

August 2024



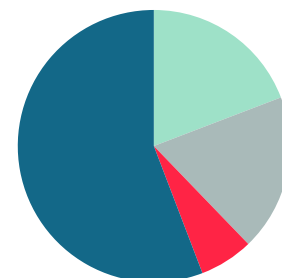
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2023 | August 2024 | +/-% |
|--|---------|-------------|---------|
| Closed Listings | 59 | 66 | 11.86% |
| Pending Listings | 58 | 64 | 10.34% |
| New Listings | 82 | 77 | -6.10% |
| Average List Price | 229,242 | 203,440 | -11.26% |
| Average Sale Price | 223,298 | 197,941 | -11.36% |
| Average Percent of Selling Price to List Price | 98.20% | 96.73% | -1.49% |
| Average Days on Market to Sale | 36.31 | 39.02 | 7.46% |
| End of Month Inventory | 146 | 192 | 31.51% |
| Months Supply of Inventory | 2.70 | 3.88 | 43.90% |



■ Closed (19.19%)
■ Pending (18.60%)
■ Other OffMarket (6.40%)
■ Active (55.81%)

Absorption: Last 12 months, an Average of **50** Sales/Month
Active Inventory as of August 31, 2024 = **192**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2024 rose **31.51%** to 192 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 **3.88** 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 **11.36%** in August 2024 to \$197,941 versus the previous year at \$223,298.

Average Days on Market Lengthens

The average number of **39.02** days that homes spent on the market before selling increased by 2.71 days or **7.46%** in August 2024 compared to last year's same month at **36.31** DOM.

Sales Success for August 2024 is Positive

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

There were 77 New Listings in August 2024, down **6.10%** from last year at 82. Furthermore, there were 66 Closed Listings this month versus last year at 59, a **11.86%** increase.

Closed versus Listed trends yielded a **85.7%** ratio, up from previous year's, August 2023, at **72.0%**, a **19.13%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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| Inventory | 5 |
| Months Supply of Inventory | 6 |
| Average Days on Market to Sale | 7 |
| Average List Price at Closing | 8 |
| Average Sale Price at Closing | 9 |
| Average Percent of Selling Price to List Price | 10 |
| Market Summary | 11 |

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

August 2024



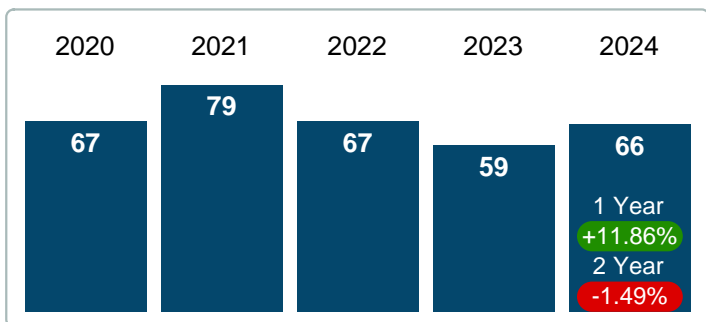
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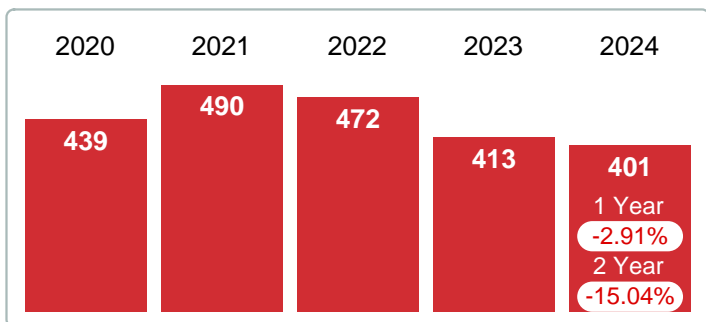
CLOSED LISTINGS

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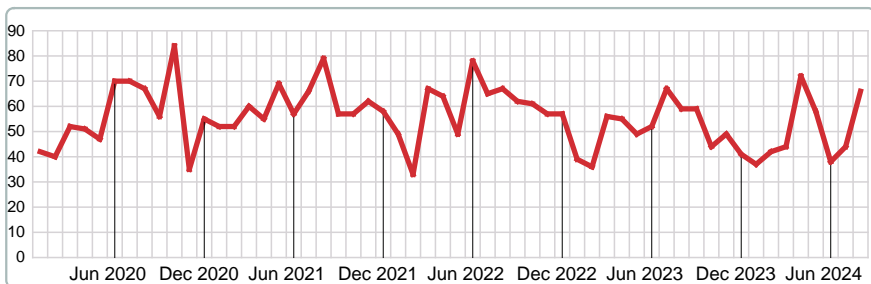
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 68

High Oct 2020 84 Low Feb 2022 33

Closed Listings this month at **66**
below the 5 yr AUG average of **68**

| Month | Closed Listings | % of 5-yr Avg |
|-------|-----------------|---------------|
| JUN | 38 | |
| JUL | 44 | 15.79% |
| AUG | 66 | 50.00% |

