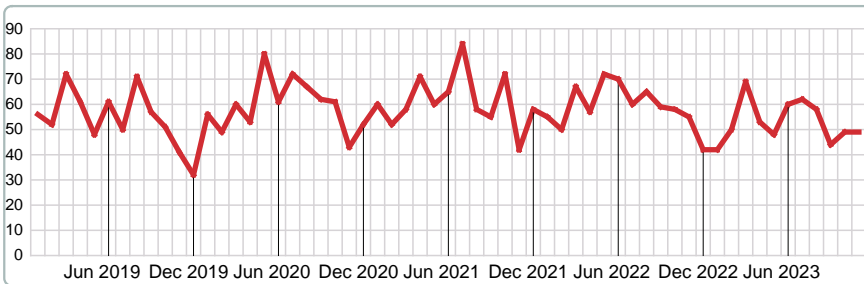
NOVEMBER



YEAR TO DATE (YTD)

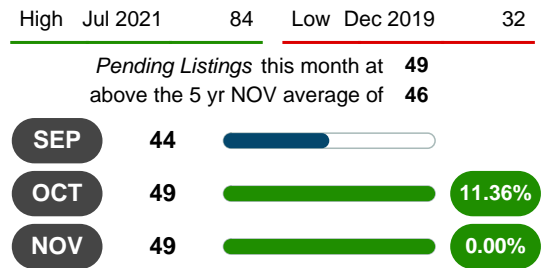


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 46



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	4.08%	7.5	1	1	0	0
\$25,001 - \$75,000	7	14.29%	34.3	2	3	2	0
\$75,001 - \$100,000	6	12.24%	69.0	3	3	0	0
\$100,001 - \$175,000	14	28.57%	57.9	4	9	1	0
\$175,001 - \$225,000	6	12.24%	62.2	0	5	1	0
\$225,001 - \$350,000	9	18.37%	21.0	0	4	4	1
\$350,001 and up	5	10.20%	55.8	0	2	3	0
Total Pending Units	49			10	27	11	1
Total Pending Volume	8,759,839	100%	19.8	907.90K	4.67M	2.83M	349.90K
Average Listing Price	\$253,000			\$90,790	\$172,950	\$257,491	\$349,900



