

March 2024



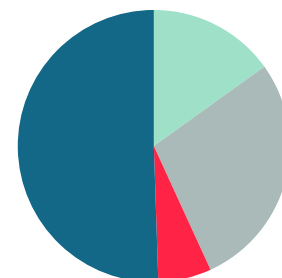
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2024 for MLS Technology Inc.

Compared Metrics	2023	March 2024	+/-%
Closed Listings	56	43	-23.21%
Pending Listings	69	80	15.94%
New Listings	85	82	-3.53%
Average List Price	189,167	160,801	-15.00%
Average Sale Price	185,551	158,170	-14.76%
Average Percent of Selling Price to List Price	97.03%	97.35%	0.33%
Average Days on Market to Sale	50.38	44.00	-12.66%
End of Month Inventory	145	144	-0.69%
Months Supply of Inventory	2.52	2.89	14.95%



■ Closed (15.09%)
■ Pending (28.07%)
■ Other OffMarket (6.32%)
■ Active (50.53%)

Absorption: Last 12 months, an Average of **50** Sales/Month
Active Inventory as of March 31, 2024 = **144**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2024 decreased **0.69%** to 144 existing homes available for sale. Over the last 12 months this area has had an average of 50 closed sales per month. This represents an unsold inventory index of **2.89** 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 **14.76%** in March 2024 to \$158,170 versus the previous year at \$185,551.

Average Days on Market Shortens

The average number of **44.00** days that homes spent on the market before selling decreased by 6.38 days or **12.66%** in March 2024 compared to last year's same month at **50.38** DOM.

Sales Success for March 2024 is Positive

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

There were 82 New Listings in March 2024, down **3.53%** from last year at 85. Furthermore, there were 43 Closed Listings this month versus last year at 56, a **-23.21%** decrease.

Closed versus Listed trends yielded a **52.4%** ratio, down from previous year's, March 2023, at **65.9%**, a **20.41%** downswing. This will certainly create pressure on a decreasing Monthly 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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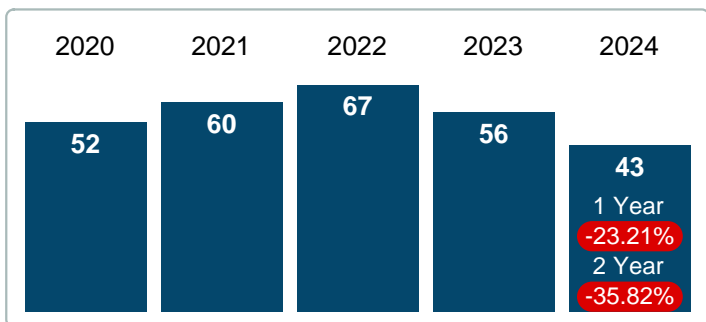
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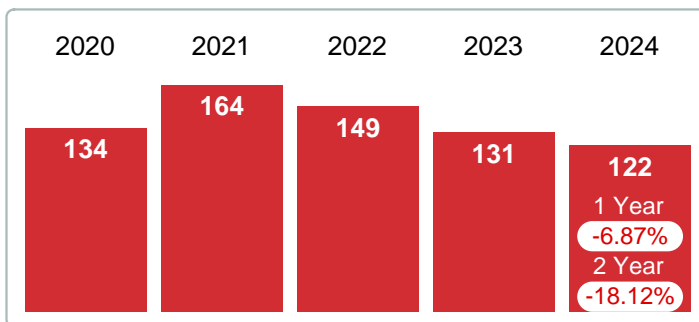
CLOSED LISTINGS

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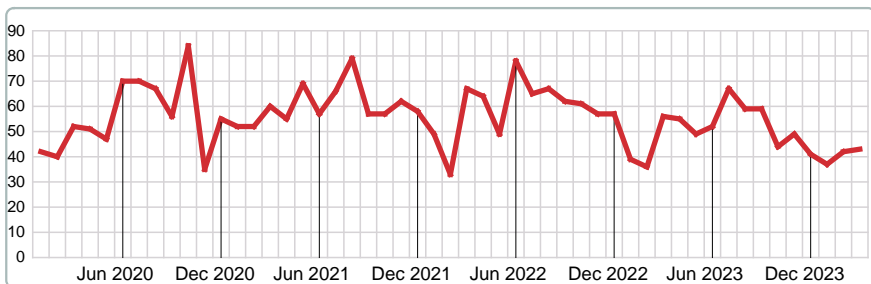
MARCH



YEAR TO DATE (YTD)

