

January 2024



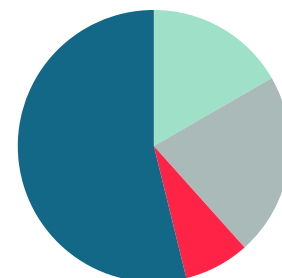
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Feb 12, 2024 for MLS Technology Inc.

Compared Metrics	2023	January 2024	+/-%
Closed Listings	700	740	5.71%
Pending Listings	1,047	963	-8.02%
New Listings	1,198	1,092	-8.85%
Median List Price	239,770	245,000	2.18%
Median Sale Price	236,625	240,000	1.43%
Median Percent of Selling Price to List Price	99.01%	99.17%	0.16%
Median Days on Market to Sale	19.50	22.00	12.82%
End of Month Inventory	2,208	2,389	8.20%
Months Supply of Inventory	1.79	2.32	29.67%



■ Closed (16.68%)
■ Pending (21.70%)
■ Other OffMarket (7.78%)
■ Active (53.84%)

Absorption: Last 12 months, an Average of **1,031** Sales/Month
Active Inventory as of January 31, 2024 = **2,389**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2024 rose **8.20%** to 2,389 existing homes available for sale. Over the last 12 months this area has had an average of 1,031 closed sales per month. This represents an unsold inventory index of **2.32** 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 **1.43%** in January 2024 to \$240,000 versus the previous year at \$236,625.

Median Days on Market Lengthens

The median number of **22.00** days that homes spent on the market before selling increased by 2.50 days or **12.82%** in January 2024 compared to last year's same month at **19.50** DOM.

Sales Success for January 2024 is Positive

Overall, with Median Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 1,092 New Listings in January 2024, down **8.85%** from last year at 1,198. Furthermore, there were 740 Closed Listings this month versus last year at 700, a **5.71%** increase.

Closed versus Listed trends yielded a **67.8%** ratio, up from previous year's, January 2023, at **58.4%**, a **15.98%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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

January 2024



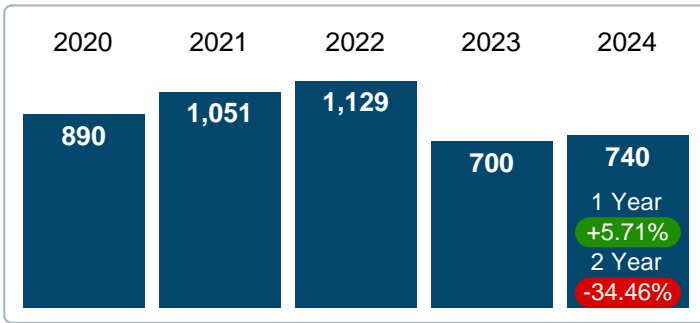
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



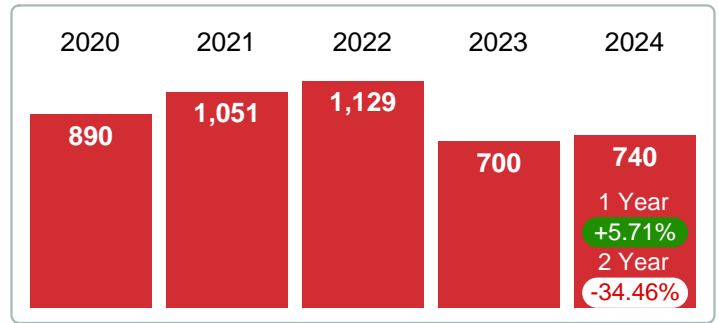
CLOSED LISTINGS

Report produced on Feb 12, 2024 for MLS Technology Inc.

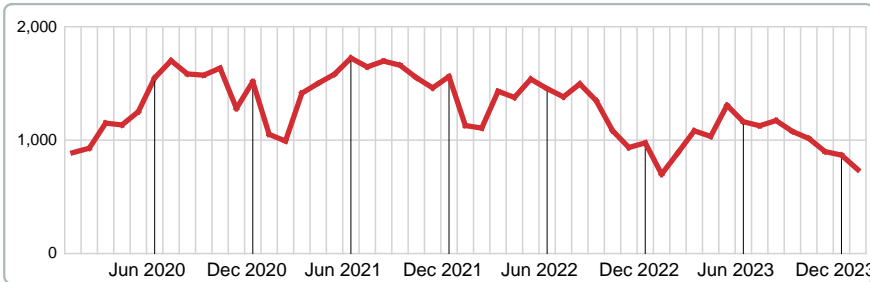
JANUARY



YEAR TO DATE (YTD)