Area Delimited by County Of Muskogee - Residential Property Type

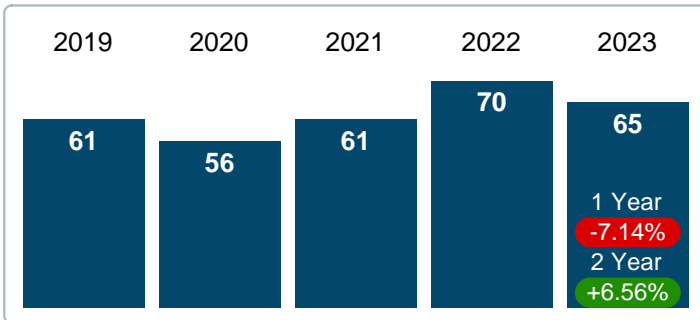


November 2023

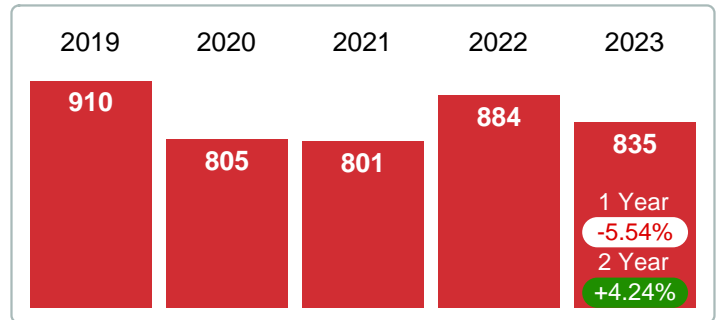
NEW LISTINGS

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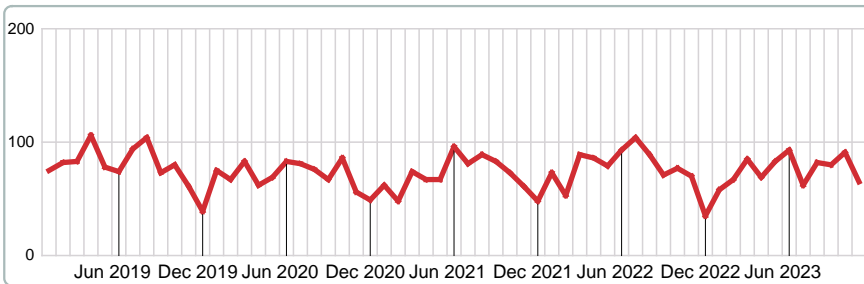
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

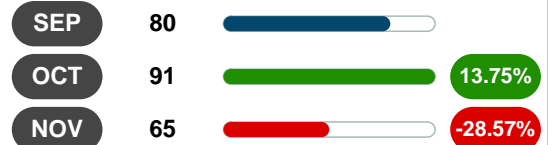


3 MONTHS

5 year NOV AVG = 63

High Apr 2019 106 Low Dec 2022 35

New Listings this month at **65**
above the 5 yr NOV average of **63**



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	5	7.69%	3	2	0	0
\$50,001 - \$125,000	8	12.31%	3	4	1	0
\$125,001 - \$150,000	9	13.85%	1	8	0	0
\$150,001 - \$225,000	15	23.08%	0	13	2	0
\$225,001 - \$300,000	12	18.46%	1	7	4	0
\$300,001 - \$400,000	10	15.38%	0	3	7	0
\$400,001 and up	6	9.23%	0	1	4	1
Total New Listed Units	65		8	38	18	1
Total New Listed Volume	15,984,647	100%	711.30K	7.33M	7.00M	950.00K
Average New Listed Listing Price	\$275,000		\$88,913	\$192,782	\$388,757	\$950,000

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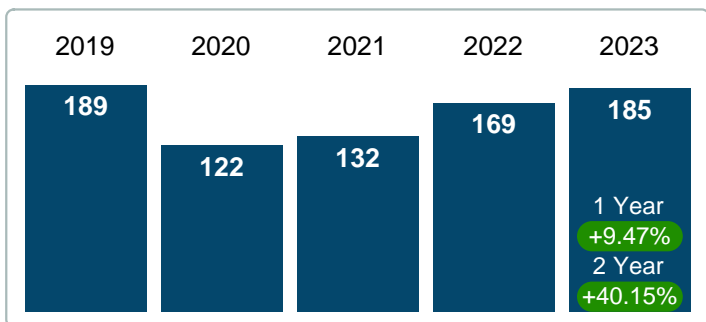
Area Delimited by County Of Muskogee - Residential Property Type



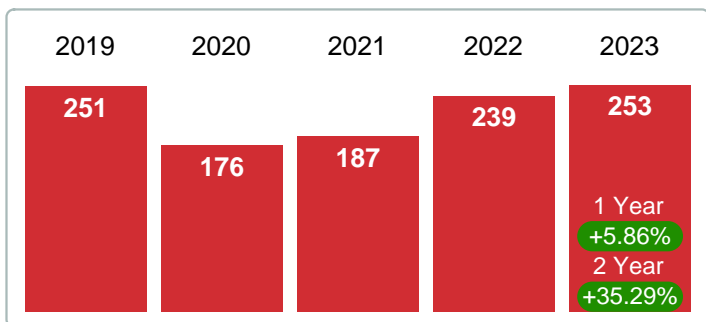
ACTIVE INVENTORY

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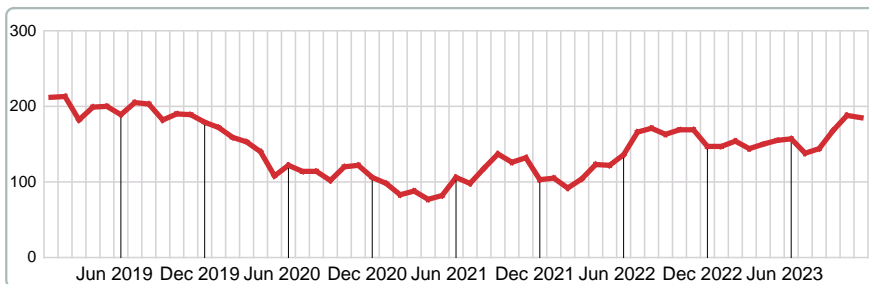
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 159