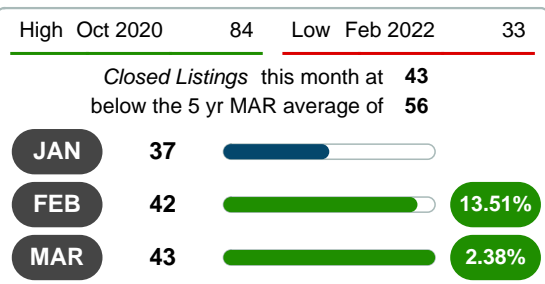


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 56



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	2	4.65%	16.5	0	2	0	0
\$50,001 - \$75,000	5	11.63%	34.0	4	1	0	0
\$75,001 - \$125,000	6	13.95%	30.7	3	1	2	0
\$125,001 - \$150,000	8	18.60%	26.1	2	6	0	0
\$150,001 - \$175,000	9	20.93%	50.4	0	8	1	0
\$175,001 - \$275,000	9	20.93%	65.9	1	4	4	0
\$275,001 and up	4	9.30%	62.3	0	2	1	1
Total Closed Units	43			10	24	8	1
Total Closed Volume	6,801,290	100%	44.0	974.90K	3.73M	1.73M	360.00K
Average Closed Price	\$158,170			\$97,490	\$155,600	\$216,500	\$360,000

March 2024



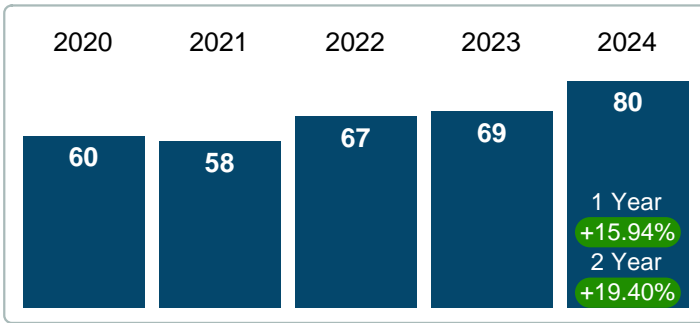
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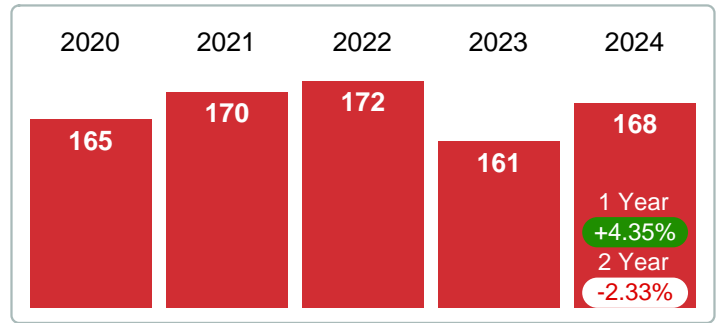
PENDING LISTINGS

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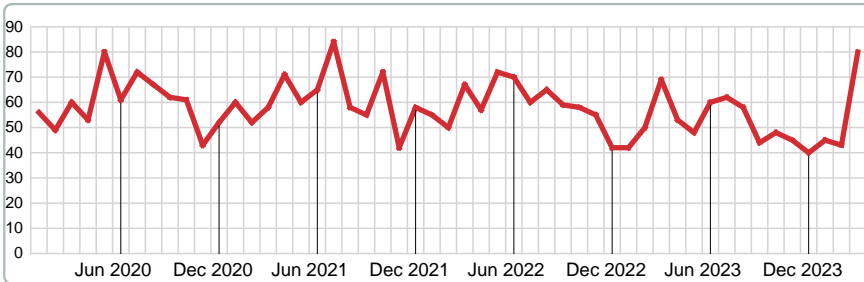
MARCH



YEAR TO DATE (YTD)

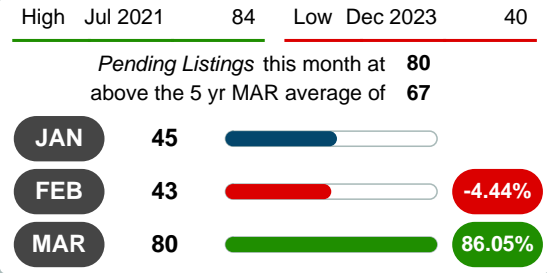


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 67



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	8	10.00%	33.6	4	4	0	0
\$70,001 - \$110,000	11	13.75%	32.4	6	4	1	0
\$110,001 - \$130,000	6	7.50%	23.3	1	5	0	0
\$130,001 - \$190,000	24	30.00%	43.8	3	18	3	0
\$190,001 - \$250,000	13	16.25%	110.2	0	12	1	0
\$250,001 - \$380,000	10	12.50%	80.2	0	6	4	0
\$380,001 and up	8	10.00%	136.9	0	5	2	1
Total Pending Units	80			14	54	11	1
Total Pending Volume	15,801,079	100%	64.6	1.20M	11.15M	2.97M	475.00K
Average Listing Price	\$116,725			\$86,021	\$206,439	\$270,368	\$475,000

