

# January 2024



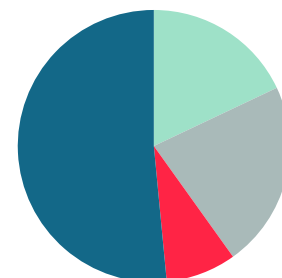
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	January 2024	+/-%
Closed Listings	451	498	10.42%
Pending Listings	705	614	-12.91%
New Listings	808	676	-16.34%
Average List Price	286,338	314,393	9.80%
Average Sale Price	281,204	304,275	8.20%
Average Percent of Selling Price to List Price	97.91%	97.30%	-0.62%
Average Days on Market to Sale	32.01	40.50	26.51%
End of Month Inventory	1,356	1,428	5.31%
Months Supply of Inventory	1.62	2.08	28.39%



■ Closed (17.97%)  
■ Pending (22.15%)  
■ Other OffMarket (8.37%)  
■ Active (51.52%)

**Absorption:** Last 12 months, an Average of **687** Sales/Month  
**Active Inventory** as of January 31, 2024 = **1,428**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2024 rose **5.31%** to 1,428 existing homes available for sale. Over the last 12 months this area has had an average of 687 closed sales per month. This represents an unsold inventory index of **2.08** 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 **8.20%** in January 2024 to \$304,275 versus the previous year at \$281,204.

#### Average Days on Market Lengthens

The average number of **40.50** days that homes spent on the market before selling increased by 8.49 days or **26.51%** in January 2024 compared to last year's same month at **32.01** DOM.

#### Sales Success for January 2024 is Positive

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

There were 676 New Listings in January 2024, down **16.34%** from last year at 808. Furthermore, there were 498 Closed Listings this month versus last year at 451, a **10.42%** increase.

Closed versus Listed trends yielded a **73.7%** ratio, up from previous year's, January 2023, at **55.8%**, a **31.98%** 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

<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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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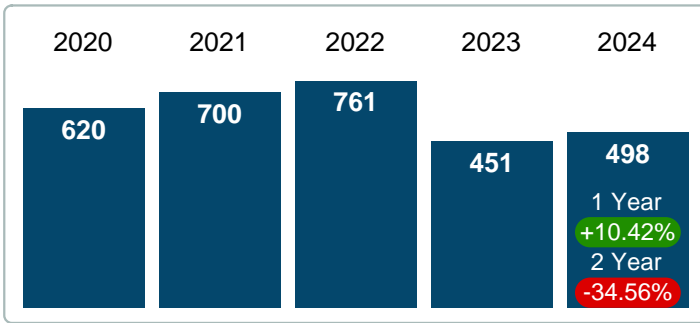
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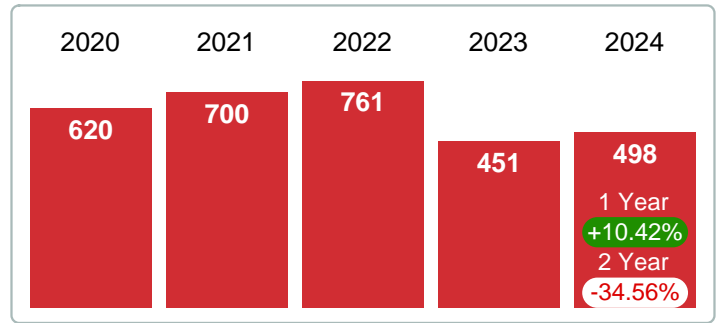
## CLOSED LISTINGS

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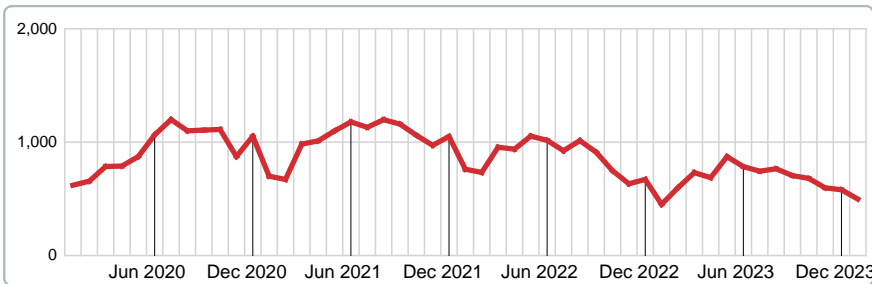
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

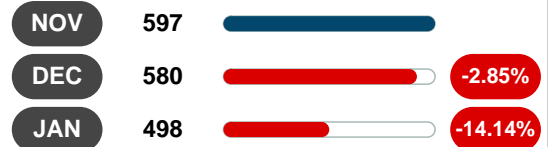


### 3 MONTHS

5 year JAN AVG = 606

High Jul 2020 1,199 Low Jan 2023 451

Closed Listings this month at 498  
below the 5 yr JAN average of 606



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	53	10.64%	31.5	30	20	1	2
\$100,001 - \$150,000	39	7.83%	25.5	14	25	0	0
\$150,001 - \$200,000	82	16.47%	29.3	14	58	10	0
\$200,001 - \$275,000	120	24.10%	31.5	11	86	21	2
\$275,001 - \$350,000	82	16.47%	36.4	4	39	37	2
\$350,001 - \$500,000	72	14.46%	67.1	1	31	31	9
\$500,001 and up	50	10.04%	70.0	1	6	35	8
<b>Total Closed Units</b>	<b>498</b>			<b>75</b>	<b>265</b>	<b>135</b>	<b>23</b>
<b>Total Closed Volume</b>	<b>151,529,115</b>	<b>100%</b>	<b>40.5</b>	<b>10.98M</b>	<b>63.99M</b>	<b>63.89M</b>	<b>12.67M</b>
<b>Average Closed Price</b>	<b>\$304,275</b>			<b>\$146,441</b>	<b>\$241,479</b>	<b>\$473,243</b>	<b>\$550,713</b>