High Feb 2019 213 Low Apr 2021 77

Inventory this month at **185**
above the 5 yr NOV average of **159**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	5.95%	48.5	2	9	0	0
\$50,001 - \$125,000	32	17.30%	59.0	11	17	2	2
\$125,001 - \$150,000	26	14.05%	81.4	3	21	2	0
\$150,001 - \$225,000	46	24.86%	64.1	2	36	8	0
\$225,001 - \$325,000	28	15.14%	76.9	2	15	10	1
\$325,001 - \$425,000	23	12.43%	64.0	0	5	16	2
\$425,001 and up	19	10.27%	72.8	0	5	11	3
Total Active Inventory by Units	185			20	108	49	8
Total Active Inventory by Volume	44,684,677	100%	67.5	2.30M	20.33M	18.42M	3.63M
Average Active Inventory Listing Price	\$241,539			\$115,030	\$188,213	\$375,966	\$454,350

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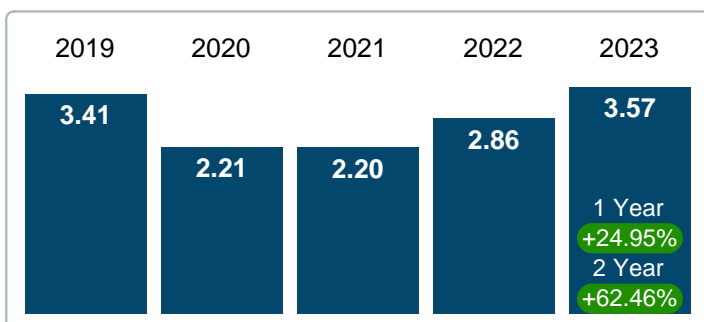
Area Delimited by County Of Muskogee - Residential Property Type



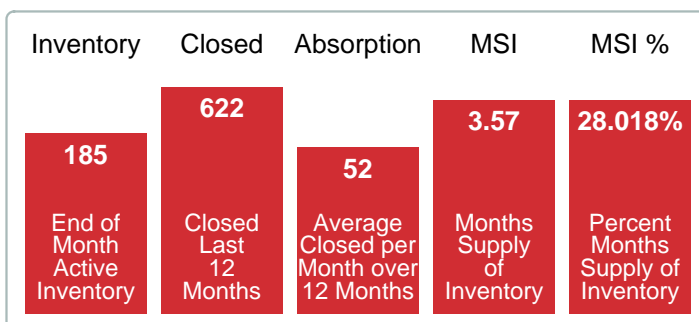
MONTHS SUPPLY of INVENTORY (MSI)

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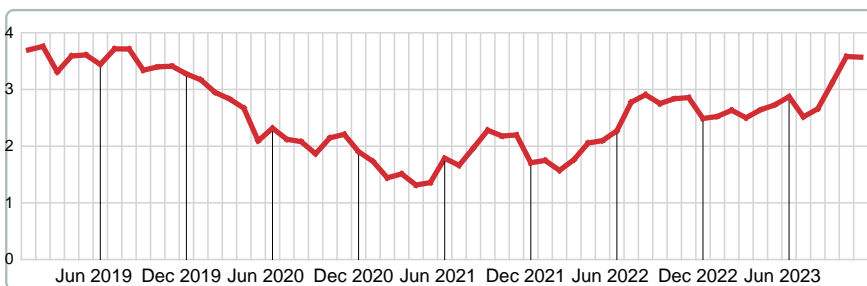
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2023