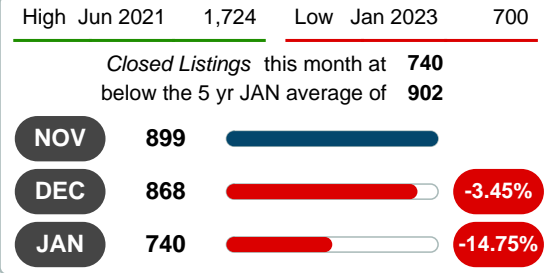


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 902



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	75	10.14%	14.0	44	28	1	2
\$100,001 - \$150,000	67	9.05%	16.0	18	46	3	0
\$150,001 - \$200,000	115	15.54%	12.0	17	81	16	1
\$200,001 - \$275,000	184	24.86%	22.0	12	138	31	3
\$275,001 - \$350,000	119	16.08%	22.0	4	61	51	3
\$350,001 - \$500,000	104	14.05%	41.0	1	47	47	9
\$500,001 and up	76	10.27%	51.5	1	13	49	13
Total Closed Units	740			97	414	198	31
Total Closed Volume	219,829,947	100%	22.0	13.01M	101.68M	87.99M	17.14M
Median Closed Price	\$240,000			\$125,000	\$222,934	\$349,995	\$450,000

January 2024



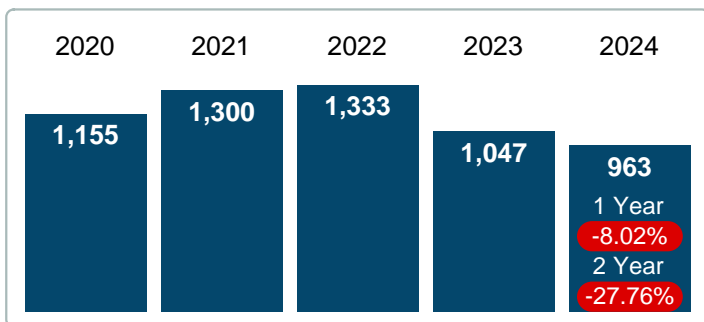
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



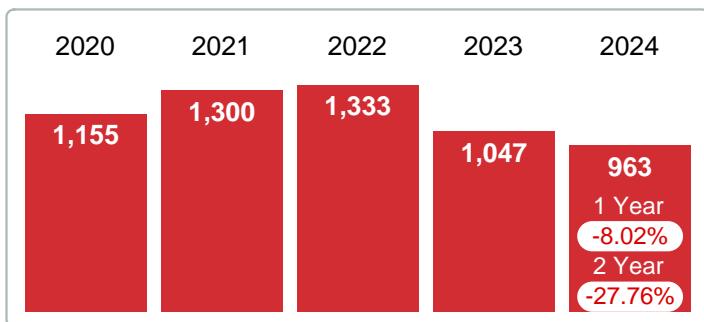
PENDING LISTINGS

Report produced on Feb 12, 2024 for MLS Technology Inc.

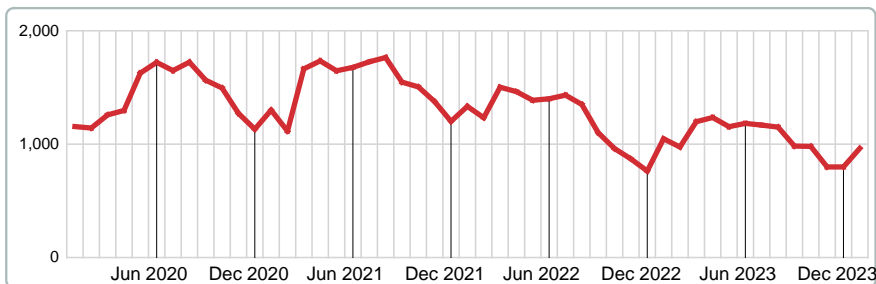
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

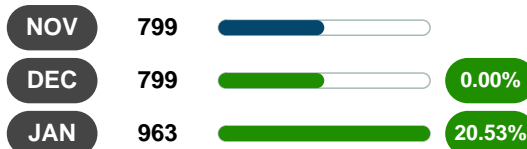


3 MONTHS

5 year JAN AVG = 1,160

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at **963**
below the 5 yr JAN average of **1,160**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	82	8.52%	37.5	40	38	3	1
\$100,001 - \$150,000	85	8.83%	10.0	29	51	5	0
\$150,001 - \$200,000	143	14.85%	22.0	21	112	9	1
\$200,001 - \$275,000	226	23.47%	32.0	21	161	42	2
\$275,001 - \$375,000	203	21.08%	46.0	7	101	87	8
\$375,001 - \$525,000	114	11.84%	40.0	2	46	57	9
\$525,001 and up	110	11.42%	65.0	0	20	61	29
Total Pending Units	963			120	529	264	50
Total Pending Volume	297,819,439	100%	34.0	18.15M	133.38M	113.02M	33.26M
Median Listing Price	\$259,000			\$131,000	\$229,000	\$359,000	\$637,450

January 2024



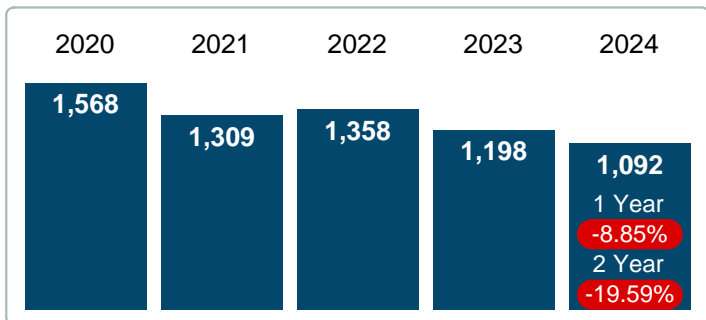
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