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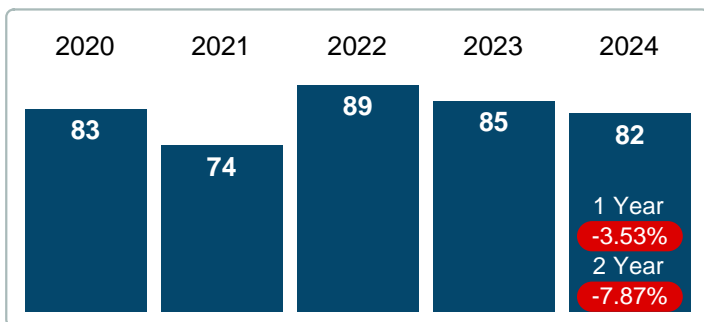
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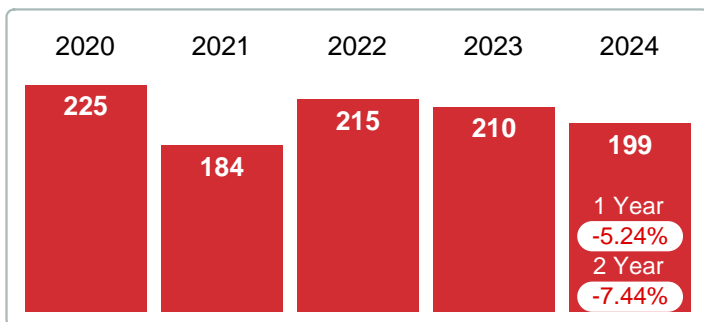
NEW LISTINGS

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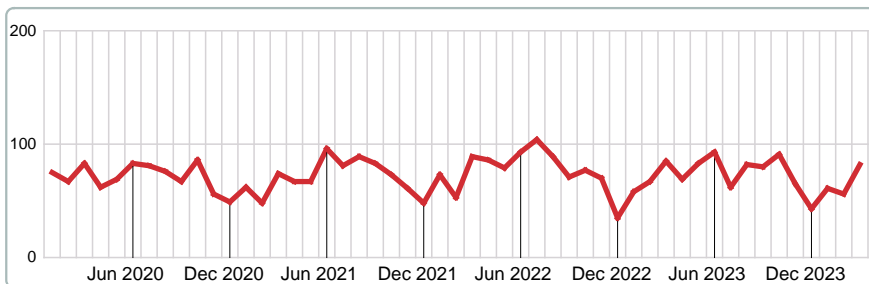
MARCH



YEAR TO DATE (YTD)

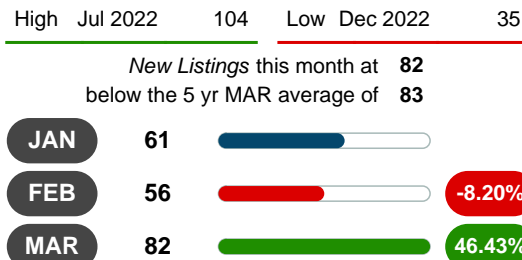


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 83



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	8.54%	5	2	0	0
\$40,001 - \$80,000	11	13.41%	8	2	0	1
\$80,001 - \$120,000	9	10.98%	3	6	0	0
\$120,001 - \$200,000	24	29.27%	2	19	2	1
\$200,001 - \$290,000	12	14.63%	1	11	0	0
\$290,001 - \$390,000	10	12.20%	0	7	2	1
\$390,001 and up	9	10.98%	0	2	4	3
Total New Listed Units	82		19	49	8	6
Total New Listed Volume	17,507,930	100%	1.49M	9.73M	3.54M	2.75M
Average New Listed Listing Price	\$140,000		\$78,400	\$198,654	\$442,175	\$457,817

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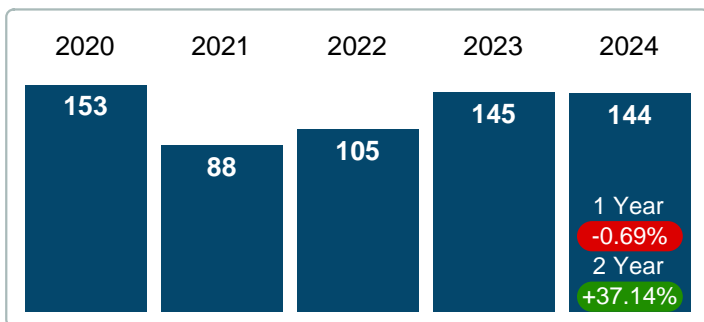
Area Delimited by County Of Muskogee - Residential Property Type