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 6 | 9.09% | 39.7 | 5 | 1 | 0 | 0 |
| \$75,001 - \$100,000 | 5 | 7.58% | 43.4 | 2 | 3 | 0 | 0 |
| \$100,001 - \$150,000 | 13 | 19.70% | 38.8 | 4 | 7 | 2 | 0 |
| \$150,001 - \$200,000 | 13 | 19.70% | 40.3 | 1 | 11 | 0 | 1 |
| \$200,001 - \$250,000 | 13 | 19.70% | 49.2 | 0 | 9 | 4 | 0 |
| \$250,001 - \$325,000 | 8 | 12.12% | 23.8 | 0 | 6 | 2 | 0 |
| \$325,001 and up | 8 | 12.12% | 32.8 | 2 | 5 | 1 | 0 |
| Total Closed Units | 66 | | | 14 | 42 | 9 | 1 |
| Total Closed Volume | 13,064,124 | 100% | 39.0 | 1.83M | 8.65M | 2.41M | 180.00K |
| Average Closed Price | \$197,941 | | | \$130,671 | \$205,867 | \$267,592 | \$180,000 |

August 2024



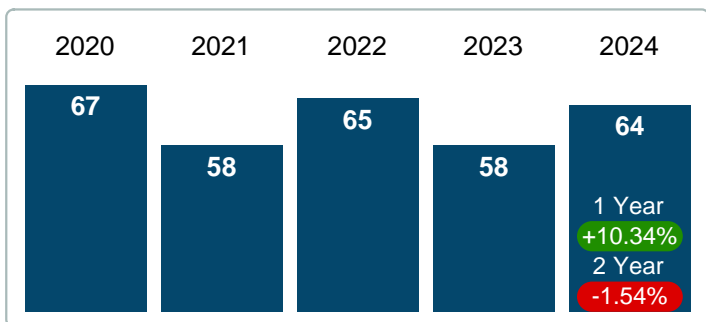
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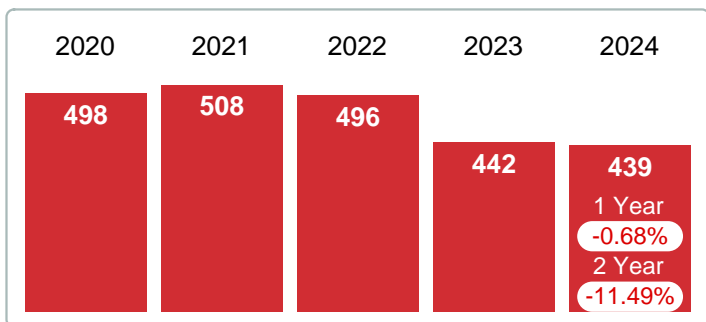
PENDING LISTINGS

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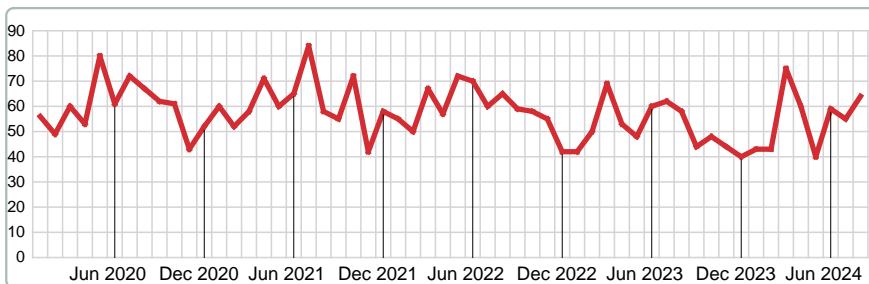
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 62

High Jul 2021 84 Low May 2024 40

Pending Listings this month at **64**
above the 5 yr AUG average of **62**

- JUN: 59
- JUL: 55 (-6.78%)
- AUG: 64 (16.36%)

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 | 3.13% | 20.0 | 0 | 2 | 0 | 0 |
| \$50,001 - \$100,000 | 11 | 17.19% | 51.5 | 7 | 1 | 2 | 1 |
| \$100,001 - \$150,000 | 12 | 18.75% | 60.9 | 3 | 7 | 2 | 0 |
| \$150,001 - \$200,000 | 13 | 20.31% | 34.8 | 0 | 10 | 3 | 0 |
| \$200,001 - \$250,000 | 10 | 15.63% | 50.5 | 0 | 8 | 2 | 0 |
| \$250,001 - \$275,000 | 8 | 12.50% | 45.9 | 0 | 8 | 0 | 0 |
| \$275,001 and up | 8 | 12.50% | 79.1 | 0 | 4 | 4 | 0 |
| Total Pending Units | 64 | | | 10 | 40 | 13 | 1 |
| Total Pending Volume | 11,851,427 | 100% | 70.5 | 878.40K | 8.03M | 2.88M | 60.00K |
| Average Listing Price | \$171,082 | | | \$87,840 | \$200,785 | \$221,664 | \$60,000 |

