

January 2024



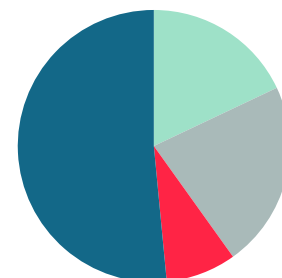
Area Delimited by County Of Tulsa - Residential Property Type



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% |
| Median List Price | 240,000 | 244,663 | 1.94% |
| Median Sale Price | 239,000 | 240,000 | 0.42% |
| Median Percent of Selling Price to List Price | 99.04% | 99.08% | 0.04% |
| Median Days on Market to Sale | 17.00 | 22.00 | 29.41% |
| 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.

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 **0.42%** in January 2024 to \$240,000 versus the previous year at \$239,000.

Median Days on Market Lengthens

The median number of **22.00** days that homes spent on the market before selling increased by 5.00 days or **29.41%** in January 2024 compared to last year's same month at **17.00** 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 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

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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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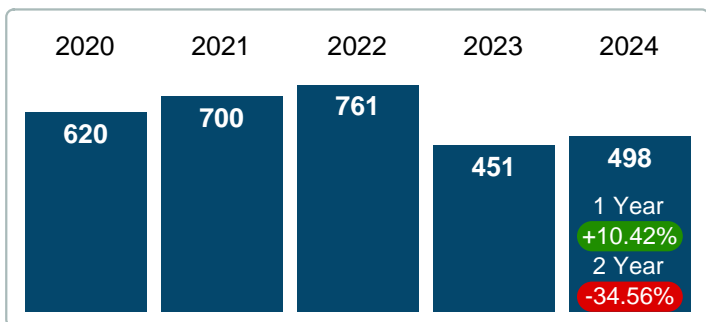
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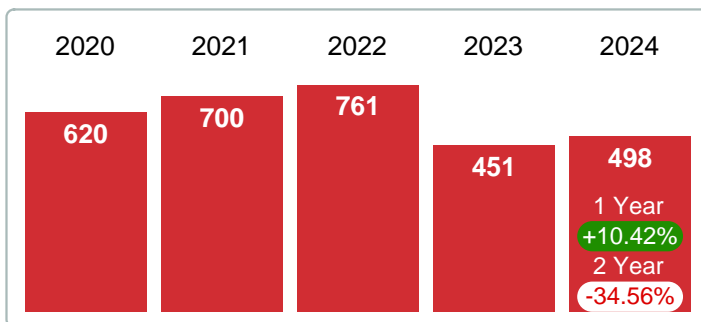
CLOSED LISTINGS

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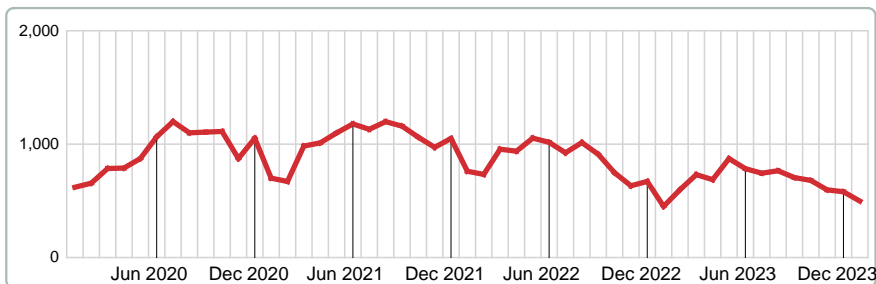
JANUARY



YEAR TO DATE (YTD)