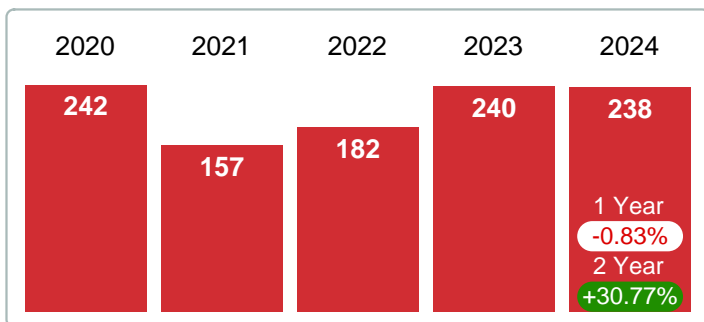
ACTIVE INVENTORY

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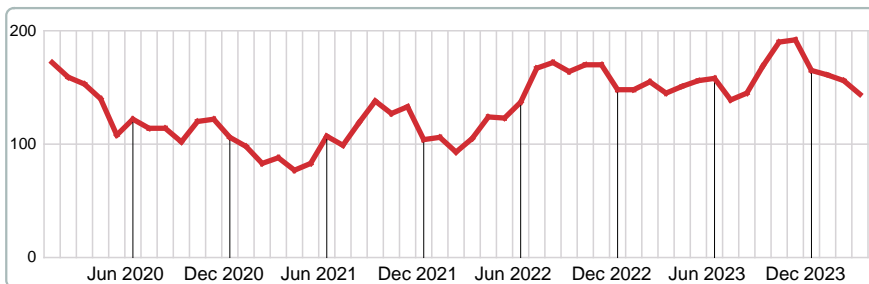
END OF MARCH



ACTIVE DURING MARCH

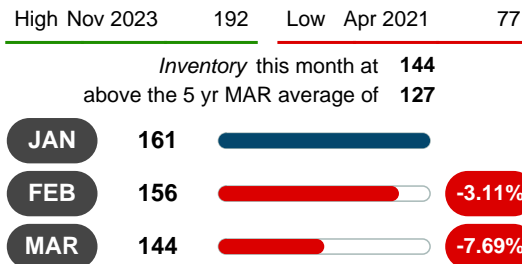


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 127



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	12	8.33%	59.5	7	4	1	0
\$50,001 - \$75,000	11	7.64%	91.0	5	5	0	1
\$75,001 - \$150,000	28	19.44%	81.0	6	18	2	2
\$150,001 - \$250,000	39	27.08%	67.1	4	28	6	1
\$250,001 - \$350,000	22	15.28%	102.1	0	14	7	1
\$350,001 - \$500,000	17	11.81%	75.1	0	7	8	2
\$500,001 and up	15	10.42%	91.1	0	4	8	3
Total Active Inventory by Units	144			22	80	32	10
Total Active Inventory by Volume	37,313,368	100%	79.8	1.93M	18.19M	12.98M	4.22M
Average Active Inventory Listing Price	\$259,121			\$87,527	\$227,336	\$405,754	\$421,680

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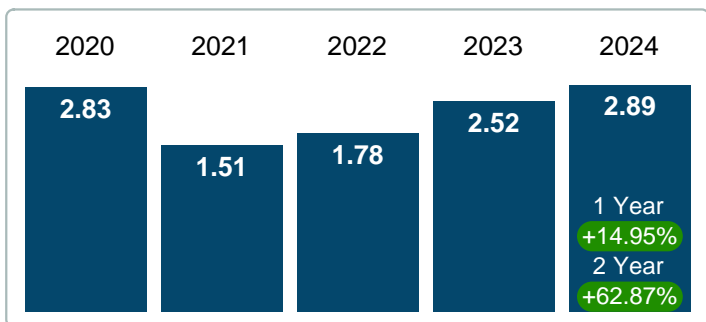
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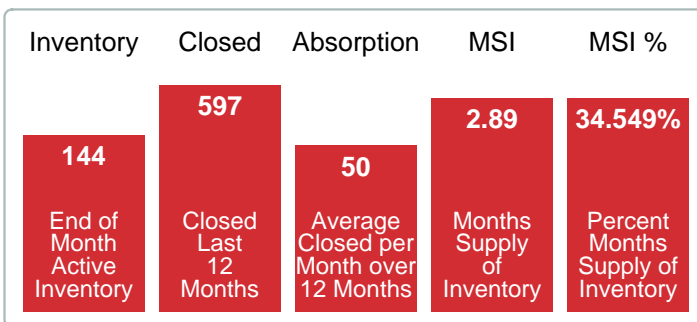
MONTHS SUPPLY of INVENTORY (MSI)

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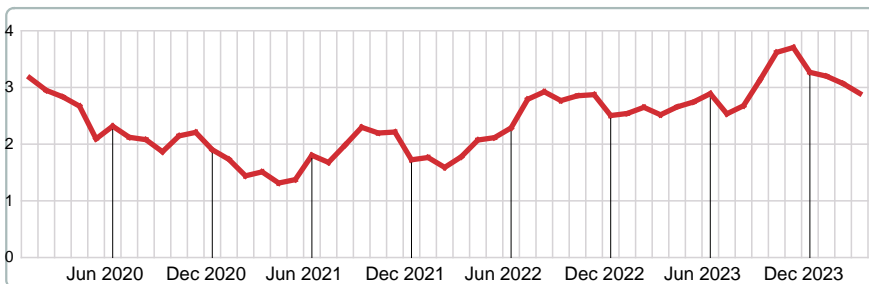
MSI FOR MARCH