August 2024



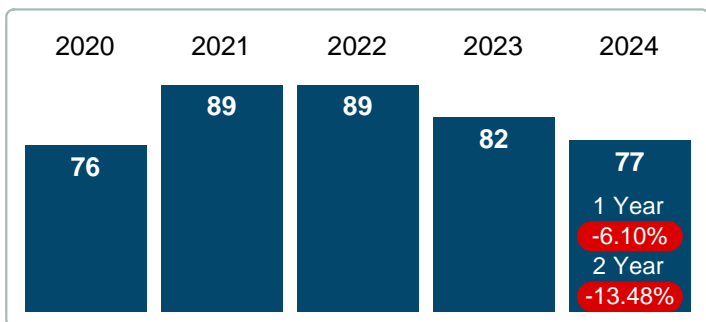
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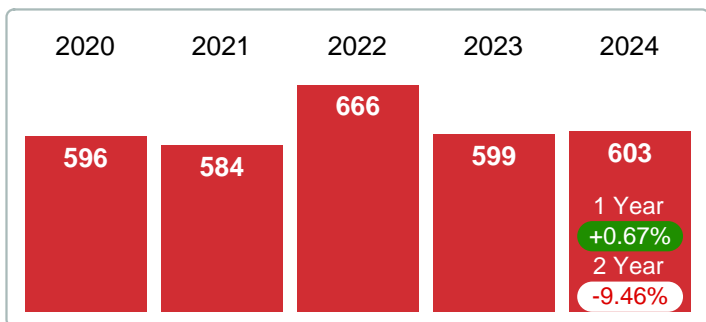
NEW LISTINGS

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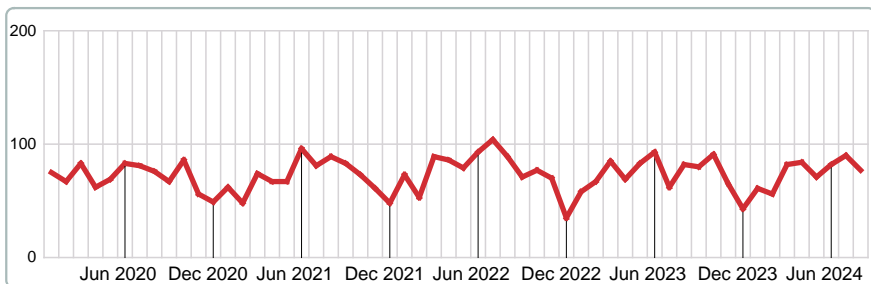
AUGUST



YEAR TO DATE (YTD)

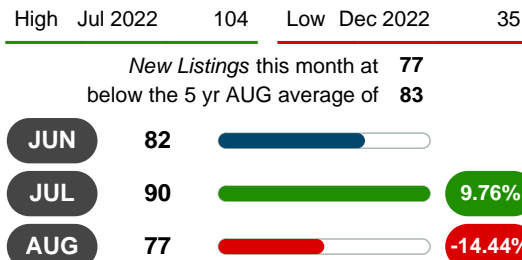


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 83



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 | 4 | 5.19% | 0 | 3 | 1 | 0 |
| \$50,001 - \$75,000 | 8 | 10.39% | 3 | 4 | 1 | 0 |
| \$75,001 - \$125,000 | 11 | 14.29% | 4 | 7 | 0 | 0 |
| \$125,001 - \$200,000 | 23 | 29.87% | 5 | 16 | 2 | 0 |
| \$200,001 - \$275,000 | 11 | 14.29% | 0 | 8 | 3 | 0 |
| \$275,001 - \$425,000 | 13 | 16.88% | 0 | 6 | 5 | 2 |
| \$425,001 and up | 7 | 9.09% | 1 | 4 | 1 | 1 |
| Total New Listed Units | 77 | | 13 | 48 | 13 | 3 |
| Total New Listed Volume | 18,392,670 | 100% | 2.13M | 11.54M | 3.63M | 1.10M |
| Average New Listed Listing Price | \$235,000 | | \$163,977 | \$240,316 | \$278,946 | \$366,500 |

August 2024



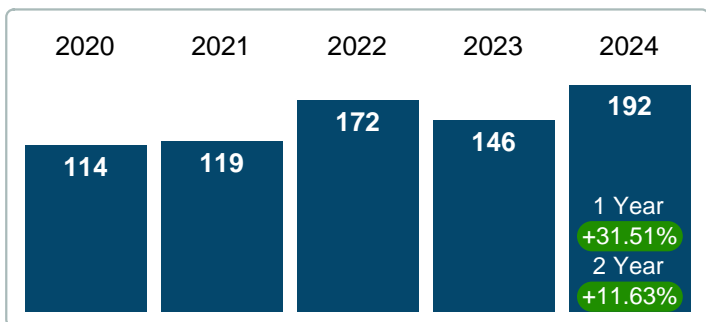
Area Delimited by County Of Muskogee - Residential Property Type



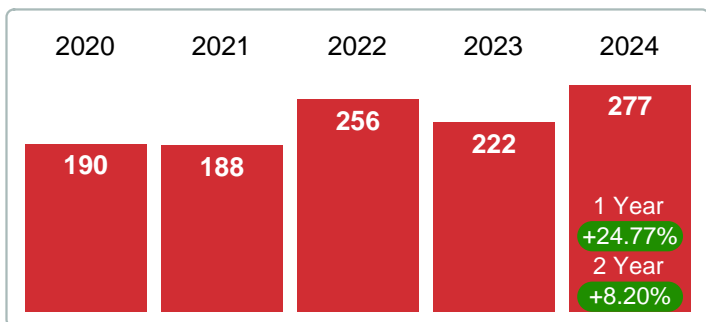
ACTIVE INVENTORY

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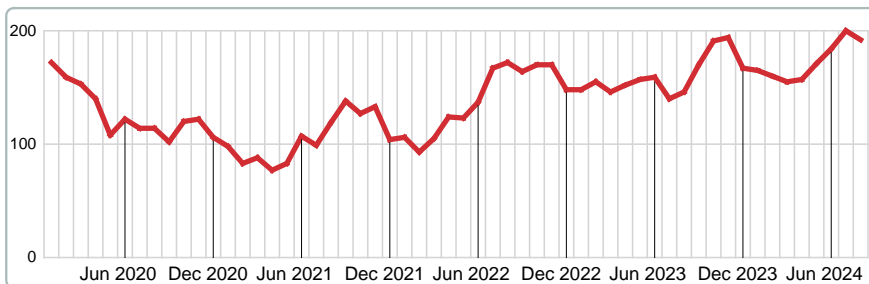
END OF AUGUST