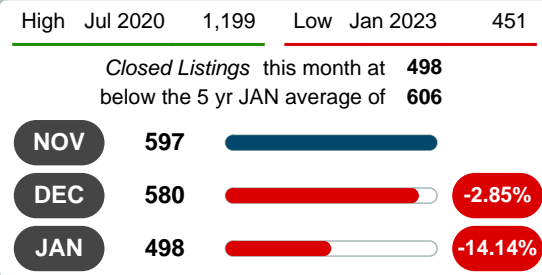


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 606



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 | 53 | 10.64% | 15.0 | 30 | 20 | 1 | 2 |
| \$100,001 - \$150,000 | 39 | 7.83% | 16.0 | 14 | 25 | 0 | 0 |
| \$150,001 - \$200,000 | 82 | 16.47% | 12.5 | 14 | 58 | 10 | 0 |
| \$200,001 - \$275,000 | 120 | 24.10% | 18.0 | 11 | 86 | 21 | 2 |
| \$275,001 - \$350,000 | 82 | 16.47% | 22.0 | 4 | 39 | 37 | 2 |
| \$350,001 - \$500,000 | 72 | 14.46% | 45.0 | 1 | 31 | 31 | 9 |
| \$500,001 and up | 50 | 10.04% | 41.0 | 1 | 6 | 35 | 8 |
| Total Closed Units | 498 | | | 75 | 265 | 135 | 23 |
| Total Closed Volume | 151,529,115 | 100% | 22.0 | 10.98M | 63.99M | 63.89M | 12.67M |
| Median Closed Price | \$240,000 | | | \$135,000 | \$220,000 | \$350,000 | \$431,000 |

January 2024



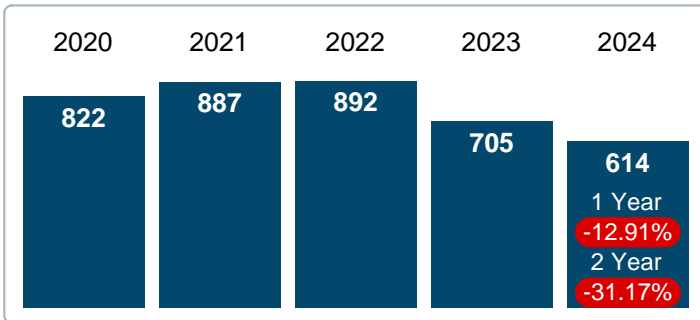
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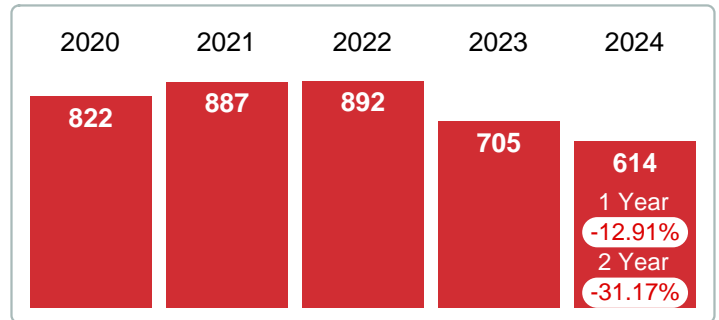
PENDING LISTINGS

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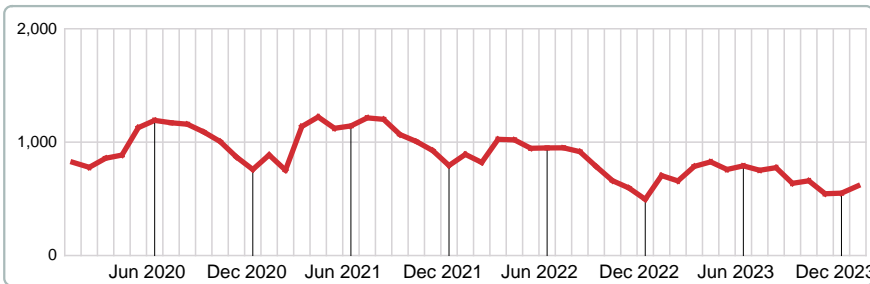
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

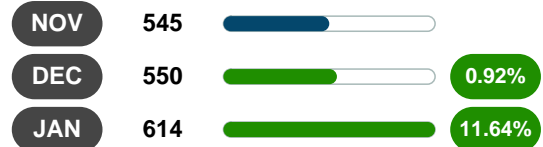


3 MONTHS

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 | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$125,000 and less | 68 | 11.07% | 30.0 | 38 | 26 | 4 | 0 |
| \$125,001 - \$150,000 | 36 | 5.86% | 12.0 | 10 | 25 | 1 | 0 |
| \$150,001 - \$200,000 | 102 | 16.61% | 22.5 | 19 | 78 | 5 | 0 |
| \$200,001 - \$275,000 | 139 | 22.64% | 26.0 | 19 | 98 | 21 | 1 |
| \$275,001 - \$375,000 | 128 | 20.85% | 48.5 | 6 | 56 | 61 | 5 |
| \$375,001 - \$550,000 | 78 | 12.70% | 39.0 | 1 | 29 | 41 | 7 |
| \$550,001 and up | 63 | 10.26% | 64.0 | 0 | 10 | 35 | 18 |
| Total Pending Units | 614 | | | 93 | 322 | 168 | 31 |
| Total Pending Volume | 195,640,382 | 100% | 32.0 | 14.89M | 81.98M | 76.05M | 22.72M |
| Median Listing Price | \$254,950 | | | \$150,000 | \$225,000 | \$359,000 | \$699,900 |