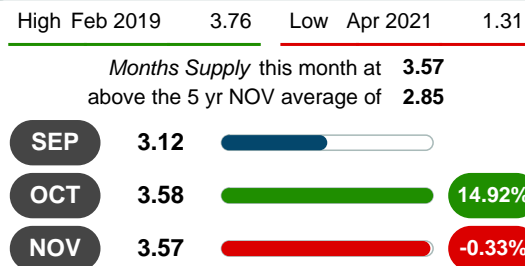


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 2.85



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	5.95%	1.83	1.09	2.70	0.00	0.00
\$50,001 - \$125,000	32	17.30%	2.80	2.87	2.68	1.71	24.00
\$125,001 - \$150,000	26	14.05%	4.11	4.50	4.27	3.00	0.00
\$150,001 - \$225,000	46	24.86%	3.08	4.80	3.09	2.82	0.00
\$225,001 - \$325,000	28	15.14%	3.29	8.00	2.95	3.87	1.71
\$325,001 - \$425,000	23	12.43%	7.89	0.00	4.62	10.67	6.00
\$425,001 and up	19	10.27%	10.86	0.00	12.00	18.86	5.14
Market Supply of Inventory (MSI)			3.57	2.79	3.29	4.82	4.80
Total Active Inventory by Units		100%	3.57	20	108	49	8

November 2023



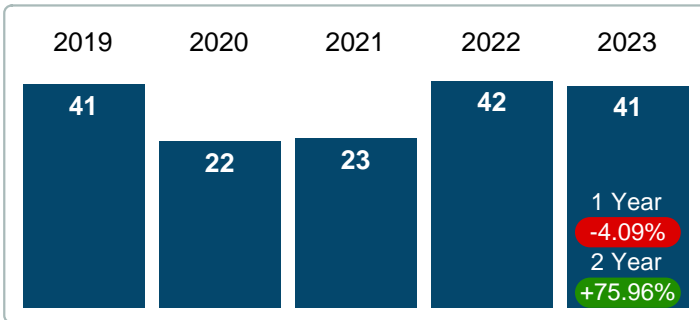
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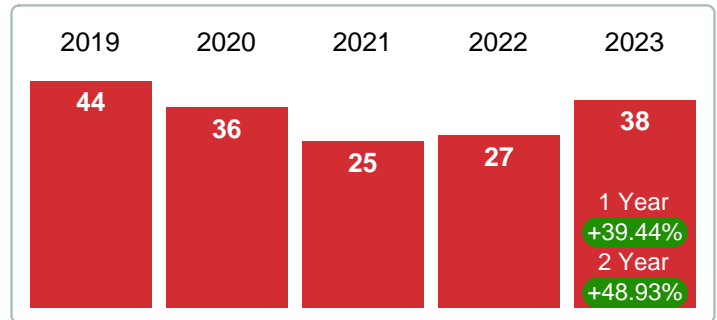
AVERAGE DAYS ON MARKET TO SALE

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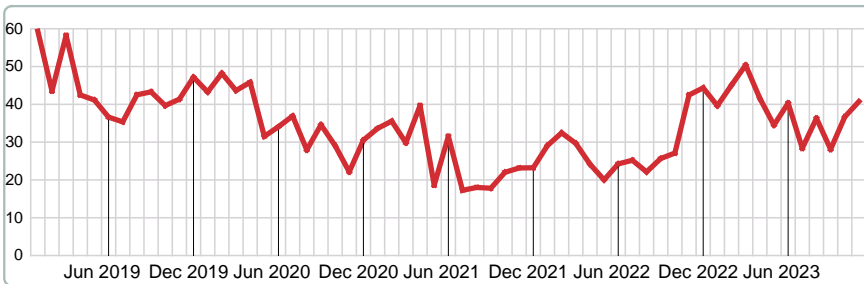
NOVEMBER



YEAR TO DATE (YTD)