ACTIVE DURING AUGUST

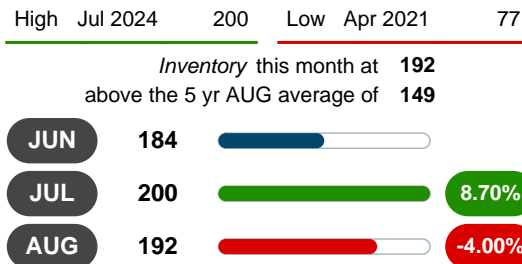


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 149



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$50,000 and less | 9 | 4.69% | 48.2 | 1 | 4 | 3 | 1 |
| \$50,001 - \$75,000 | 23 | 11.98% | 100.6 | 12 | 10 | 1 | 0 |
| \$75,001 - \$125,000 | 30 | 15.63% | 78.8 | 9 | 19 | 1 | 1 |
| \$125,001 - \$225,000 | 55 | 28.65% | 56.5 | 10 | 37 | 7 | 1 |
| \$225,001 - \$325,000 | 27 | 14.06% | 54.1 | 0 | 16 | 8 | 3 |
| \$325,001 - \$475,000 | 27 | 14.06% | 102.4 | 1 | 14 | 12 | 0 |
| \$475,001 and up | 21 | 10.94% | 113.6 | 3 | 6 | 8 | 4 |
| Total Active Inventory by Units | 192 | | | 36 | 106 | 40 | 10 |
| Total Active Inventory by Volume | 47,552,220 | 100% | 77.3 | 5.76M | 24.30M | 13.83M | 3.66M |
| Average Active Inventory Listing Price | \$247,668 | | | \$160,086 | \$229,246 | \$345,637 | \$366,350 |

August 2024



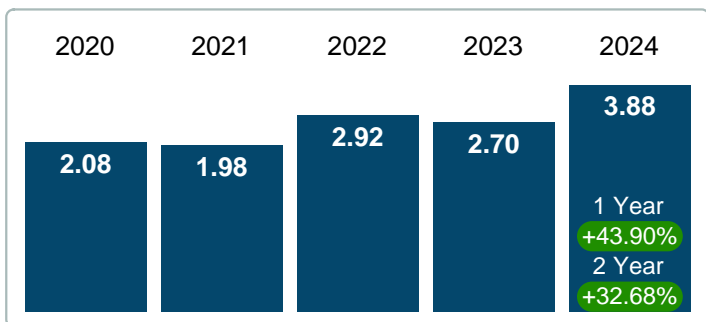
Area Delimited by County Of Muskogee - Residential Property Type



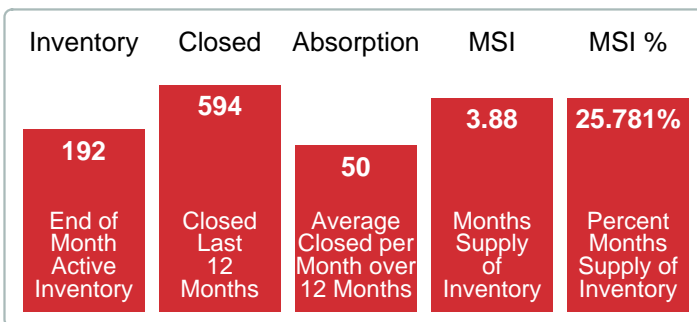
MONTHS SUPPLY of INVENTORY (MSI)

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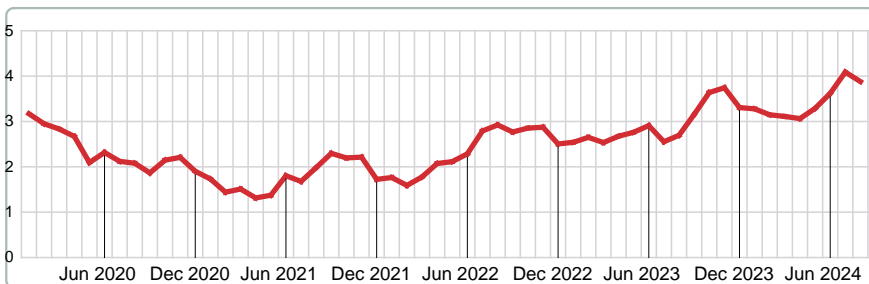
MSI FOR AUGUST