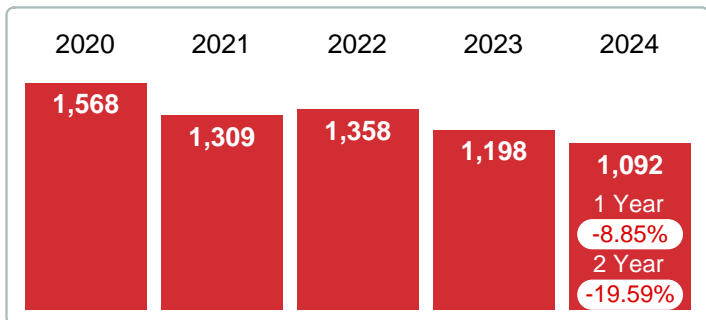
NEW LISTINGS

Report produced on Feb 12, 2024 for MLS Technology Inc.

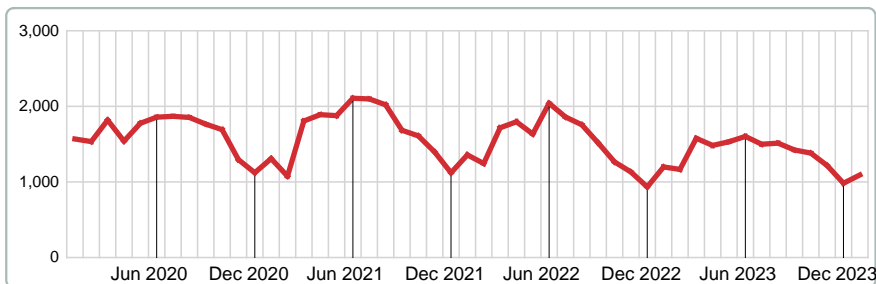
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,305

High Jun 2021 2,107 Low Dec 2022 934

New Listings this month at 1,092 below the 5 yr JAN average of 1,305



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	106	9.71%	58	43	5	0
\$125,001 - \$175,000	128	11.72%	23	91	12	2
\$175,001 - \$225,000	128	11.72%	17	96	13	2
\$225,001 - \$325,000	291	26.65%	21	181	85	4
\$325,001 - \$425,000	185	16.94%	7	79	94	5
\$425,001 - \$550,000	136	12.45%	5	42	73	16
\$550,001 and up	118	10.81%	4	18	68	28
Total New Listed Units	1,092		135	550	350	57
Total New Listed Volume	379,849,323	100%	27.84M	152.18M	157.51M	42.32M
Median New Listed Listing Price	\$289,850		\$152,000	\$245,000	\$379,950	\$549,500

January 2024



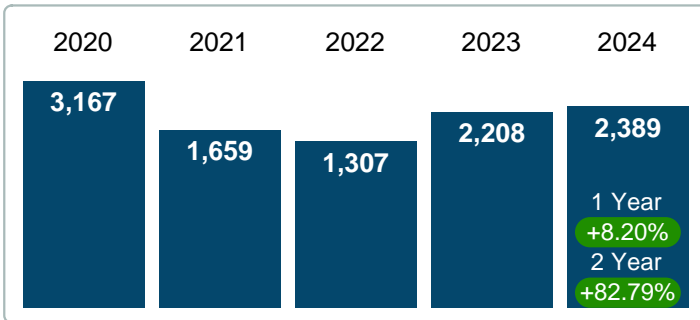
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



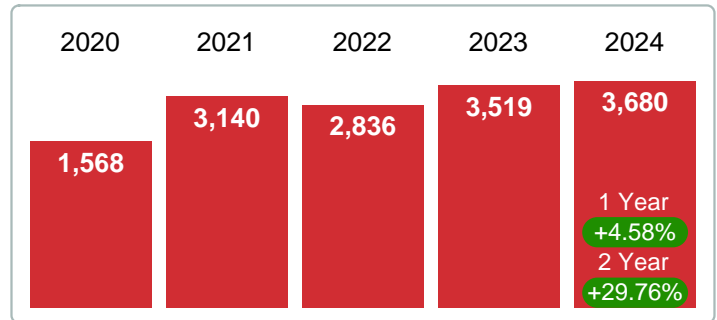
ACTIVE INVENTORY

Report produced on Feb 12, 2024 for MLS Technology Inc.