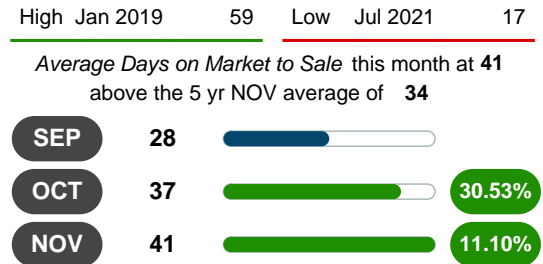


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 34



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	6.12%	52	104	27	0	0
\$50,001 - \$100,000	12.24%	49	0	56	11	0
\$100,001 - \$150,000	12.24%	46	1	60	34	0
\$150,001 - \$200,000	26.53%	30	1	37	9	0
\$200,001 - \$275,000	20.41%	27	0	28	25	0
\$275,001 - \$425,000	12.24%	48	0	49	2	135
\$425,001 and up	10.20%	66	0	0	36	86
Average Closed DOM		41	35	42	20	98
Total Closed Units	100%	49	3	30	12	4
Total Closed Volume		10,654,040	310.00K	5.00M	3.41M	1.93M

November 2023



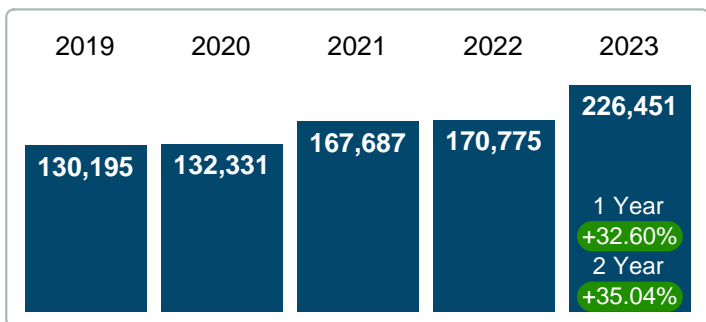
Area Delimited by County Of Muskogee - Residential Property Type



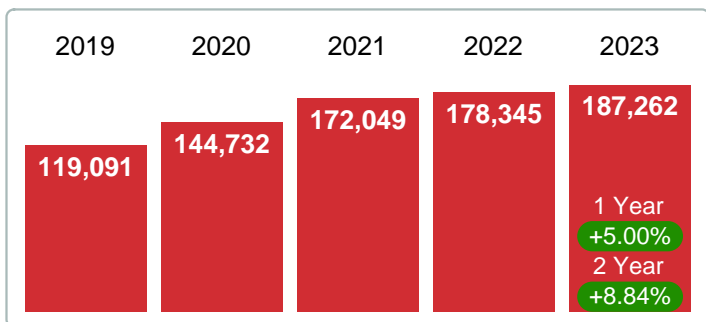
AVERAGE LIST PRICE AT CLOSING

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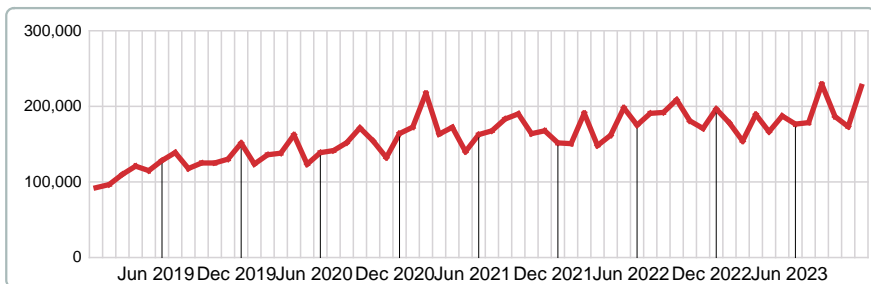
NOVEMBER



YEAR TO DATE (YTD)