INDICATORS FOR AUGUST 2024

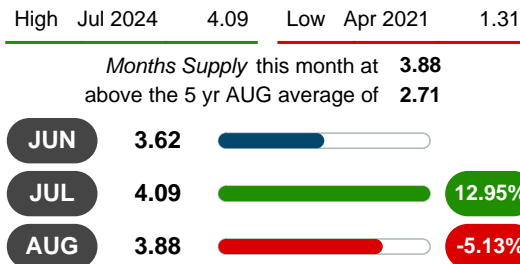


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 2.71



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 | 9 | 4.69% | 2.25 | 0.52 | 2.18 | 12.00 | 0.00 |
| \$50,001 - \$75,000 | 23 | 11.98% | 7.46 | 7.58 | 8.57 | 3.00 | 0.00 |
| \$75,001 - \$125,000 | 30 | 15.63% | 3.67 | 3.18 | 3.86 | 2.40 | 0.00 |
| \$125,001 - \$225,000 | 55 | 28.65% | 2.67 | 5.45 | 2.35 | 2.55 | 4.00 |
| \$225,001 - \$325,000 | 27 | 14.06% | 3.34 | 0.00 | 3.05 | 3.20 | 12.00 |
| \$325,001 - \$475,000 | 27 | 14.06% | 6.48 | 6.00 | 11.20 | 5.54 | 0.00 |
| \$475,001 and up | 21 | 10.94% | 14.82 | 0.00 | 14.40 | 10.67 | 16.00 |
| Market Supply of Inventory (MSI) | | | 3.88 | 4.28 | 3.47 | 4.36 | 7.50 |
| Total Active Inventory by Units | | 100% | 3.88 | 36 | 106 | 40 | 10 |

August 2024



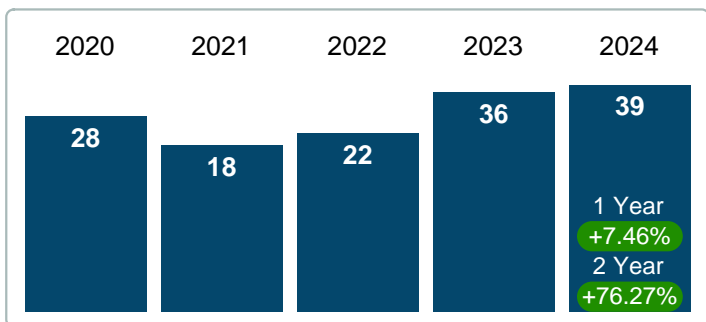
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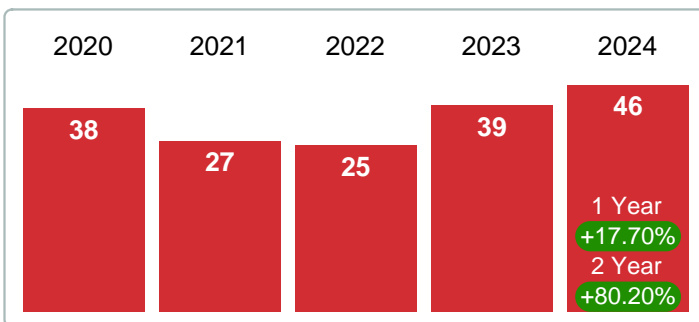
AVERAGE DAYS ON MARKET TO SALE

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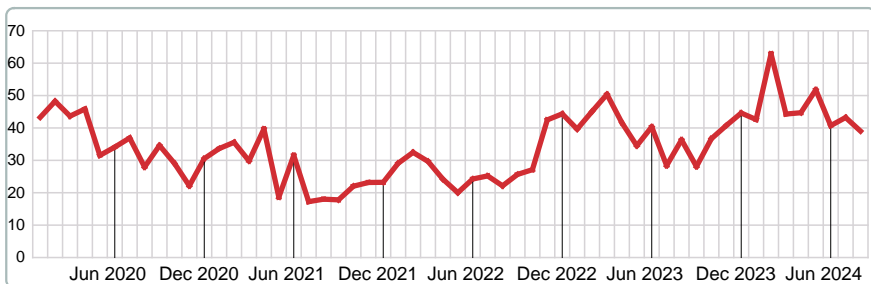
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 29

High Feb 2024 63 Low Jul 2021 17

Average Days on Market to Sale this month at 39 above the 5 yr AUG average of 29



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 |
|---|-------------|-------------------|--------------|--------------|--------------|----------------|
| \$75,000 and less | 9.09% | 40 | 33 | 74 | 0 | 0 |
| \$75,001 - \$100,000 | 7.58% | 43 | 27 | 54 | 0 | 0 |
| \$100,001 - \$150,000 | 19.70% | 39 | 6 | 27 | 148 | 0 |
| \$150,001 - \$200,000 | 19.70% | 40 | 44 | 43 | 0 | 6 |
| \$200,001 - \$250,000 | 19.70% | 49 | 0 | 40 | 71 | 0 |
| \$250,001 - \$325,000 | 12.12% | 24 | 0 | 31 | 1 | 0 |
| \$325,001 and up | 12.12% | 33 | 13 | 40 | 39 | 0 |
| Average Closed DOM | | 39 | 22 | 39 | 69 | 6 |
| Total Closed Units | 100% | 66 | 14 | 42 | 9 | 1 |
| Total Closed Volume | | 13,064,124 | 1.83M | 8.65M | 2.41M | 180.00K |