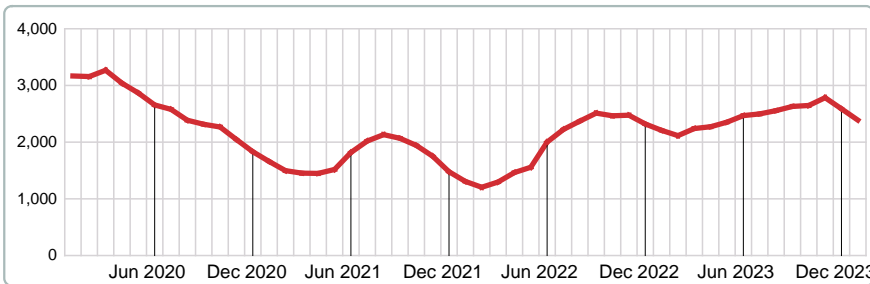
END OF JANUARY



ACTIVE DURING JANUARY

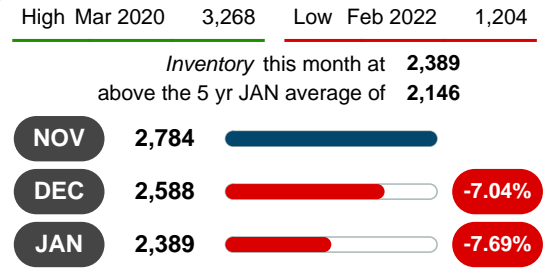


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 2,146



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	202	8.46%	62.0	112	76	13	1
\$125,001 - \$225,000	351	14.69%	47.0	71	225	48	7
\$225,001 - \$275,000	234	9.79%	52.0	21	156	52	5
\$275,001 - \$425,000	669	28.00%	55.0	31	330	277	31
\$425,001 - \$525,000	351	14.69%	92.0	19	133	163	36
\$525,001 - \$700,000	344	14.40%	86.0	12	69	215	48
\$700,001 and up	238	9.96%	95.5	12	40	103	83
Total Active Inventory by Units			2,389	278	1,029	871	211
Total Active Inventory by Volume			1,064,651,715	69.35M	357.17M	447.66M	190.46M
Median Active Inventory Listing Price			\$356,230	\$159,000	\$297,490	\$459,900	\$599,900

January 2024



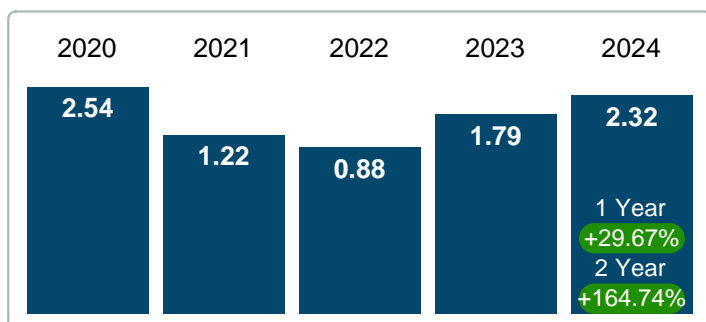
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



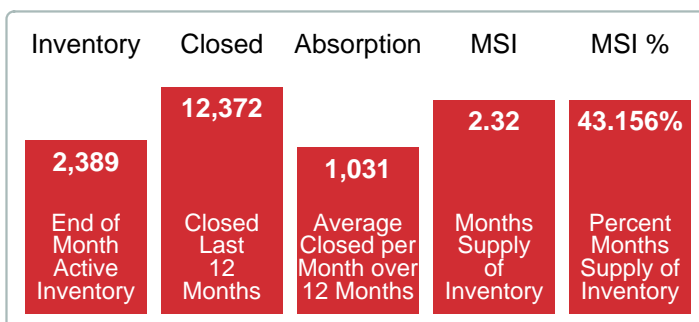
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Feb 12, 2024 for MLS Technology Inc.

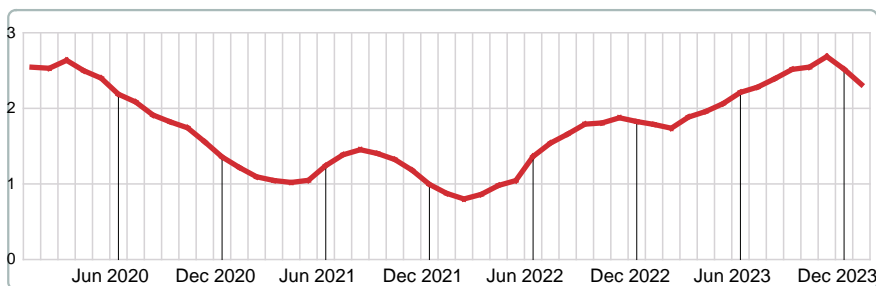
MSI FOR JANUARY



INDICATORS FOR JANUARY 2024

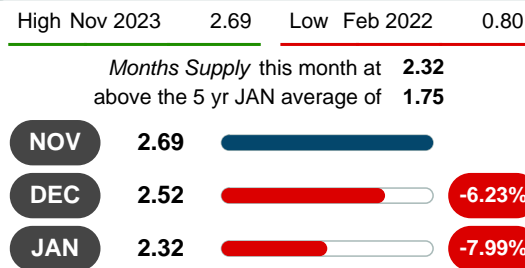


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1.75



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
\$125,000 and less	202	8.46%	1.65	1.86	1.38	2.29	0.71
\$125,001 - \$225,000	351	14.69%	1.20	1.76	1.04	1.52	2.33
\$225,001 - \$275,000	234	9.79%	1.46	2.86	1.33	1.54	2.22
\$275,001 - \$425,000	669	28.00%	2.38	3.15	2.56	2.19	1.99
\$425,001 - \$525,000	351	14.69%	4.71	10.86	6.02	3.96	3.79
\$525,001 - \$700,000	344	14.40%	5.73	20.57	5.41	6.14	4.09
\$700,001 and up	238	9.96%	5.90	24.00	6.23	4.61	7.49
Market Supply of Inventory (MSI)			2.32	2.31	1.84	2.94	3.87
Total Active Inventory by Units		100%	2,389	278	1,029	871	211