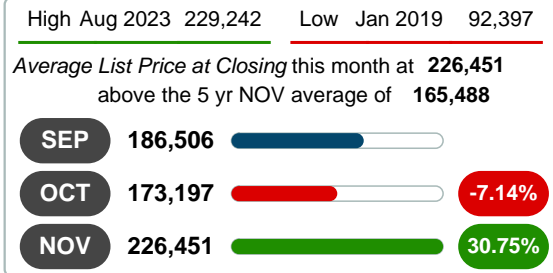


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 165,488



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	8.16%	28,175	18,500	36,500	0	0
\$50,001 - \$100,000	10.20%	83,740	0	83,740	21,200	0
\$100,001 - \$150,000	10.20%	124,100	129,000	122,875	167,000	0
\$150,001 - \$200,000	26.53%	181,588	179,500	182,579	204,375	0
\$200,001 - \$275,000	20.41%	240,815	0	241,400	255,588	0
\$275,001 - \$425,000	14.29%	323,557	0	289,300	392,500	329,000
\$425,001 and up	10.20%	582,100	0	0	543,500	607,833
Average List Price		226,451	109,000	170,843	290,942	538,125
Total Closed Units	100%	226,451	3	30	12	4
Total Closed Volume		11,096,088	327.00K	5.13M	3.49M	2.15M

November 2023



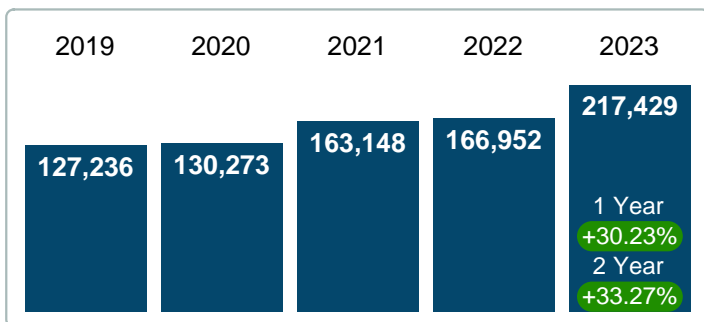
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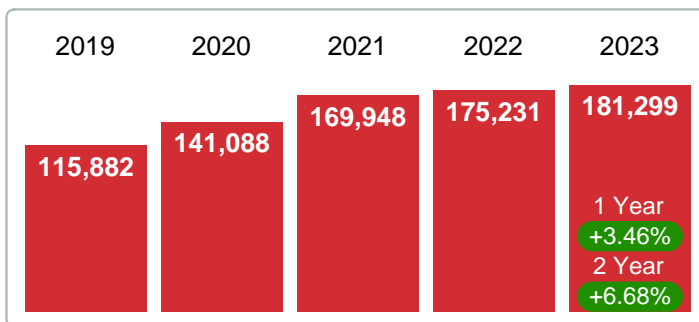
AVERAGE SOLD PRICE AT CLOSING

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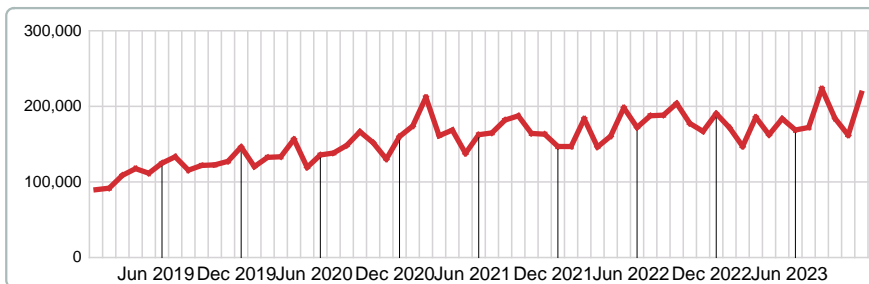
NOVEMBER



YEAR TO DATE (YTD)