August 2024



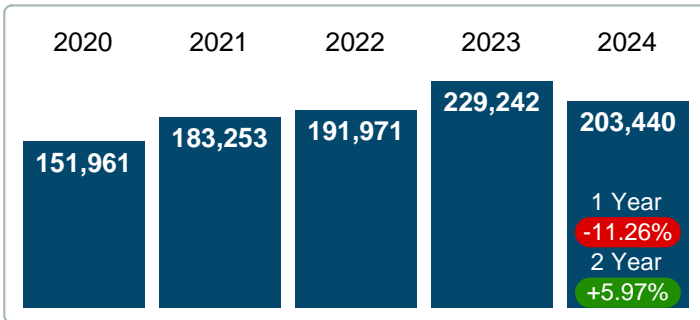
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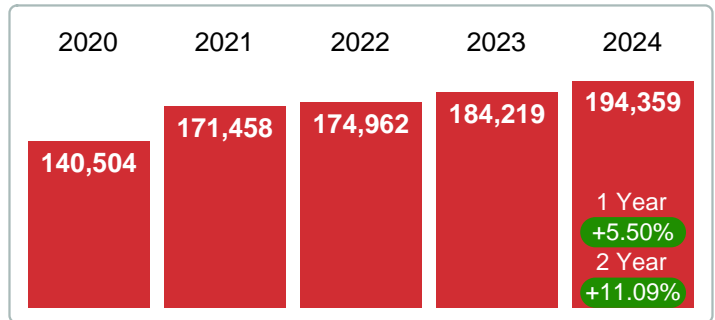
AVERAGE LIST PRICE AT CLOSING

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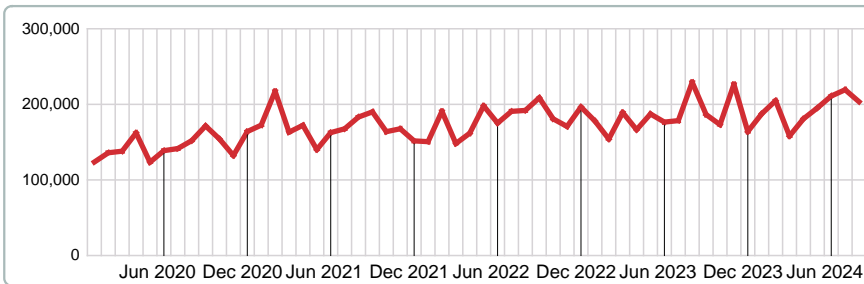
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

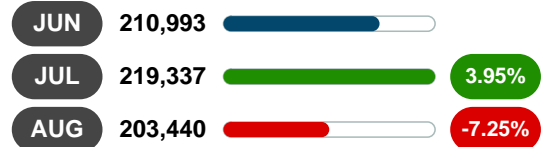


3 MONTHS

5 year AUG AVG = 191,973

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

Average List Price at Closing this month at **203,440** above the 5 yr AUG average of **191,973**



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 |
|--|-------------|-------------------|----------------|----------------|----------------|----------------|
| \$75,000 and less | 7.58% | 46,740 | 46,740 | 79,900 | 0 | 0 |
| \$75,001 - \$100,000 | 7.58% | 88,940 | 100,000 | 89,933 | 0 | 0 |
| \$100,001 - \$150,000 | 19.70% | 129,592 | 123,725 | 133,686 | 150,500 | 0 |
| \$150,001 - \$200,000 | 19.70% | 169,969 | 169,900 | 174,791 | 0 | 184,900 |
| \$200,001 - \$250,000 | 24.24% | 229,284 | 0 | 224,268 | 235,832 | 0 |
| \$250,001 - \$325,000 | 9.09% | 286,967 | 0 | 273,133 | 284,950 | 0 |
| \$325,001 and up | 12.12% | 433,000 | 447,500 | 383,800 | 650,000 | 0 |
| Average List Price | | 203,440 | 142,393 | 209,153 | 273,803 | 184,900 |
| Total Closed Units | 100% | 203,440 | 14 | 42 | 9 | 1 |
| Total Closed Volume | | 13,427,036 | 1.99M | 8.78M | 2.46M | 184.90K |

August 2024



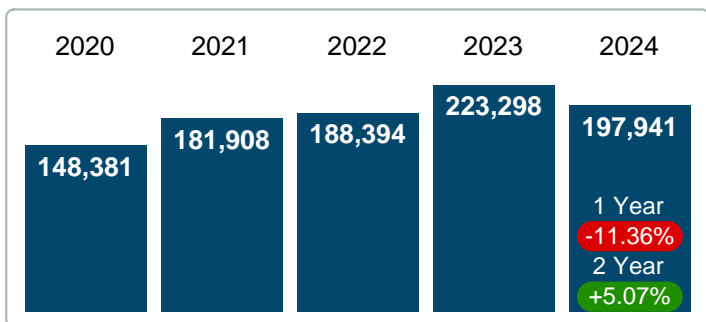
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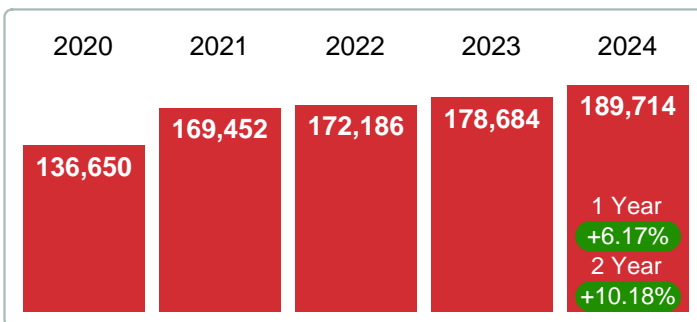
AVERAGE SOLD PRICE AT CLOSING