January 2024



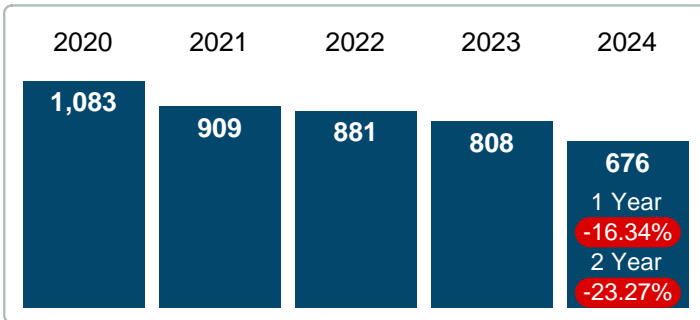
Area Delimited by County Of Tulsa - Residential Property Type



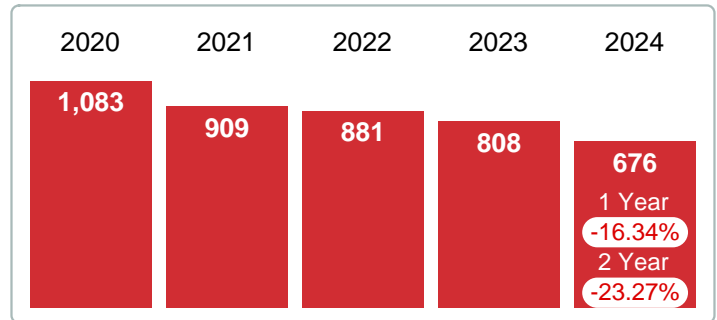
NEW LISTINGS

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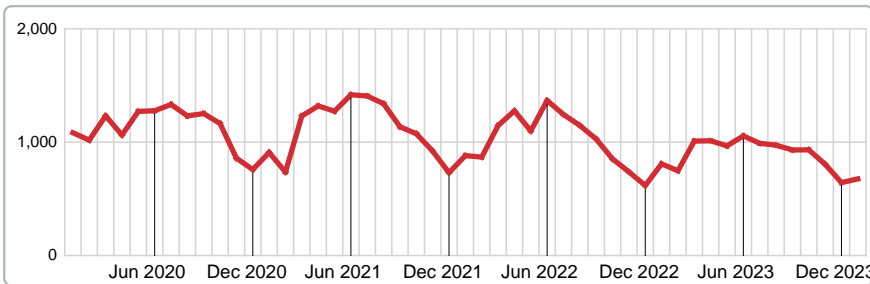
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 871

High Jun 2021 1,418 Low Dec 2022 618

New Listings this month at **676**
below the 5 yr JAN average of **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 |
| Total New Listed Units | 676 | | 95 | 322 | 224 | 35 |
| Total New Listed Volume | 243,823,807 | 100% | 17.74M | 94.03M | 104.20M | 27.85M |
| Median New Listed Listing Price | \$295,000 | | \$159,000 | \$248,500 | \$393,950 | \$565,000 |

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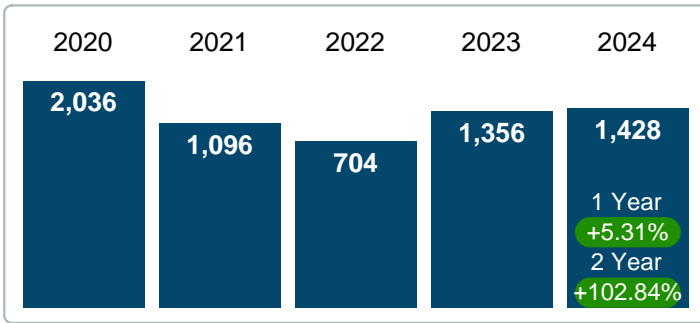
Area Delimited by County Of Tulsa - Residential Property Type