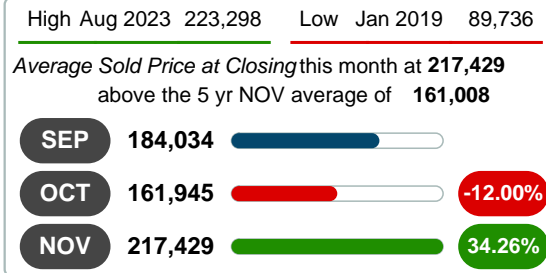


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 161,008



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	6.12%	25,833	15,500	31,000	0	0
\$50,001 - \$100,000	12.24%	70,500	0	73,800	54,000	0
\$100,001 - \$150,000	12.24%	123,583	115,000	122,625	136,000	0
\$150,001 - \$200,000	26.53%	182,938	179,500	179,969	199,500	0
\$200,001 - \$275,000	20.41%	242,235	0	237,250	249,713	0
\$275,001 - \$425,000	12.24%	329,167	0	284,667	390,000	341,000
\$425,001 and up	10.20%	527,300	0	0	523,250	530,000
Average Sold Price		217,429	103,333	166,623	284,529	482,750
Total Closed Units	100%	217,429	3	30	12	4
Total Closed Volume		10,654,040	310.00K	5.00M	3.41M	1.93M

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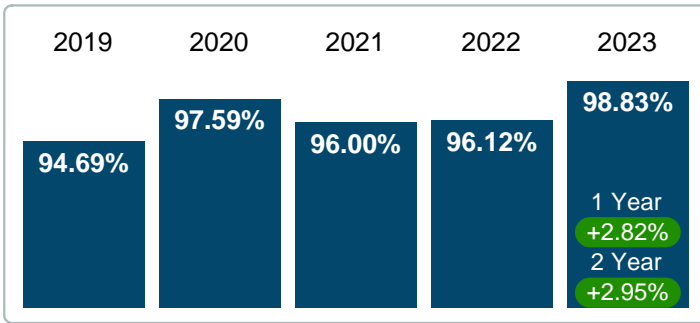
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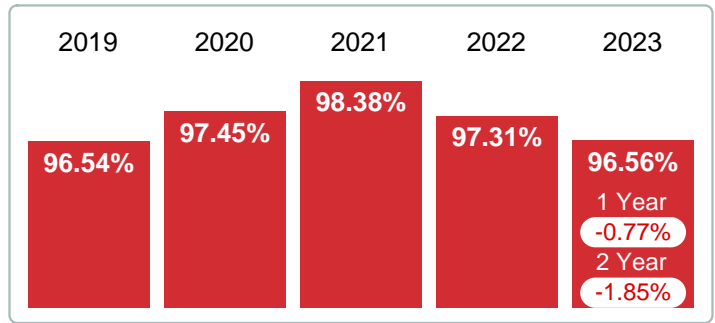
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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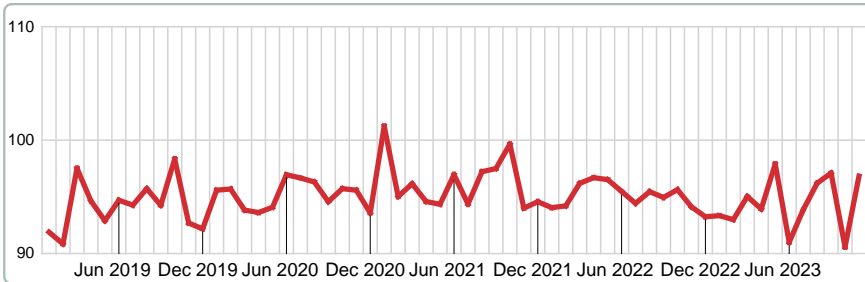
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 96.64%

High Jan 2021 103.23% Low Oct 2023 92.58%

Average Sold/List Ratio this month at **98.83%**
above the 5 yr NOV average of **96.64%**