January 2024



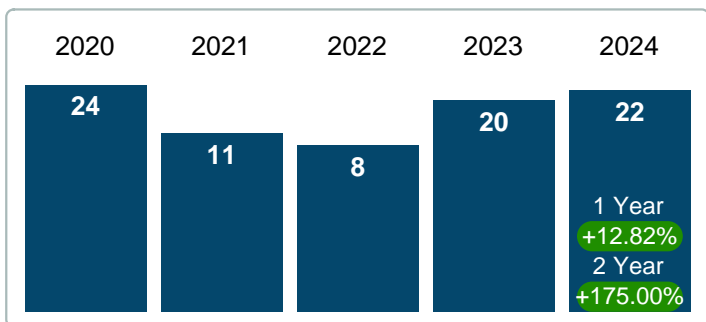
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



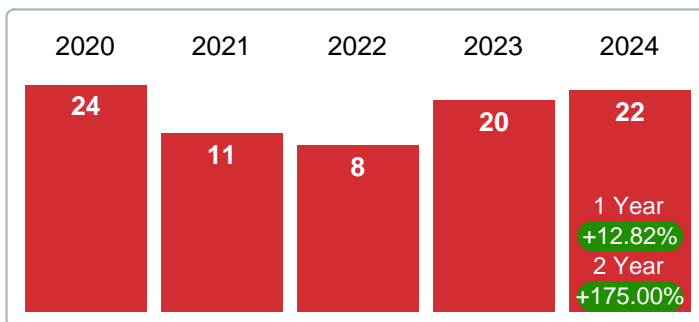
MEDIAN DAYS ON MARKET TO SALE

Report produced on Feb 12, 2024 for MLS Technology Inc.

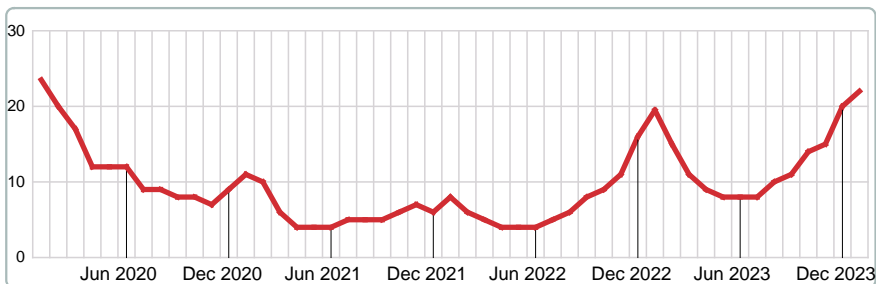
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

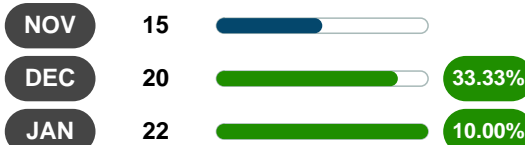


3 MONTHS

5 year JAN AVG = 17

High Jan 2020 24 Low Jun 2022 4

Median Days on Market to Sale this month at 22 above the 5 yr JAN average of 17



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
\$100,000 and less 75	10.14%	14	21	9	3	27
\$100,001 - \$150,000 67	9.05%	16	7	16	72	0
\$150,001 - \$200,000 115	15.54%	12	7	13	18	53
\$200,001 - \$275,000 184	24.86%	22	21	24	20	6
\$275,001 - \$350,000 119	16.08%	22	15	22	22	36
\$350,001 - \$500,000 104	14.05%	41	126	33	41	50
\$500,001 and up 76	10.27%	52	7	29	64	41
Median Closed DOM		22	15	21	30	42
Total Closed Units	100%	740	97	414	198	31
Total Closed Volume		219,829,947	13.01M	101.68M	87.99M	17.14M

January 2024



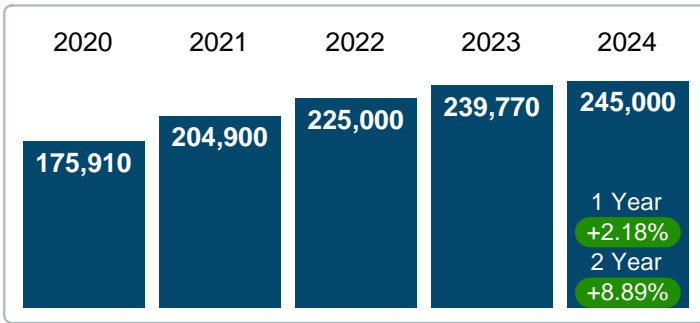
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