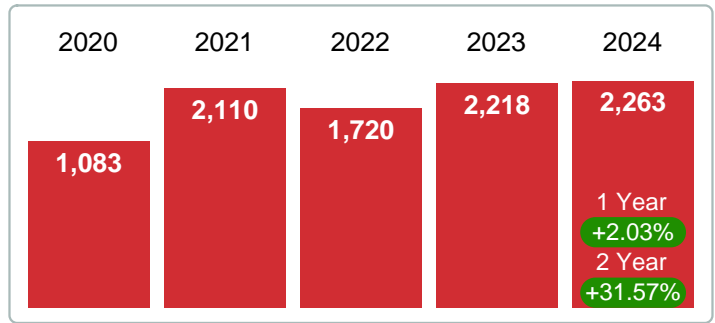
ACTIVE INVENTORY

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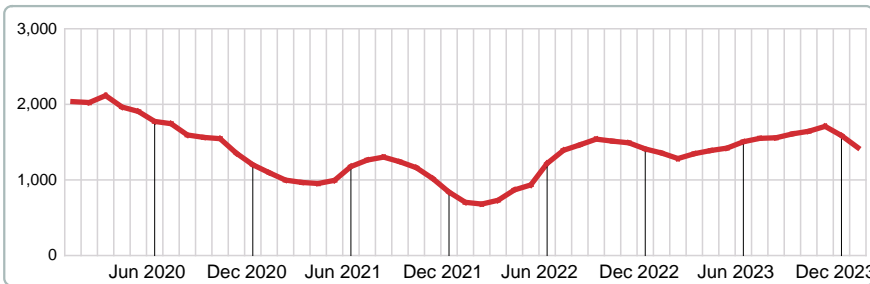
END OF JANUARY



ACTIVE DURING JANUARY

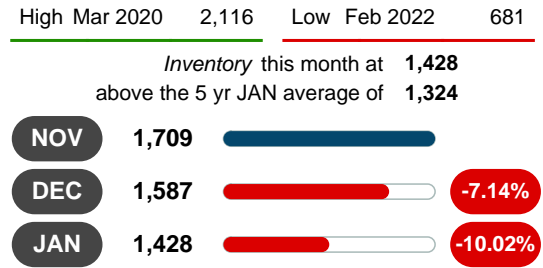


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,324



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$150,000 and less | 134 | 9.38% | 56.5 | 75 | 54 | 5 | 0 |
| \$150,001 - \$225,000 | 152 | 10.64% | 47.0 | 28 | 104 | 18 | 2 |
| \$225,001 - \$300,000 | 235 | 16.46% | 54.0 | 26 | 148 | 59 | 2 |
| \$300,001 - \$450,000 | 373 | 26.12% | 62.0 | 22 | 164 | 168 | 19 |
| \$450,001 - \$525,000 | 159 | 11.13% | 89.0 | 6 | 62 | 77 | 14 |
| \$525,001 - \$700,000 | 228 | 15.97% | 86.0 | 12 | 41 | 141 | 34 |
| \$700,001 and up | 147 | 10.29% | 97.0 | 4 | 17 | 72 | 54 |
| Total Active Inventory by Units | 1,428 | | | 173 | 590 | 540 | 125 |
| Total Active Inventory by Volume | 657,995,920 | 100% | 66.5 | 43.00M | 202.30M | 291.15M | 121.55M |
| Median Active Inventory Listing Price | \$375,000 | | | \$175,000 | \$299,900 | \$477,500 | \$635,000 |

January 2024



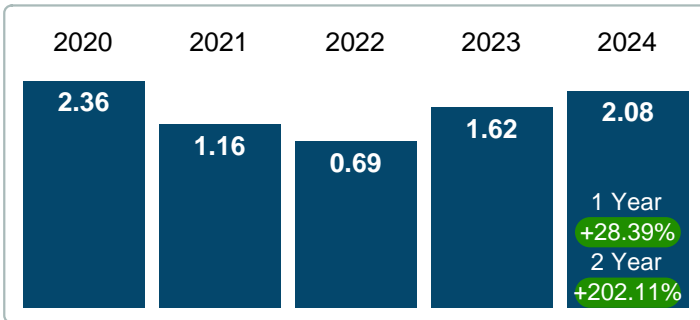
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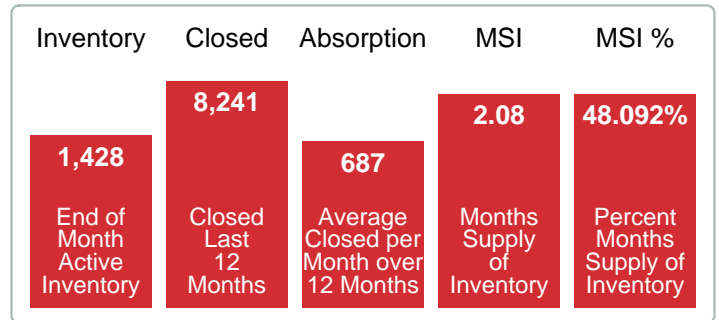
MONTHS SUPPLY of INVENTORY (MSI)