# January 2024



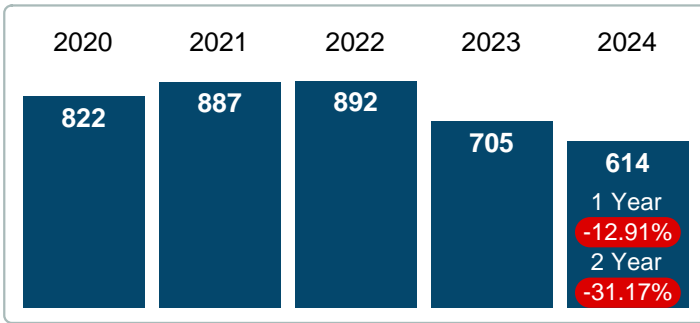
Area Delimited by County Of Tulsa - Residential Property Type



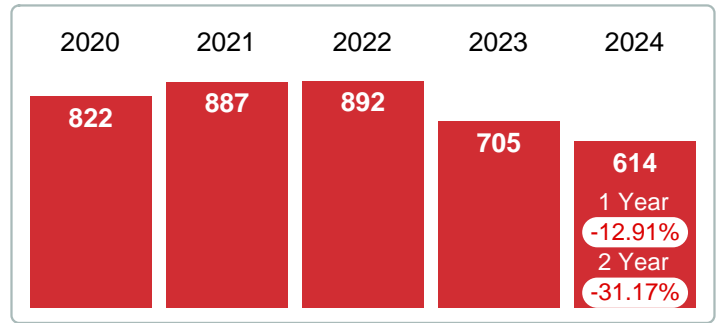
## PENDING LISTINGS

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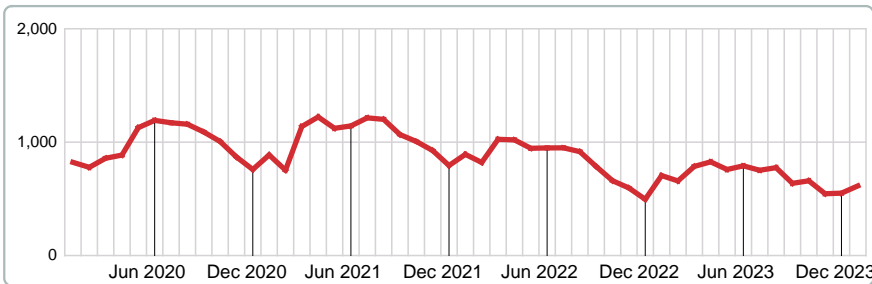
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

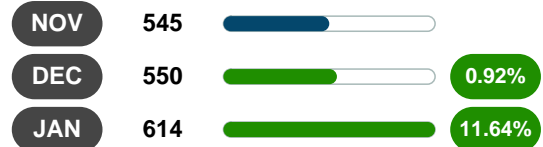


### 3 MONTHS

5 year JAN AVG = 784

High Apr 2021 1,222 Low Dec 2022 496

Pending Listings this month at 614 below the 5 yr JAN average of 784



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	68	11.07%	37.9	38	26	4	0
\$125,001 - \$150,000	36	5.86%	23.8	10	25	1	0
\$150,001 - \$200,000	102	16.61%	32.9	19	78	5	0
\$200,001 - \$275,000	139	22.64%	35.6	19	98	21	1
\$275,001 - \$375,000	128	20.85%	65.3	6	56	61	5
\$375,001 - \$550,000	78	12.70%	63.7	1	29	41	7
\$550,001 and up	63	10.26%	78.3	0	10	35	18
<b>Total Pending Units</b>	<b>614</b>			<b>93</b>	<b>322</b>	<b>168</b>	<b>31</b>
<b>Total Pending Volume</b>	<b>195,640,382</b>	<b>100%</b>	<b>55.2</b>	<b>14.89M</b>	<b>81.98M</b>	<b>76.05M</b>	<b>22.72M</b>
<b>Average Listing Price</b>	<b>\$368,168</b>			<b>\$160,128</b>	<b>\$254,582</b>	<b>\$452,671</b>	<b>\$733,042</b>

# January 2024



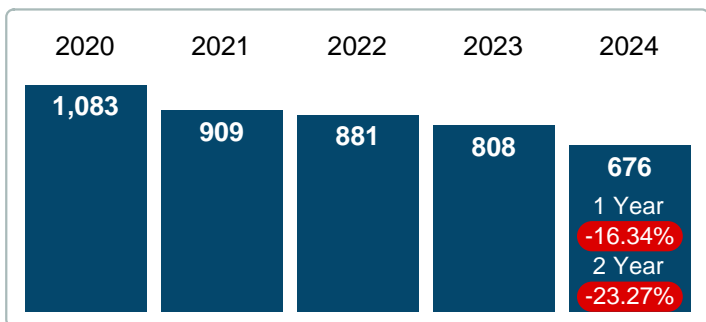
Area Delimited by County Of Tulsa - Residential Property Type