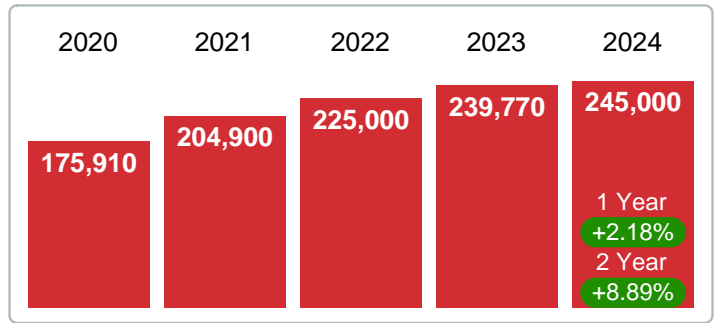
MEDIAN LIST PRICE AT CLOSING

Report produced on Feb 12, 2024 for MLS Technology Inc.

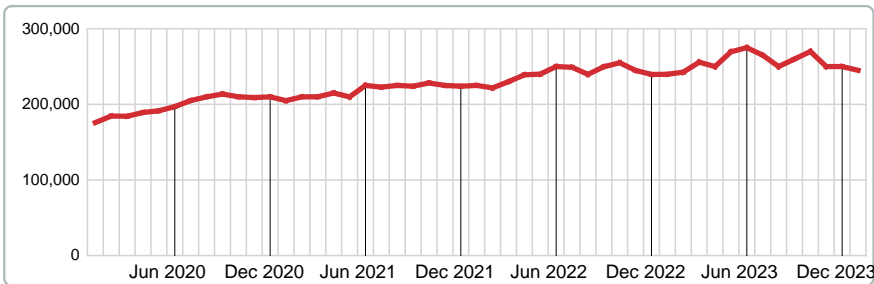
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

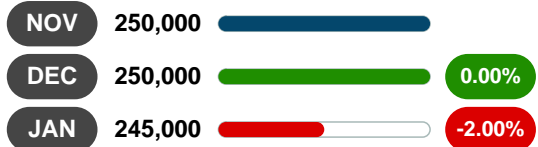


3 MONTHS

5 year JAN AVG = 218,116

High Jun 2023 275,000 Low Jan 2020 175,910

Median List Price at Closing this month at **245,000**
above the 5 yr JAN average of **218,116**



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
\$100,000 and less	71	9.59%	75,000	65,000	79,995	99,900	70,500
\$100,001 - \$150,000	62	8.38%	132,063	130,000	135,000	129,000	0
\$150,001 - \$200,000	112	15.14%	179,950	165,000	180,000	185,000	199,900
\$200,001 - \$275,000	192	25.95%	238,500	238,700	237,299	244,426	215,000
\$275,001 - \$350,000	119	16.08%	309,000	294,500	299,900	317,000	344,500
\$350,001 - \$500,000	103	13.92%	399,000	410,000	399,900	394,995	425,000
\$500,001 and up	81	10.95%	650,000	650,000	584,000	679,250	700,000
Median List Price			245,000	129,900	230,000	354,995	459,000
Total Closed Units		100%	245,000	97	414	198	31
Total Closed Volume			226,084,601	13.86M	104.48M	90.30M	17.45M

January 2024



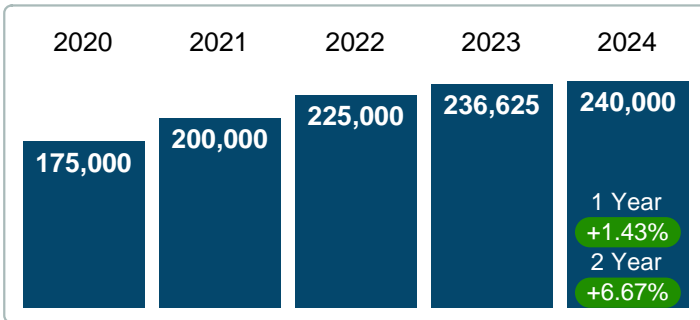
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



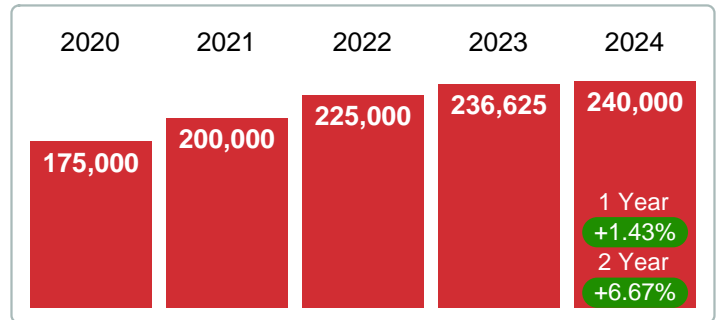
MEDIAN SOLD PRICE AT CLOSING

Report produced on Feb 12, 2024 for MLS Technology Inc.