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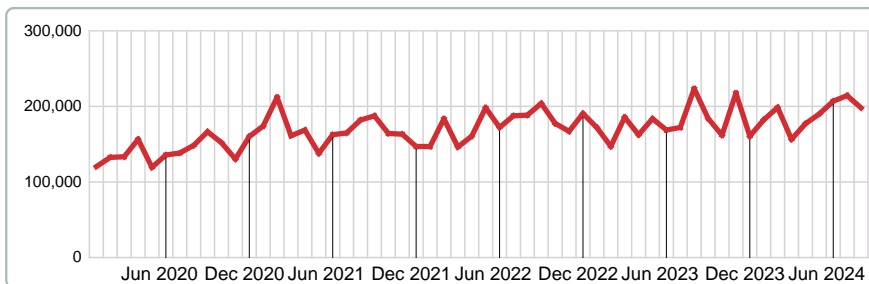
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

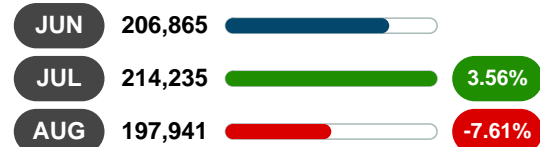


3 MONTHS

5 year AUG AVG = 187,985

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

Average Sold Price at Closing this month at 197,941 above the 5 yr AUG average of 187,985



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 |
|--|-------------|-------------------|----------------|----------------|----------------|----------------|
| \$75,000 and less | 9.09% | 44,817 | 40,780 | 65,000 | 0 | 0 |
| \$75,001 - \$100,000 | 7.58% | 91,080 | 93,750 | 89,300 | 0 | 0 |
| \$100,001 - \$150,000 | 19.70% | 126,762 | 121,250 | 125,414 | 142,500 | 0 |
| \$150,001 - \$200,000 | 19.70% | 171,961 | 158,000 | 172,500 | 0 | 180,000 |
| \$200,001 - \$250,000 | 19.70% | 226,549 | 0 | 222,968 | 234,607 | 0 |
| \$250,001 - \$325,000 | 12.12% | 277,113 | 0 | 273,667 | 287,450 | 0 |
| \$325,001 and up | 12.12% | 411,799 | 397,500 | 377,878 | 610,000 | 0 |
| Average Sold Price | | 197,941 | 130,671 | 205,867 | 267,592 | 180,000 |
| Total Closed Units | 100% | 197,941 | 14 | 42 | 9 | 1 |
| Total Closed Volume | | 13,064,124 | 1.83M | 8.65M | 2.41M | 180.00K |

August 2024



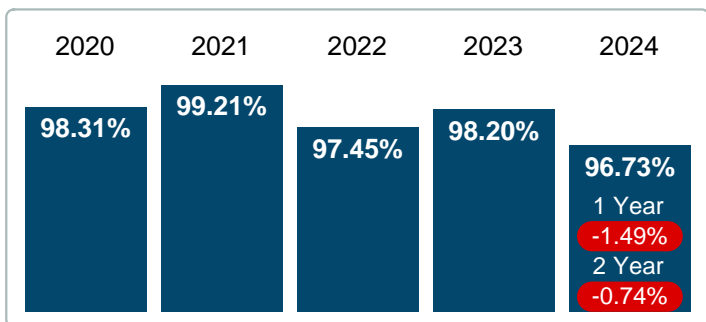
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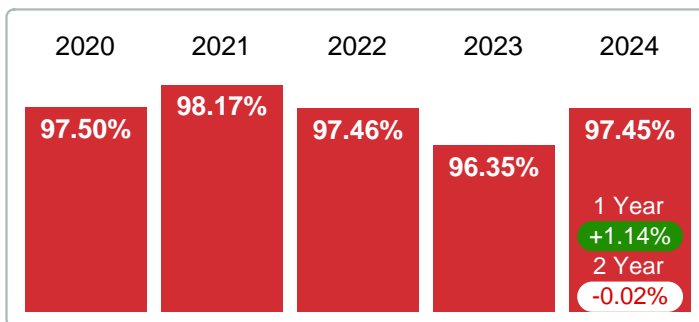
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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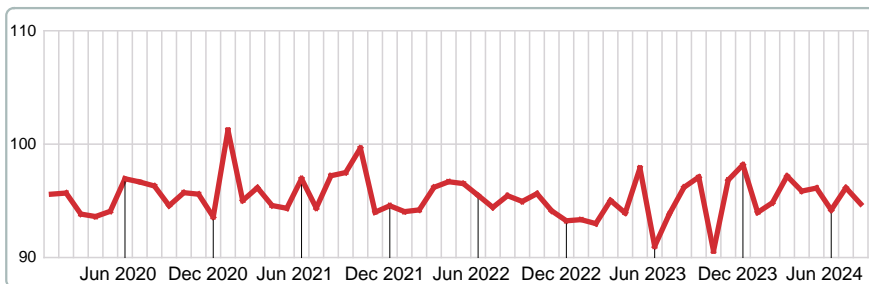
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

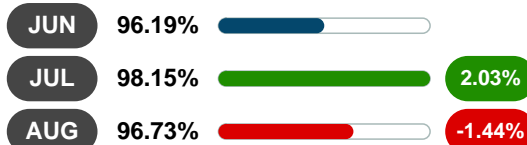


3 MONTHS

5 year AUG AVG = 97.98%

High Jan 2021 103.23% Low Oct 2023 92.58%

Average Sold/List Ratio this month at **96.73%**
below the 5 yr AUG average of **97.98%**