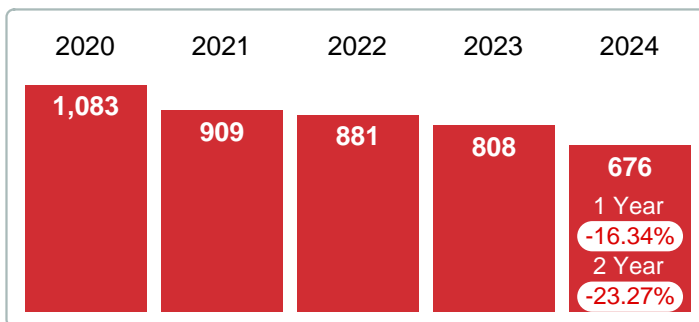
## NEW LISTINGS

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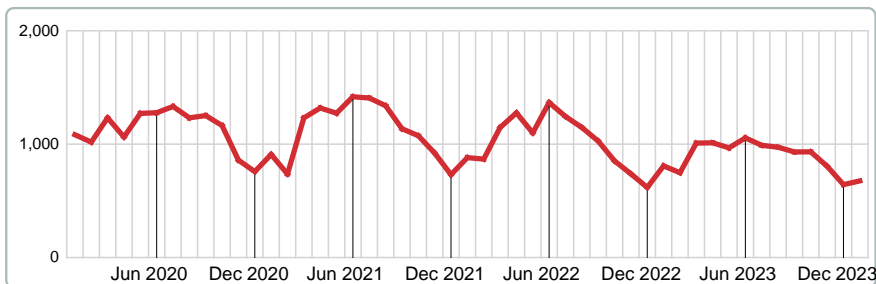
### JANUARY



### YEAR TO DATE (YTD)

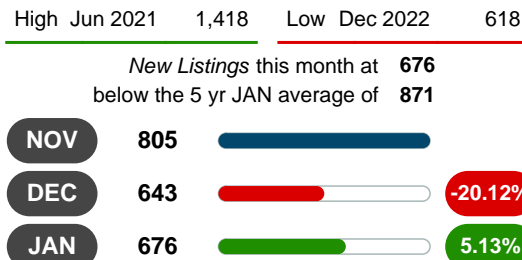


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 871



### 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	62	9.17%	40	19	3	0
\$125,001 - \$175,000	73	10.80%	13	53	6	1
\$175,001 - \$225,000	80	11.83%	13	57	9	1
\$225,001 - \$350,000	206	30.47%	20	115	70	1
\$350,001 - \$450,000	100	14.79%	6	43	48	3
\$450,001 - \$575,000	83	12.28%	2	23	46	12
\$575,001 and up	72	10.65%	1	12	42	17
<b>Total New Listed Units</b>	<b>676</b>		<b>95</b>	<b>322</b>	<b>224</b>	<b>35</b>
<b>Total New Listed Volume</b>	<b>243,823,807</b>	<b>100%</b>	<b>17.74M</b>	<b>94.03M</b>	<b>104.20M</b>	<b>27.85M</b>
<b>Average New Listed Listing Price</b>	<b>\$593,474</b>		<b>\$186,768</b>	<b>\$292,011</b>	<b>\$465,179</b>	<b>\$795,804</b>

# January 2024



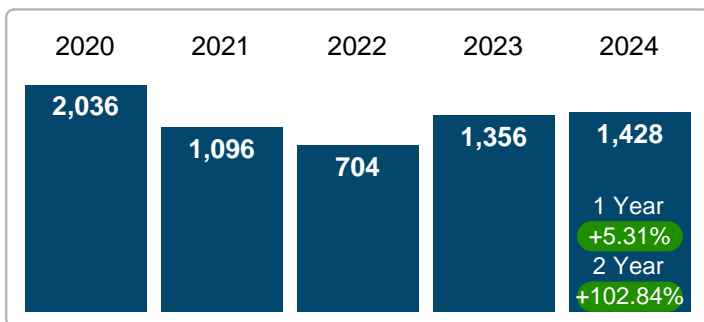
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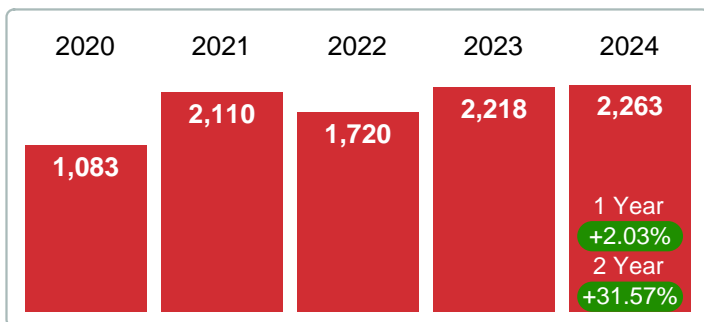
## ACTIVE INVENTORY