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	3	6.12%	84.72%	83.78%	85.19%	0.00%	0.00%
\$50,001 - \$100,000	6	12.24%	115.94%	0.00%	88.18%	254.72%	0.00%
\$100,001 - \$150,000	6	12.24%	95.02%	89.15%	99.89%	81.44%	0.00%
\$150,001 - \$200,000	13	26.53%	98.59%	100.00%	98.63%	97.68%	0.00%
\$200,001 - \$275,000	10	20.41%	98.23%	0.00%	98.34%	98.07%	0.00%
\$275,001 - \$425,000	6	12.24%	99.61%	0.00%	98.42%	99.38%	103.65%
\$425,001 and up	5	10.20%	92.22%	0.00%	0.00%	96.88%	89.10%
Average Sold/List Ratio		98.80%		90.98%	96.08%	109.69%	92.74%
Total Closed Units		49	100%	3	30	12	4
Total Closed Volume		10,654,040		310.00K	5.00M	3.41M	1.93M

November 2023



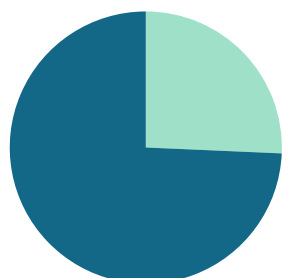
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

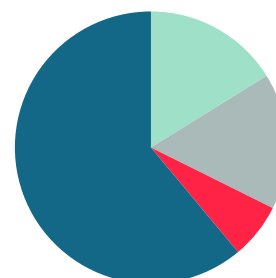


Inventory
 New Listings
65 = 25.69%
 Start Inventory
188
 Total Inventory Units
253
 Volume
\$60,321,964

Market Activity

Closed Sales
49 = 16.17%
 Pending Sales
49 = 16.17%
 Other Off Market
20 = 6.60%
 Active Inventory
185 = 61.06%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	57	49	-14.04%	652	565	-13.34%
Pending Sales	55	49	-10.91%	668	584	-12.57%
New Listings	70	65	-7.14%	884	835	-5.54%
Average List Price	170,775	226,451	32.60%	178,345	187,262	5.00%
Average Sale Price	166,952	217,429	30.23%	175,231	181,299	3.46%
Average Percent of Selling Price to List Price	96.12%	98.83%	2.82%	97.31%	96.56%	-0.77%
Average Days on Market to Sale	42.49	40.76	-4.09%	27.14	37.84	39.44%
Monthly Inventory	169	185	9.47%	169	185	9.47%
Months Supply of Inventory	2.86	3.57	24.95%	2.86	3.57	24.95%

Absorption: Last 12 months, an Average of **52** Sales/Month

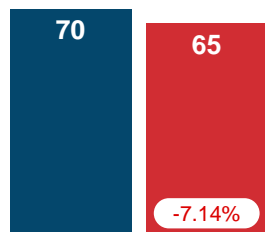
Inventory on November 30, 2023 = **185**

2022 **2023**

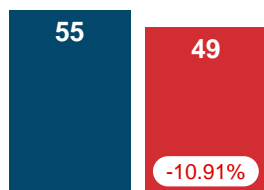
NOVEMBER MARKET

AVERAGE PRICES

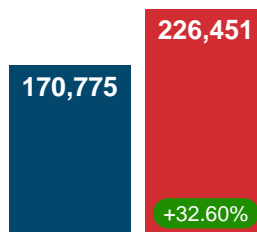
New Listings



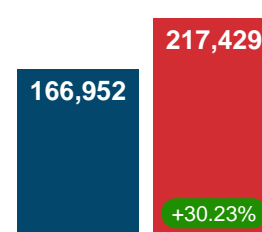
Pending Listings



List Price



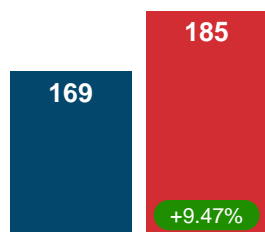
Sale Price



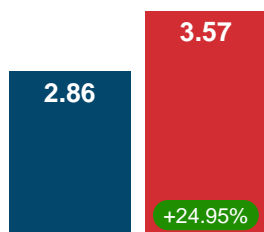
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

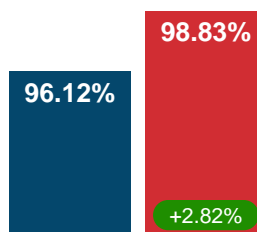
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