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 |
|--|----|------------|---------|----------|---------|---------|---------|
| \$75,000 and less | 6 | 9.09% | 86.08% | 87.02% | 81.35% | 0.00% | 0.00% |
| \$75,001 - \$100,000 | 5 | 7.58% | 96.98% | 93.67% | 99.19% | 0.00% | 0.00% |
| \$100,001 - \$150,000 | 13 | 19.70% | 95.31% | 98.09% | 93.90% | 94.71% | 0.00% |
| \$150,001 - \$200,000 | 13 | 19.70% | 98.46% | 93.00% | 99.05% | 0.00% | 97.35% |
| \$200,001 - \$250,000 | 13 | 19.70% | 99.52% | 0.00% | 99.52% | 99.51% | 0.00% |
| \$250,001 - \$325,000 | 8 | 12.12% | 100.83% | 0.00% | 100.82% | 100.85% | 0.00% |
| \$325,001 and up | 8 | 12.12% | 95.46% | 88.35% | 98.63% | 93.85% | 0.00% |
| Average Sold/List Ratio | | 96.70% | | 91.75% | 98.08% | 98.11% | 97.35% |
| Total Closed Units | | 66 | 100% | 14 | 42 | 9 | 1 |
| Total Closed Volume | | 13,064,124 | | 1.83M | 8.65M | 2.41M | 180.00K |

August 2024



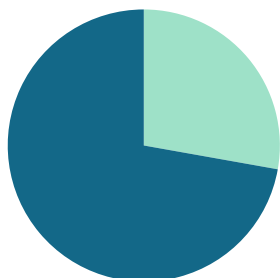
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

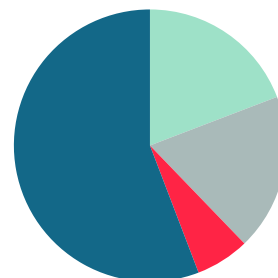


Inventory
 New Listings
77 = 27.80%
 Start Inventory
200
 Total Inventory Units
277
 Volume
\$65,574,147

Market Activity

Closed Sales
66 = 19.19%
 Pending Sales
64 = 18.60%
 Other Off Market
22 = 6.40%
 Active Inventory
192 = 55.81%

MARKET ACTIVITY



| Compared Metrics | August | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|--------|
| | 2023 | 2024 | +/-% | 2023 | 2024 | +/-% |
| Closed Sales | 59 | 66 | 11.86% | 413 | 401 | -2.91% |
| Pending Sales | 58 | 64 | 10.34% | 442 | 439 | -0.68% |
| New Listings | 82 | 77 | -6.10% | 599 | 603 | 0.67% |
| Average List Price | 229,242 | 203,440 | -11.26% | 184,219 | 194,359 | 5.50% |
| Average Sale Price | 223,298 | 197,941 | -11.36% | 178,684 | 189,714 | 6.17% |
| Average Percent of Selling Price to List Price | 98.20% | 96.73% | -1.49% | 96.35% | 97.45% | 1.14% |
| Average Days on Market to Sale | 36.31 | 39.02 | 7.46% | 39.01 | 45.91 | 17.70% |
| Monthly Inventory | 146 | 192 | 31.51% | 146 | 192 | 31.51% |
| Months Supply of Inventory | 2.70 | 3.88 | 43.90% | 2.70 | 3.88 | 43.90% |

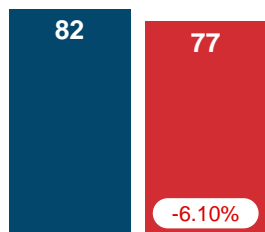
Absorption: Last 12 months, an Average of **50** Sales/Month

Inventory on August 31, 2024 = 192 2023 2024

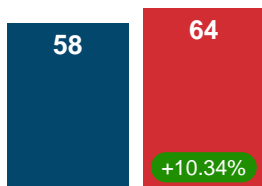
AUGUST MARKET

AVERAGE PRICES

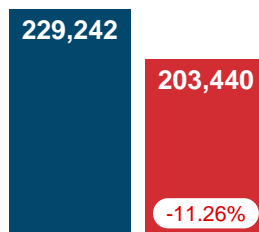
New Listings



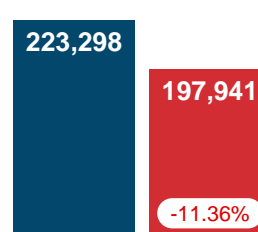
Pending Listings



List Price



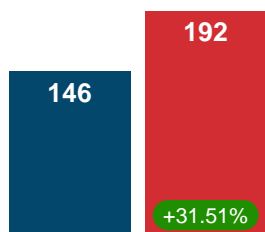
Sale Price



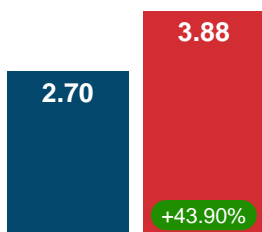
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

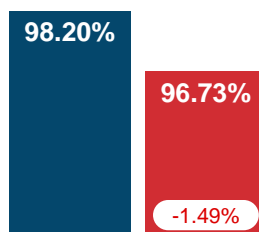
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