INDICATORS FOR MARCH 2024

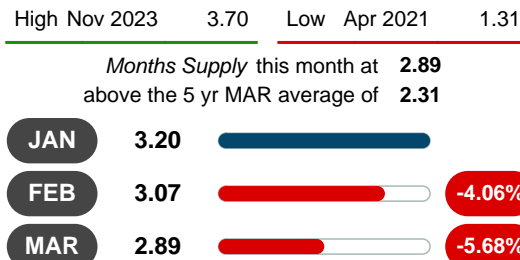


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 2.31



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	12	8.33%	2.25	3.82	1.33	2.00	0.00
\$50,001 - \$75,000	11	7.64%	3.22	3.53	3.53	0.00	0.00
\$75,001 - \$150,000	28	19.44%	1.96	1.71	1.85	2.00	0.00
\$150,001 - \$250,000	39	27.08%	2.34	6.86	2.18	1.85	0.00
\$250,001 - \$350,000	22	15.28%	3.30	0.00	3.91	2.90	1.50
\$350,001 - \$500,000	17	11.81%	7.85	0.00	12.00	6.86	6.00
\$500,001 and up	15	10.42%	12.00	0.00	16.00	16.00	6.00
Market Supply of Inventory (MSI)			2.89	2.97	2.55	3.40	6.67
Total Active Inventory by Units		100%	2.89	22	80	32	10

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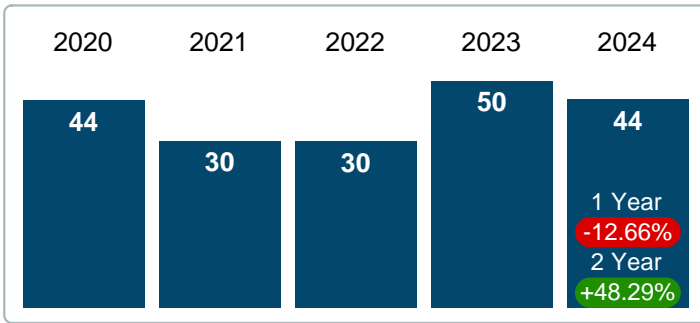
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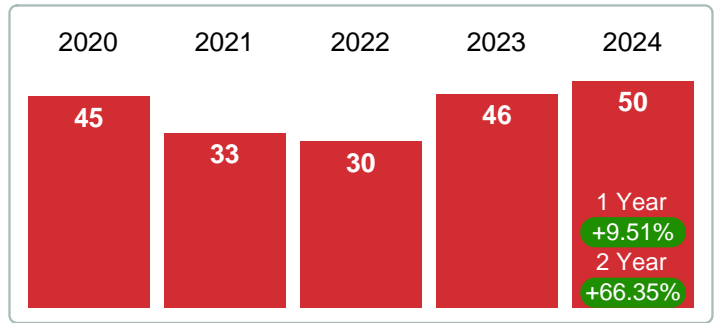
AVERAGE DAYS ON MARKET TO SALE

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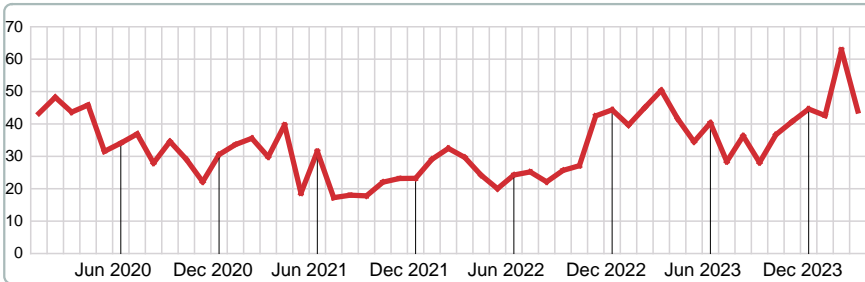
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

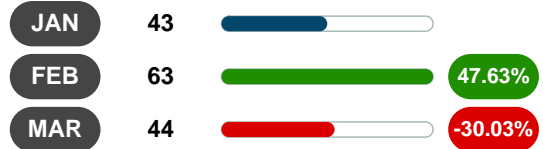


3 MONTHS

5 year MAR AVG = 40

High Feb 2024: 63 | Low Jul 2021: 17

Average Days on Market to Sale this month at 44 above the 5 yr MAR average of 40



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	4.65%	17	0	17	0	0
\$50,001 - \$75,000	11.63%	34	32	43	0	0
\$75,001 - \$125,000	13.95%	31	21	87	18	0
\$125,001 - \$150,000	18.60%	26	45	20	0	0
\$150,001 - \$175,000	20.93%	50	0	52	37	0
\$175,001 - \$275,000	20.93%	66	7	54	93	0
\$275,001 and up	9.30%	62	0	52	2	143
Average Closed DOM		44	29	43	56	143
Total Closed Units	100%	44	10	24	8	1
Total Closed Volume		6,801,290	974.90K	3.73M	1.73M	360.00K