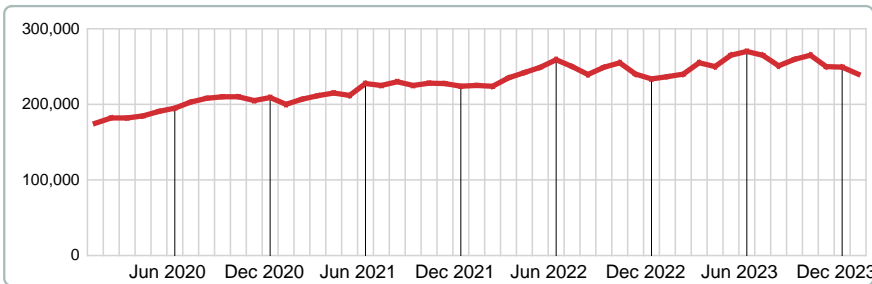
JANUARY



YEAR TO DATE (YTD)

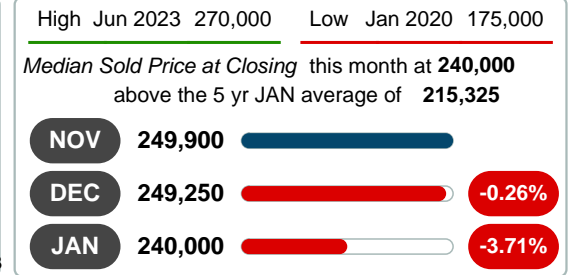


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 215,325



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
\$100,000 and less	10.14%	69,900	64,500	70,800	100,000	74,500
\$100,001 - \$150,000	9.05%	134,750	130,000	135,625	135,000	0
\$150,001 - \$200,000	15.54%	180,000	170,000	180,000	182,400	199,900
\$200,001 - \$275,000	24.86%	233,250	240,750	232,344	245,000	210,000
\$275,001 - \$350,000	16.08%	309,000	290,600	296,000	315,000	340,000
\$350,001 - \$500,000	14.05%	395,514	395,000	396,575	392,990	425,000
\$500,001 and up	10.27%	650,000	525,000	555,000	655,000	700,000
Median Sold Price		240,000	125,000	222,934	349,995	450,000
Total Closed Units	100%	740	97	414	198	31
Total Closed Volume		219,829,947	13.01M	101.68M	87.99M	17.14M

January 2024



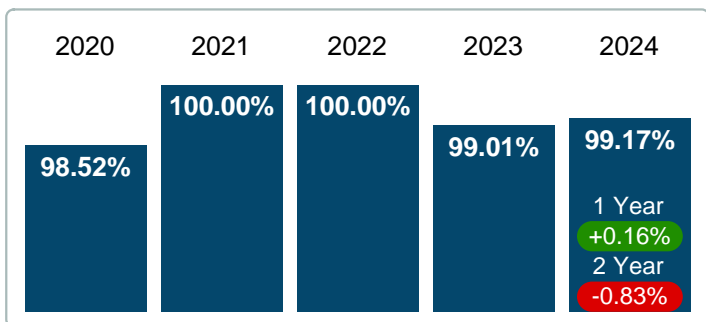
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



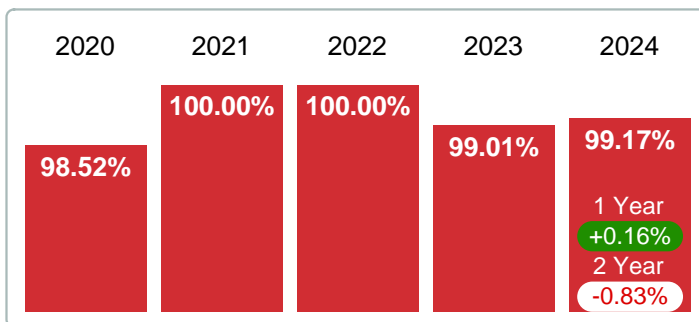
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Feb 12, 2024 for MLS Technology Inc.

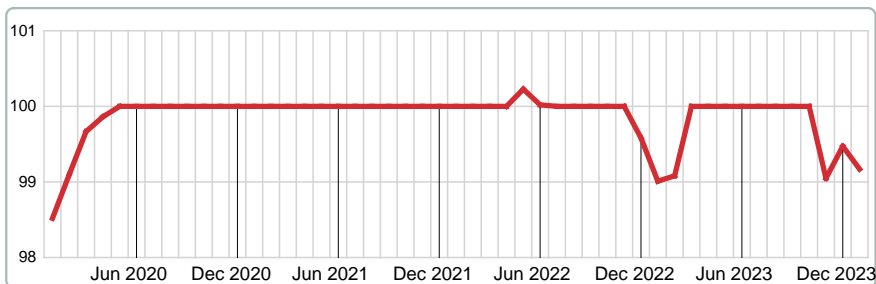
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