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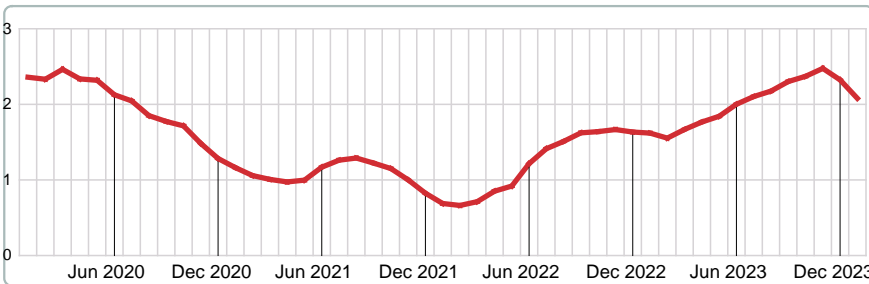
MSI FOR JANUARY



INDICATORS FOR JANUARY 2024

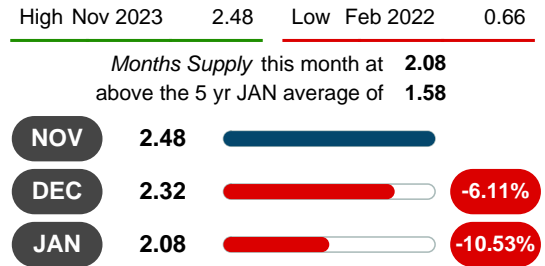


5 YEAR MARKET ACTIVITY TRENDS



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



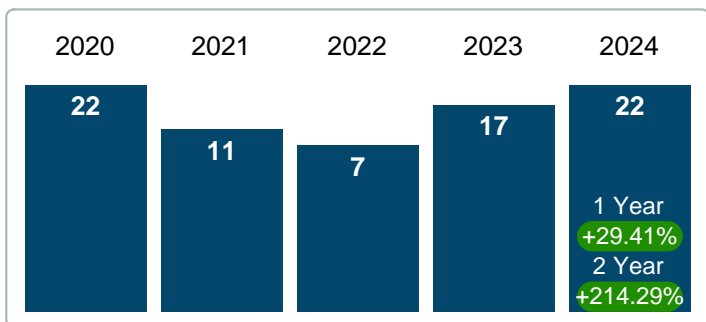
Area Delimited by County Of Tulsa - Residential Property Type



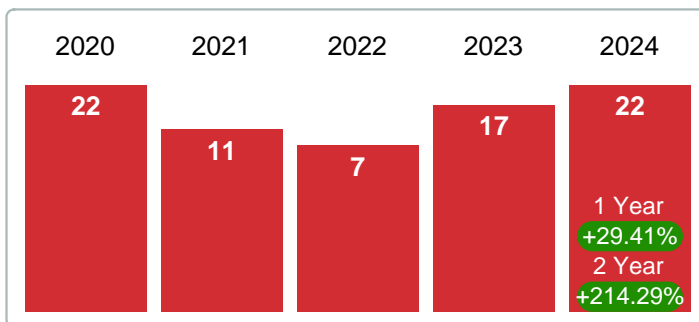
MEDIAN DAYS ON MARKET TO SALE

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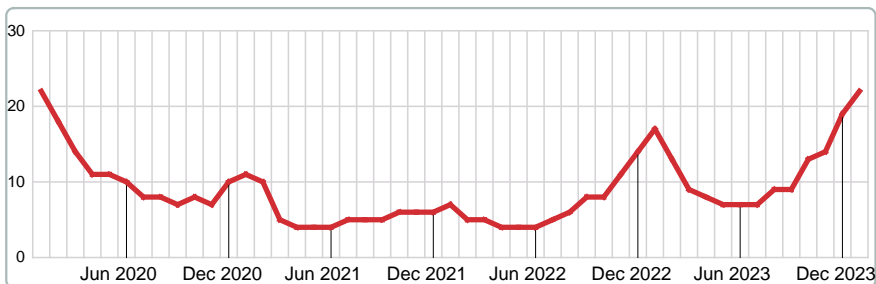
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