March 2024



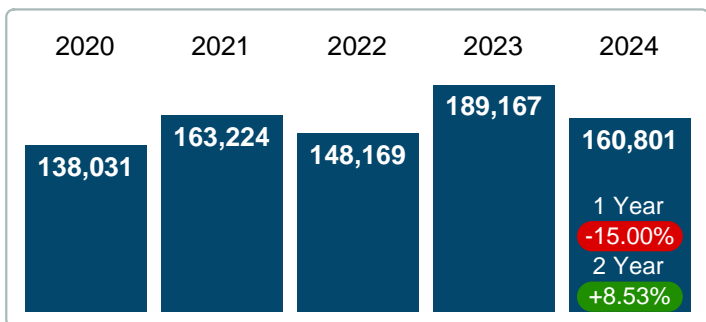
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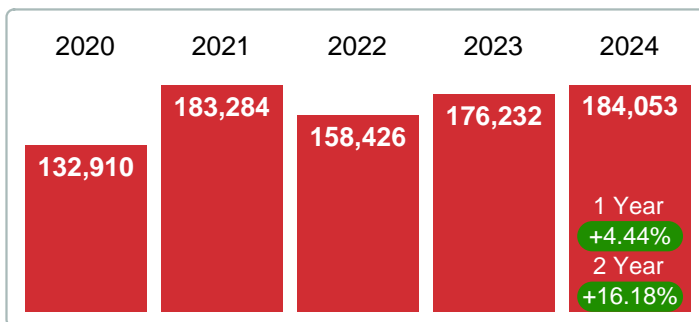
AVERAGE LIST PRICE AT CLOSING

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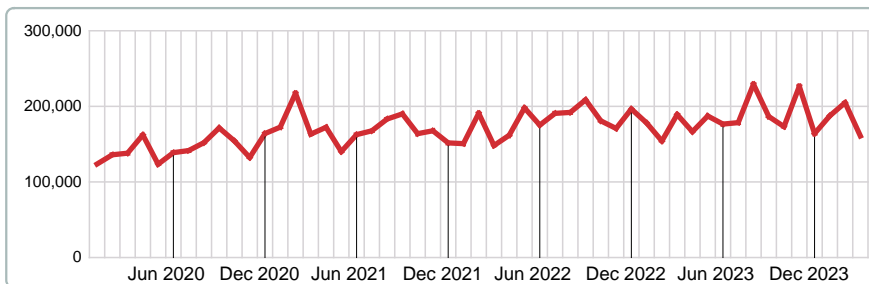
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

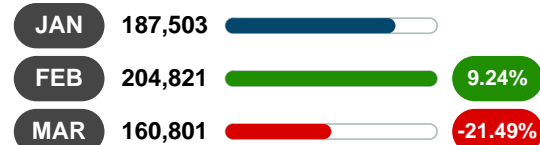


3 MONTHS

5 year MAR AVG = 159,878

High Aug 2023 229,242 Low May 2020 123,461

Average List Price at Closing this month at **160,801** above the 5 yr MAR average of **159,878**



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	4.65%	37,450	0	37,450	0	0
\$50,001 - \$75,000	4.65%	55,948	85,249	54,900	0	0
\$75,001 - \$125,000	20.93%	93,644	93,333	89,900	94,450	0
\$125,001 - \$150,000	18.60%	135,150	134,950	135,217	0	0
\$150,001 - \$175,000	20.93%	162,822	0	161,988	169,500	0
\$175,001 - \$275,000	18.60%	205,611	182,500	203,348	236,000	0
\$275,001 and up	11.63%	338,670	0	304,174	415,000	375,000
Average List Price		160,801	107,339	156,193	214,675	375,000
Total Closed Units	100%	160,801	10	24	8	1
Total Closed Volume		6,914,432	1.07M	3.75M	1.72M	375.00K

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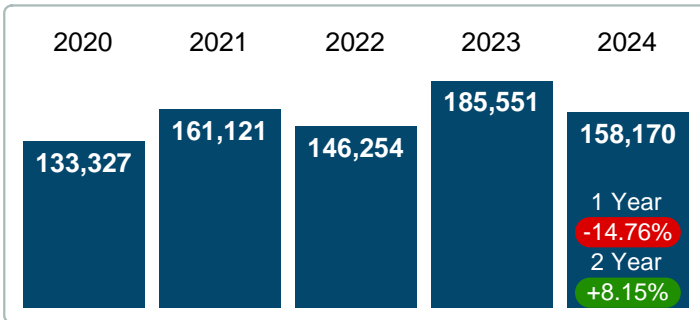
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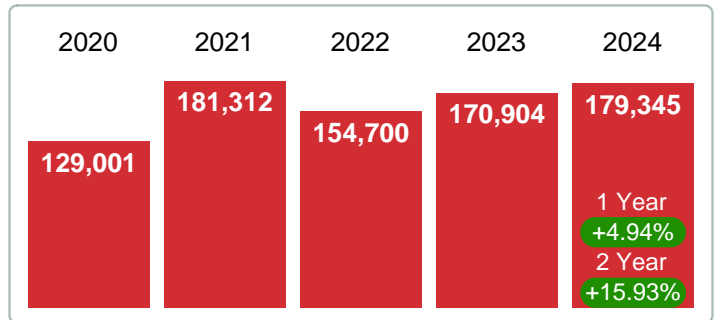
AVERAGE SOLD PRICE AT CLOSING