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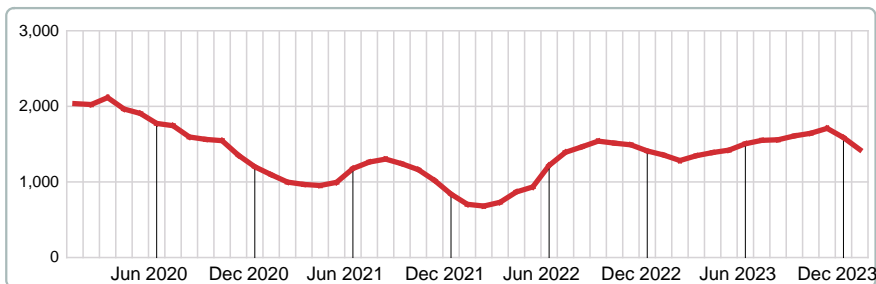
### END OF JANUARY



### ACTIVE DURING JANUARY



### 5 YEAR MARKET ACTIVITY TRENDS

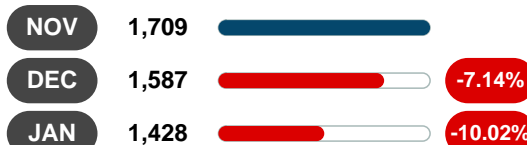


### 3 MONTHS

5 year JAN AVG = 1,324

High Mar 2020 2,116 Low Feb 2022 681

Inventory this month at 1,428 above the 5 yr JAN average of 1,324



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	134	9.38%	96.9	75	54	5	0
\$150,001 - \$225,000	152	10.64%	52.6	28	104	18	2
\$225,001 - \$300,000	235	16.46%	63.3	26	148	59	2
\$300,001 - \$450,000	373	26.12%	79.4	22	164	168	19
\$450,001 - \$525,000	159	11.13%	106.0	6	62	77	14
\$525,001 - \$700,000	228	15.97%	100.3	12	41	141	34
\$700,001 and up	147	10.29%	104.7	4	17	72	54
<b>Total Active Inventory by Units</b>	<b>1,428</b>			<b>173</b>	<b>590</b>	<b>540</b>	<b>125</b>
<b>Total Active Inventory by Volume</b>	<b>657,995,920</b>	<b>100%</b>	<b>84.4</b>	<b>43.00M</b>	<b>202.30M</b>	<b>291.15M</b>	<b>121.55M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$460,781</b>			<b>\$248,537</b>	<b>\$342,880</b>	<b>\$539,172</b>	<b>\$972,377</b>

# January 2024



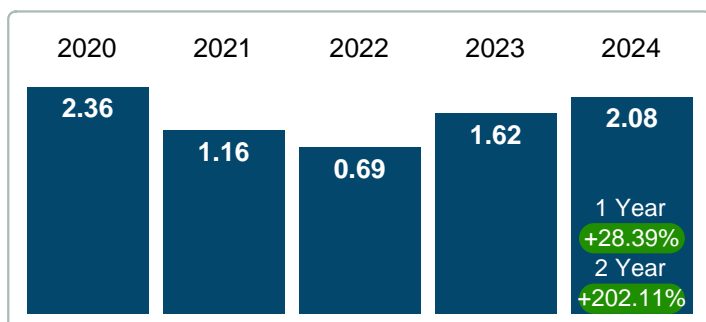
Area Delimited by County Of Tulsa - Residential Property Type



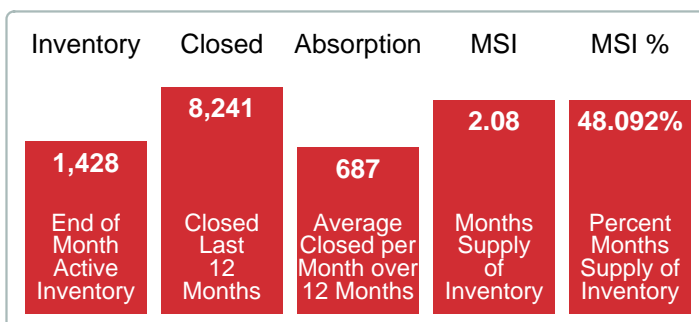
## MONTHS SUPPLY of INVENTORY (MSI)

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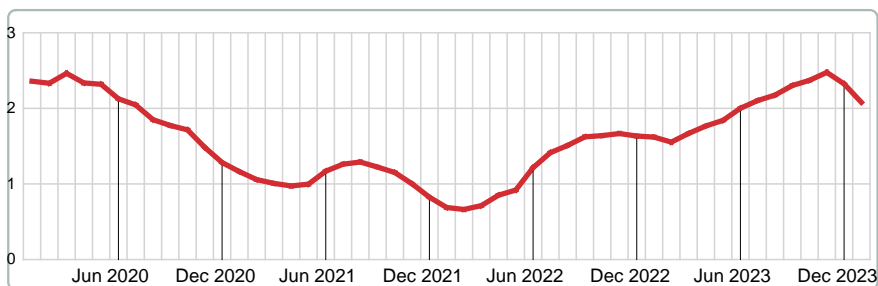
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2024