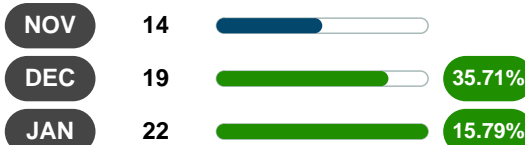


3 MONTHS

5 year JAN AVG = 16

High Jan 2024 22 Low Jun 2022 4

Median Days on Market to Sale this month at 22 above the 5 yr JAN average of 16



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 | 10.64% | 15 | 23 | 9 | 3 | 27 |
| \$100,001 - \$150,000 | 7.83% | 16 | 6 | 22 | 0 | 0 |
| \$150,001 - \$200,000 | 16.47% | 13 | 7 | 17 | 13 | 0 |
| \$200,001 - \$275,000 | 24.10% | 18 | 14 | 22 | 6 | 36 |
| \$275,001 - \$350,000 | 16.47% | 22 | 15 | 21 | 28 | 26 |
| \$350,001 - \$500,000 | 14.46% | 45 | 126 | 41 | 41 | 50 |
| \$500,001 and up | 10.04% | 41 | 7 | 18 | 58 | 41 |
| Median Closed DOM | | 22 | 14 | 21 | 29 | 41 |
| 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



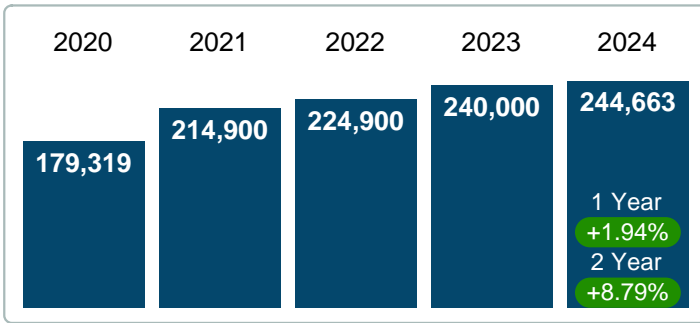
Area Delimited by County Of Tulsa - Residential Property Type



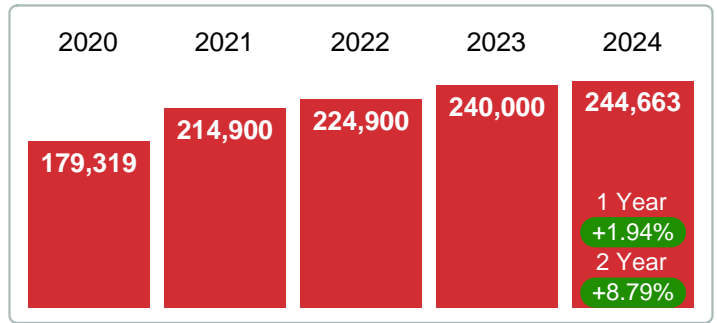
MEDIAN LIST PRICE AT CLOSING

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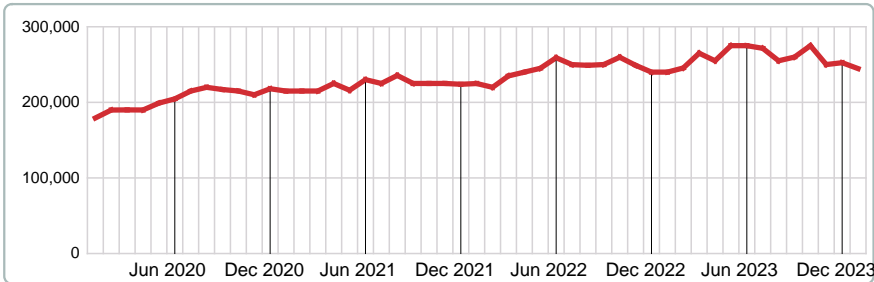
JANUARY



YEAR TO DATE (YTD)