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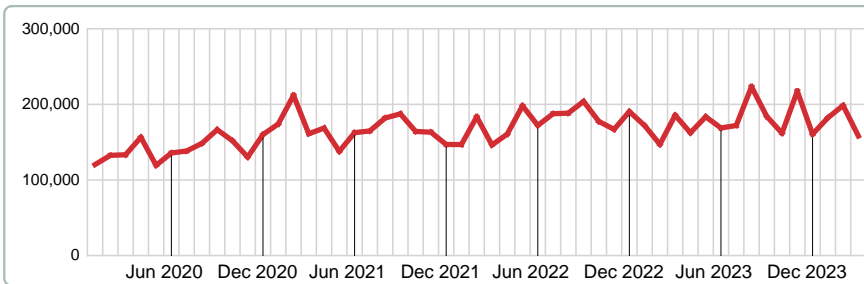
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

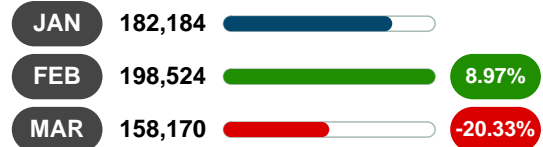


3 MONTHS

5 year MAR AVG = 156,885

High Aug 2023 223,298 Low May 2020 119,364

Average Sold Price at Closing this month at 158,170 above the 5 yr MAR average of 156,885



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	4.65%	28,750	0	28,750	0	0
\$50,001 - \$75,000	11.63%	61,480	61,875	59,900	0	0
\$75,001 - \$125,000	13.95%	97,233	92,000	94,900	106,250	0
\$125,001 - \$150,000	18.60%	137,413	134,450	138,400	0	0
\$150,001 - \$175,000	20.93%	163,489	0	162,988	167,500	0
\$175,001 - \$275,000	20.93%	214,154	182,500	200,723	235,500	0
\$275,001 and up	9.30%	338,725	0	292,450	410,000	360,000
Average Sold Price		158,170	97,490	155,600	216,500	360,000
Total Closed Units	100%	158,170	10	24	8	1
Total Closed Volume		6,801,290	974.90K	3.73M	1.73M	360.00K

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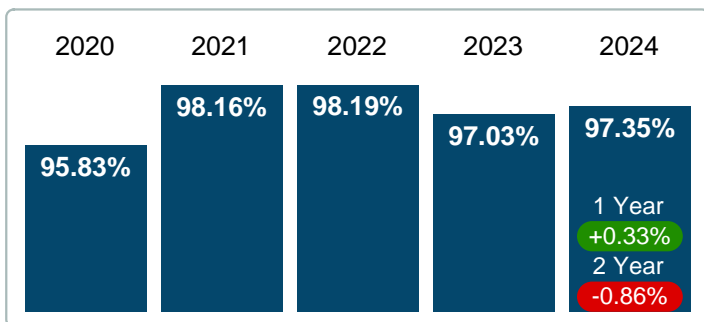
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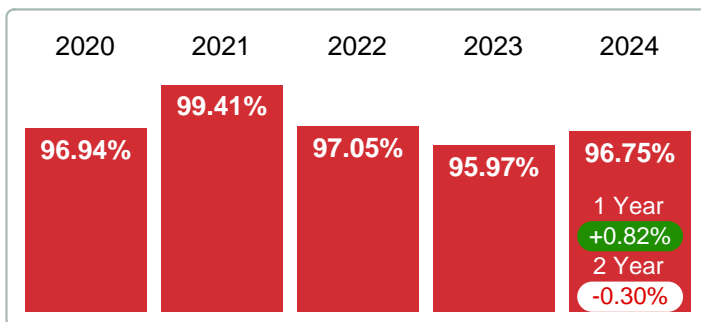
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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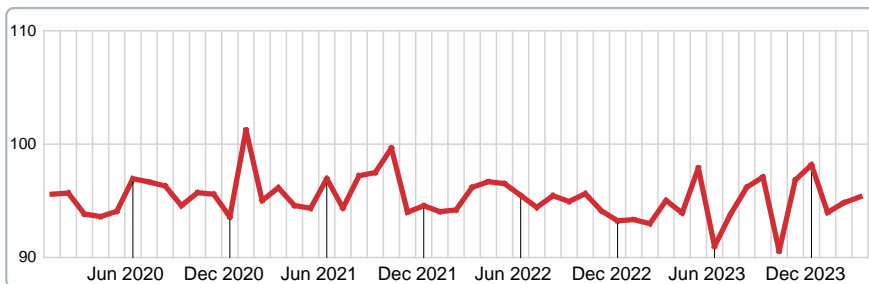
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