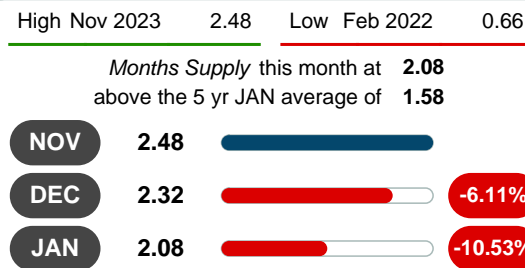


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1.58



### 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
\$150,000 and less	134	9.38%	1.15	1.37	0.96	0.97	0.00
\$150,001 - \$225,000	152	10.64%	1.00	1.54	0.89	1.10	1.71
\$225,001 - \$300,000	235	16.46%	1.54	3.35	1.42	1.55	0.65
\$300,001 - \$450,000	373	26.12%	2.36	3.72	2.86	2.01	1.70
\$450,001 - \$525,000	159	11.13%	4.50	6.00	6.89	3.87	2.58
\$525,001 - \$700,000	228	15.97%	5.62	36.00	4.73	5.98	4.25
\$700,001 and up	147	10.29%	4.74	9.60	3.64	4.04	6.68
Market Supply of Inventory (MSI)			2.08	1.96	1.65	2.64	3.33
Total Active Inventory by Units		100%	2.08	173	590	540	125

# January 2024



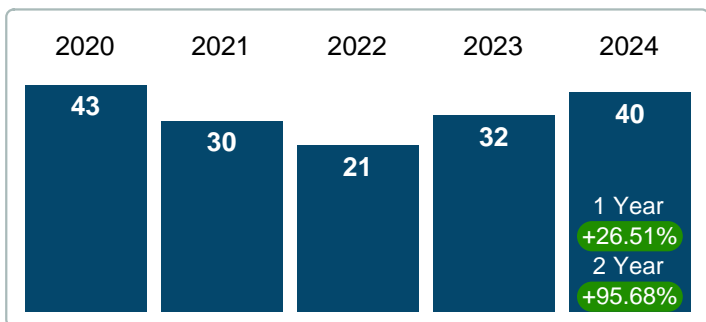
Area Delimited by County Of Tulsa - Residential Property Type



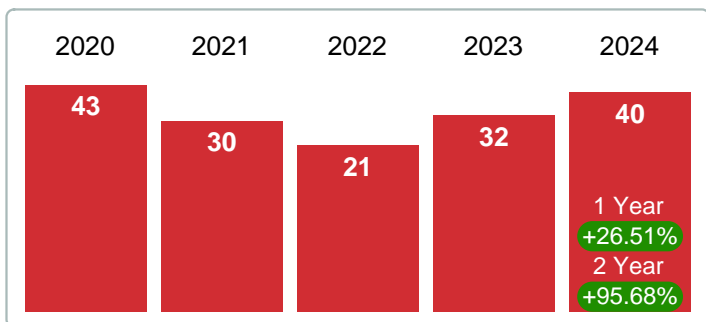
## AVERAGE DAYS ON MARKET TO SALE

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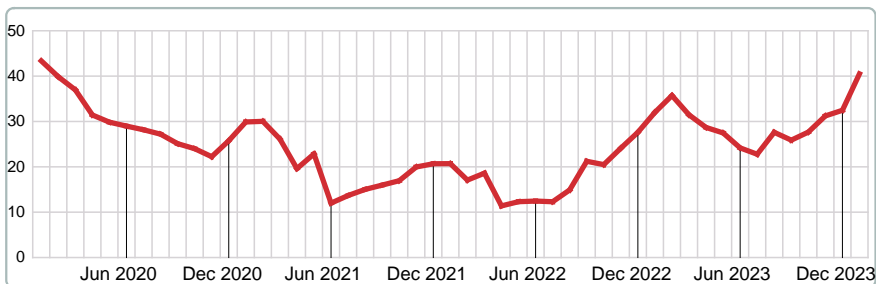
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

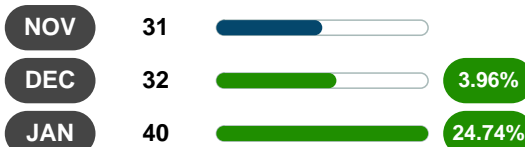


### 3 MONTHS

5 year JAN AVG = 33

High Jan 2020 43 Low Apr 2022 11

Average Days on Market to Sale this month at 40 above the 5 yr JAN average of 33



### 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
\$100,000 and less	10.64%	32	37	25	3	27
\$100,001 - \$150,000	7.83%	25	23	27	0	0
\$150,001 - \$200,000	16.47%	29	16	31	39	0
\$200,001 - \$275,000	24.10%	32	25	35	21	36
\$275,001 - \$350,000	16.47%	36	15	37	39	26
\$350,001 - \$500,000	14.46%	67	126	58	71	79
\$500,001 and up	10.04%	70	7	33	76	81
Average Closed DOM		40	28	35	53	67
Total Closed Units	100%	498	75	265	135	23
Total Closed Volume		151,529,115	10.98M	63.99M	63.89M	12.67M