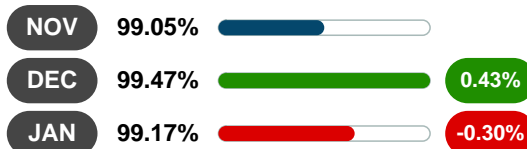


3 MONTHS

5 year JAN AVG = 99.34%

High May 2022 100.23% Low Jan 2020 98.52%

Median Sold/List Ratio this month at **99.17%** equal to 5 yr JAN average of **99.34%**



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
\$100,000 and less	75	10.14%	93.87%	93.26%	95.70%	100.10%	104.40%
\$100,001 - \$150,000	67	9.05%	98.08%	98.33%	98.07%	100.00%	0.00%
\$150,001 - \$200,000	115	15.54%	100.00%	98.63%	100.00%	97.18%	100.00%
\$200,001 - \$275,000	184	24.86%	100.00%	99.22%	100.00%	99.14%	97.67%
\$275,001 - \$350,000	119	16.08%	98.73%	96.54%	98.70%	99.25%	98.69%
\$350,001 - \$500,000	104	14.05%	99.52%	96.34%	97.81%	100.00%	98.13%
\$500,001 and up	76	10.27%	98.14%	80.77%	97.22%	98.82%	97.74%
Median Sold/List Ratio		99.17%		96.34%	99.52%	99.37%	98.13%
Total Closed Units		740	100%	97	414	198	31
Total Closed Volume		219,829,947		13.01M	101.68M	87.99M	17.14M

January 2024



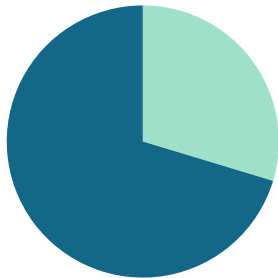
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Feb 12, 2024 for MLS Technology Inc.

INVENTORY



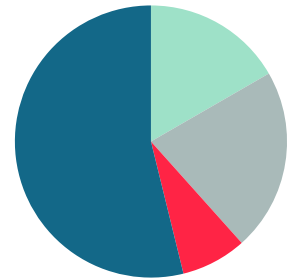
Inventory

- New Listings
1,092 = 29.67%
- Start Inventory
2,588
- Total Inventory Units
3,680
- Volume
\$1,502,138,290

Market Activity

- Closed Sales
740 = 16.68%
- Pending Sales
963 = 21.70%
- Other Off Market
345 = 7.78%
- Active Inventory
2,389 = 53.84%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	700	740	5.71%	700	740	5.71%
Pending Sales	1,047	963	-8.02%	1,047	963	-8.02%
New Listings	1,198	1,092	-8.85%	1,198	1,092	-8.85%
Median List Price	239,770	245,000	2.18%	239,770	245,000	2.18%
Median Sale Price	236,625	240,000	1.43%	236,625	240,000	1.43%
Median Percent of Selling Price to List Price	99.01%	99.17%	0.16%	99.01%	99.17%	0.16%
Median Days on Market to Sale	19.50	22.00	12.82%	19.50	22.00	12.82%
Monthly Inventory	2,208	2,389	8.20%	2,208	2,389	8.20%
Months Supply of Inventory	1.79	2.32	29.67%	1.79	2.32	29.67%

Absorption: Last 12 months, an Average of **1,031** Sales/Month

Inventory on January 31, 2024 = **2,389**

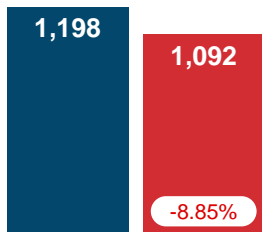
2023

2024

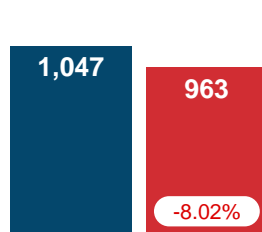
JANUARY MARKET

MEDIAN PRICES

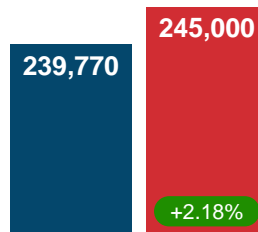
New Listings



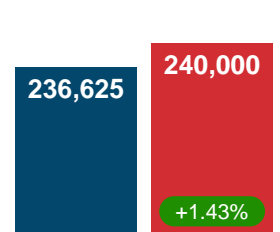
Pending Listings



List Price



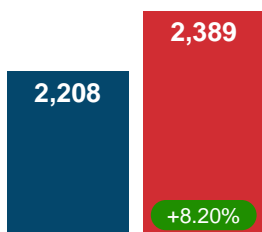
Sale Price



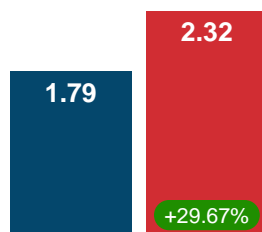
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

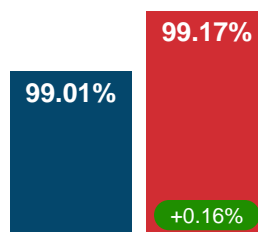
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