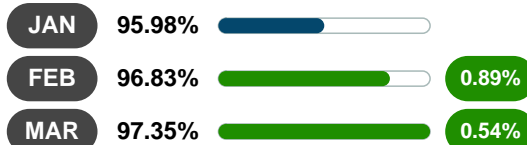


3 MONTHS

5 year MAR AVG = 97.31%

High Jan 2021 103.23% Low Oct 2023 92.58%

Average Sold/List Ratio this month at **97.35%**
equal to 5 yr MAR average of **97.31%**



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	2	4.65%	72.59%	0.00%	72.59%	0.00%	0.00%
\$50,001 - \$75,000	5	11.63%	82.23%	75.51%	109.11%	0.00%	0.00%
\$75,001 - \$125,000	6	13.95%	104.93%	98.65%	105.56%	114.02%	0.00%
\$125,001 - \$150,000	8	18.60%	101.76%	99.62%	102.47%	0.00%	0.00%
\$150,001 - \$175,000	9	20.93%	100.43%	0.00%	100.63%	98.82%	0.00%
\$175,001 - \$275,000	9	20.93%	99.45%	100.00%	98.69%	100.08%	0.00%
\$275,001 and up	4	9.30%	96.80%	0.00%	96.20%	98.80%	96.00%
Average Sold/List Ratio		97.40%		89.72%	98.62%	103.25%	96.00%
Total Closed Units		43	100%	10	24	8	1
Total Closed Volume		6,801,290		974.90K	3.73M	1.73M	360.00K

March 2024



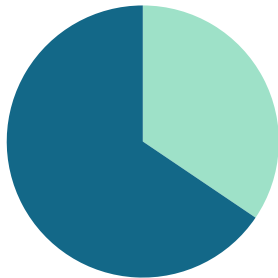
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

Report produced on Apr 11, 2024 for MLS Technology Inc.

INVENTORY

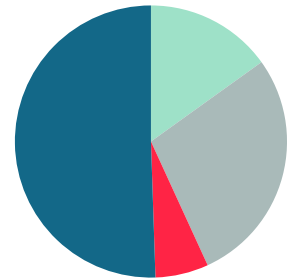


Inventory
 New Listings
82 = 34.45%
 Start Inventory
156
 Total Inventory Units
238
 Volume
\$56,146,137

Market Activity

Closed Sales
43 = 15.09%
 Pending Sales
80 = 28.07%
 Other Off Market
18 = 6.32%
 Active Inventory
144 = 50.53%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	56	43	-23.21%	131	122	-6.87%
Pending Sales	69	80	15.94%	161	168	4.35%
New Listings	85	82	-3.53%	210	199	-5.24%
Average List Price	189,167	160,801	-15.00%	176,232	184,053	4.44%
Average Sale Price	185,551	158,170	-14.76%	170,904	179,345	4.94%
Average Percent of Selling Price to List Price	97.03%	97.35%	0.33%	95.97%	96.75%	0.82%
Average Days on Market to Sale	50.38	44.00	-12.66%	45.73	50.07	9.51%
Monthly Inventory	145	144	-0.69%	145	144	-0.69%
Months Supply of Inventory	2.52	2.89	14.95%	2.52	2.89	14.95%

Absorption: Last 12 months, an Average of **50** Sales/Month

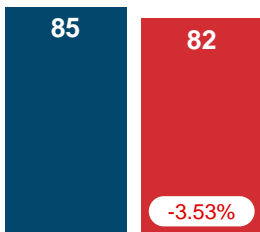
Inventory on March 31, 2024 = **144**

2023 **2024**

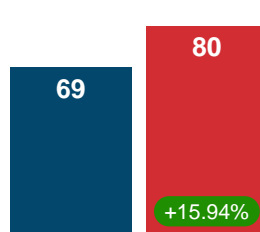
MARCH MARKET

AVERAGE PRICES

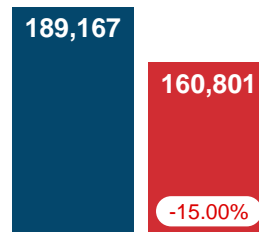
New Listings



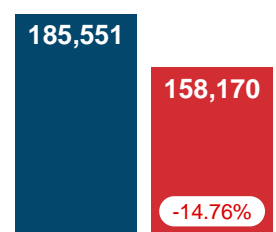
Pending Listings



List Price



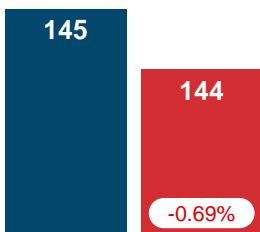
Sale Price



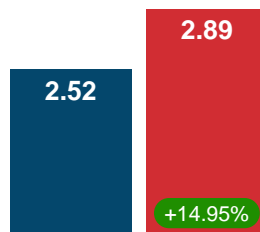
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

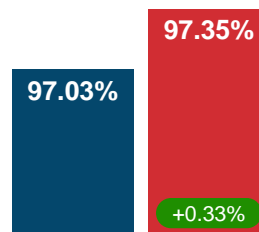
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