# January 2024



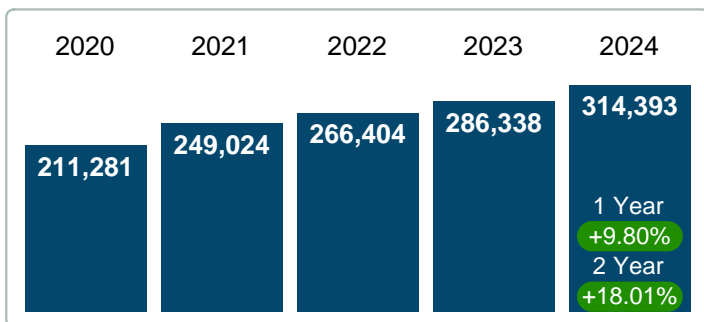
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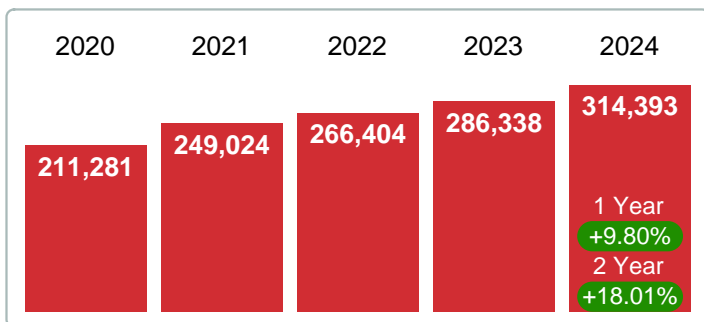
## AVERAGE LIST PRICE AT CLOSING

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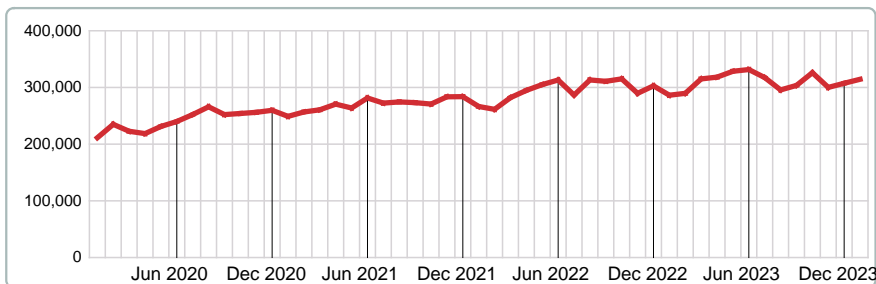
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 265,488

High Jun 2023 331,546 Low Jan 2020 211,281

Average List Price at Closing this month at **314,393**  
above the 5 yr JAN average of **265,488**

NOV	300,078	<div style="width: 80%;"></div>
DEC	307,392	<div style="width: 85%;"></div> 2.44%
JAN	314,393	<div style="width: 90%;"></div> 2.28%

### 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
\$100,000 and less <b>51</b>	10.24%	71,776	72,056	76,485	99,900	70,500
\$100,001 - \$150,000 <b>36</b>	7.23%	133,928	135,623	139,790	0	0
\$150,001 - \$200,000 <b>81</b>	16.27%	179,138	180,471	183,040	194,640	0
\$200,001 - \$275,000 <b>122</b>	24.50%	236,224	243,018	233,931	251,080	244,500
\$275,001 - \$350,000 <b>84</b>	16.87%	311,337	304,850	305,198	324,456	360,700
\$350,001 - \$500,000 <b>71</b>	14.26%	407,332	410,000	425,490	405,350	420,767
\$500,001 and up <b>53</b>	10.64%	937,418	650,000	844,750	964,685	1,039,463
<b>Average List Price</b>		<b>314,393</b>	<b>153,861</b>	<b>248,756</b>	<b>486,324</b>	<b>584,957</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>314,393</b>	<b>75</b>	<b>265</b>	<b>135</b>	<b>23</b>
<b>Total Closed Volume</b>		<b>156,567,505</b>	<b>11.54M</b>	<b>65.92M</b>	<b>65.65M</b>	<b>13.45M</b>



# January 2024



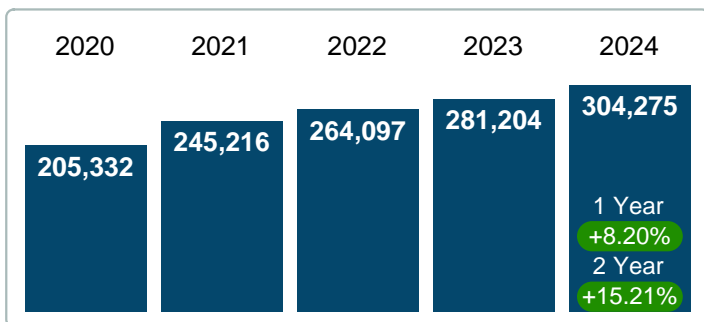
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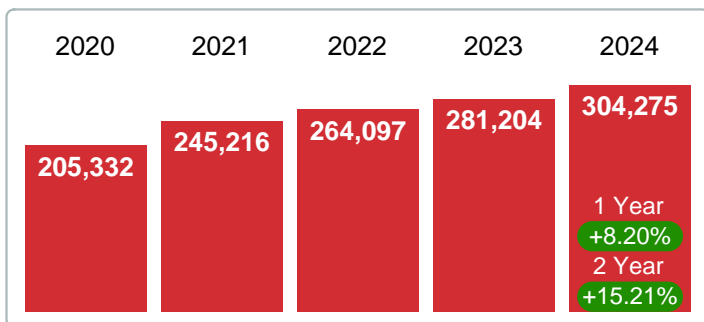
## AVERAGE SOLD PRICE AT CLOSING

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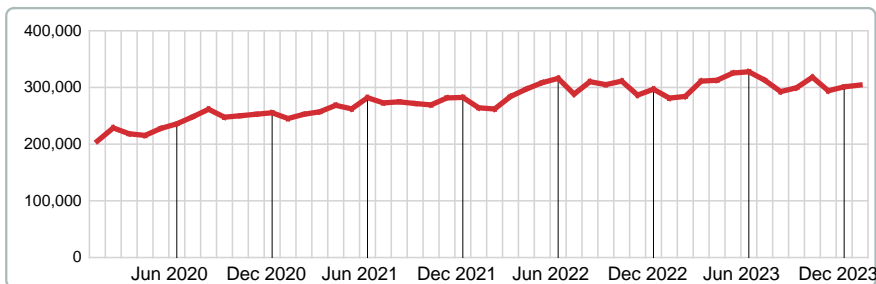
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

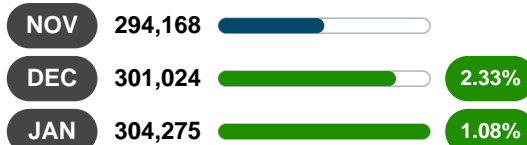


### 3 MONTHS

5 year JAN AVG = 260,025

High Jun 2023 327,677 Low Jan 2020 205,332

Average Sold Price at Closing this month at **304,275** above the 5 yr JAN average of **260,025**



### 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
\$100,000 and less	10.64%	68,519	67,674	67,615	100,000	74,500
\$100,001 - \$150,000	7.83%	132,940	129,303	134,976	0	0
\$150,001 - \$200,000	16.47%	178,486	173,921	179,003	181,880	0
\$200,001 - \$275,000	24.10%	233,787	237,136	230,656	244,313	239,500
\$275,001 - \$350,000	16.47%	308,789	294,800	298,838	318,833	345,000
\$350,001 - \$500,000	14.46%	403,919	395,000	405,677	399,729	413,289
\$500,001 and up	10.04%	912,395	525,000	802,667	932,856	953,600
<b>Average Sold Price</b>		<b>304,275</b>	<b>146,441</b>	<b>241,479</b>	<b>473,243</b>	<b>550,713</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>304,275</b>	<b>75</b>	<b>265</b>	<b>135</b>	<b>23</b>
<b>Total Closed Volume</b>		<b>151,529,115</b>	<b>10.98M</b>	<b>63.99M</b>	<b>63.89M</b>	<b>12.67M</b>

# January 2024



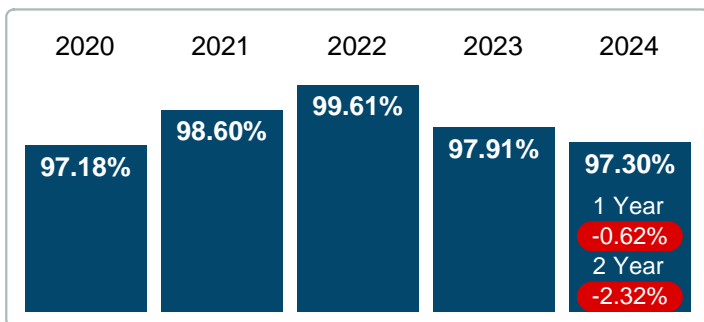
Area Delimited by County Of Tulsa - Residential Property Type



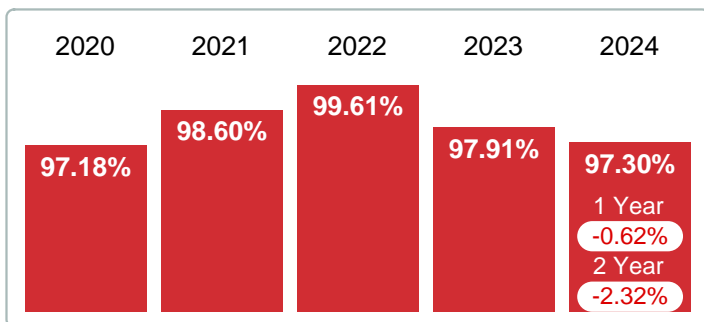
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

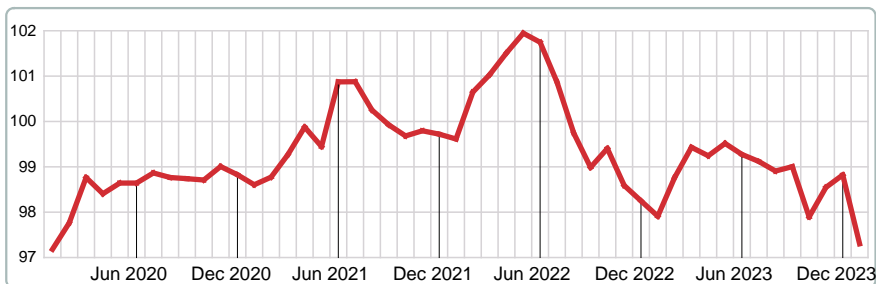
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

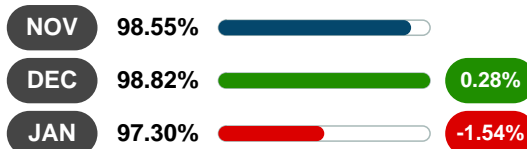


### 3 MONTHS

5 year JAN AVG = 98.12%

High May 2022 101.95% Low Jan 2020 97.18%

Average Sold/List Ratio this month at **97.30%**  
below the 5 yr JAN average of **98.12%**



### 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
\$100,000 and less	53	10.64%	93.64%	94.18%	91.44%	100.10%	104.40%
\$100,001 - \$150,000	39	7.83%	96.89%	95.72%	97.54%	0.00%	0.00%
\$150,001 - \$200,000	82	16.47%	97.44%	96.92%	98.10%	94.35%	0.00%
\$200,001 - \$275,000	120	24.10%	98.39%	97.60%	98.73%	97.46%	97.67%
\$275,001 - \$350,000	82	16.47%	98.08%	96.76%	98.05%	98.37%	95.78%
\$350,001 - \$500,000	72	14.46%	97.83%	96.34%	96.75%	98.83%	98.27%
\$500,001 and up	50	10.04%	96.63%	80.77%	96.11%	97.87%	93.59%
Average Sold/List Ratio		97.30%		95.47%	97.54%	97.92%	96.91%
Total Closed Units		498	100%	75	265	135	23
Total Closed Volume		151,529,115		10.98M	63.99M	63.89M	12.67M

# January 2024



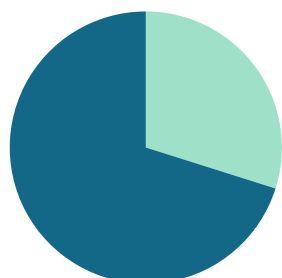
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

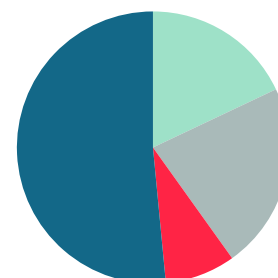


**Inventory**  
 New Listings  
**676 = 29.87%**  
 Start Inventory  
**1,587**  
 Total Inventory Units  
**2,263**  
 Volume  
**\$949,405,459**

### Market Activity

Closed Sales  
**498 = 17.97%**  
 Pending Sales  
**614 = 22.15%**  
 Other Off Market  
**232 = 8.37%**  
 Active Inventory  
**1,428 = 51.52%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	451	498	10.42%	451	498	10.42%
Pending Sales	705	614	-12.91%	705	614	-12.91%
New Listings	808	676	-16.34%	808	676	-16.34%
Average List Price	286,338	314,393	9.80%	286,338	314,393	9.80%
Average Sale Price	281,204	304,275	8.20%	281,204	304,275	8.20%
Average Percent of Selling Price to List Price	97.91%	97.30%	-0.62%	97.91%	97.30%	-0.62%
Average Days on Market to Sale	32.01	40.50	26.51%	32.01	40.50	26.51%
Monthly Inventory	1,356	1,428	5.31%	1,356	1,428	5.31%
Months Supply of Inventory	1.62	2.08	28.39%	1.62	2.08	28.39%

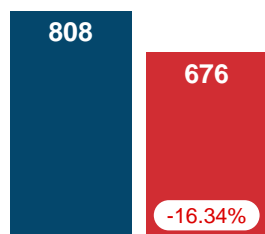
**Absorption:** Last 12 months, an Average of **687** Sales/Month

**Inventory** on January 31, 2024 = **1,428** 2023 2024

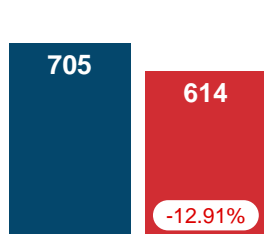
### JANUARY MARKET

### AVERAGE PRICES

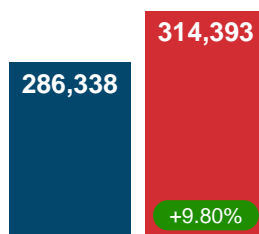
#### New Listings



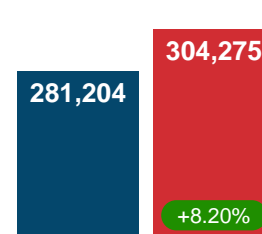
#### Pending Listings



#### List Price



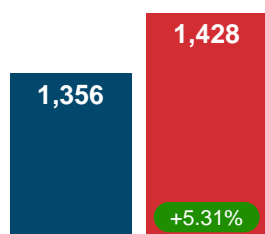
#### Sale Price



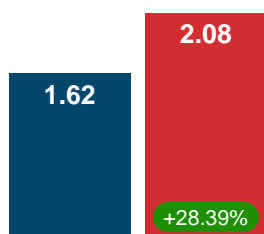
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

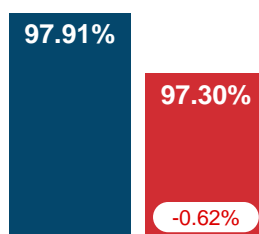
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