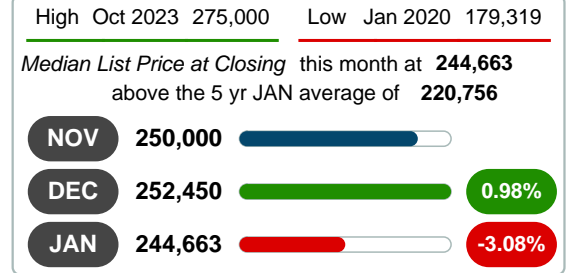


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 220,756



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 | 51 | 10.24% | 77,000 | 75,000 | 77,000 | 99,900 | 70,500 |
| \$100,001 - \$150,000 | 36 | 7.23% | 136,850 | 132,063 | 140,000 | 0 | 0 |
| \$150,001 - \$200,000 | 81 | 16.27% | 179,900 | 165,000 | 179,900 | 189,950 | 0 |
| \$200,001 - \$275,000 | 122 | 24.50% | 235,000 | 239,900 | 233,000 | 245,963 | 244,500 |
| \$275,001 - \$350,000 | 84 | 16.87% | 307,000 | 299,750 | 296,500 | 319,450 | 346,750 |
| \$350,001 - \$500,000 | 71 | 14.26% | 399,900 | 410,000 | 399,900 | 399,000 | 425,000 |
| \$500,001 and up | 53 | 10.64% | 699,000 | 650,000 | 619,500 | 699,000 | 1,022,450 |
| Median List Price | | | 244,663 | 134,900 | 225,000 | 354,990 | 439,900 |
| Total Closed Units | | 100% | 244,663 | 75 | 265 | 135 | 23 |
| Total Closed Volume | | | | 11.54M | 65.92M | 65.65M | 13.45M |

January 2024



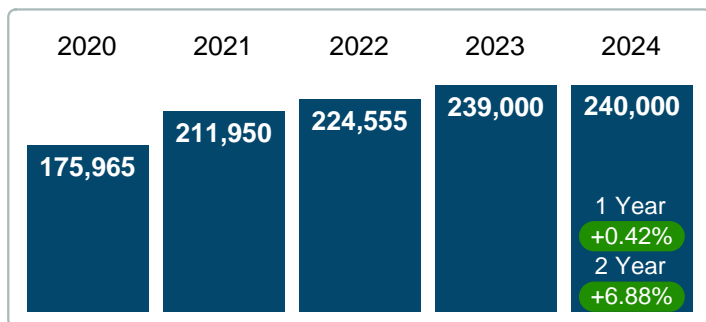
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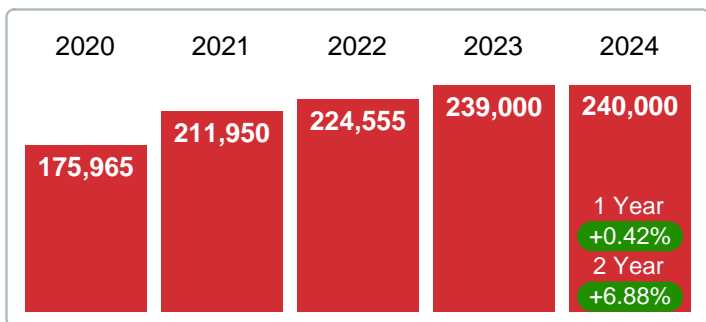
MEDIAN SOLD PRICE AT CLOSING

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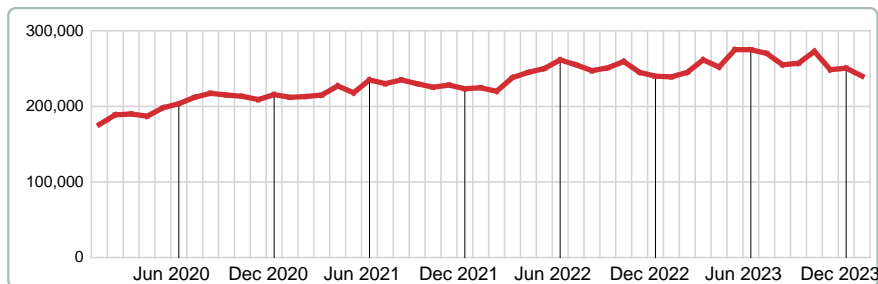
JANUARY



YEAR TO DATE (YTD)

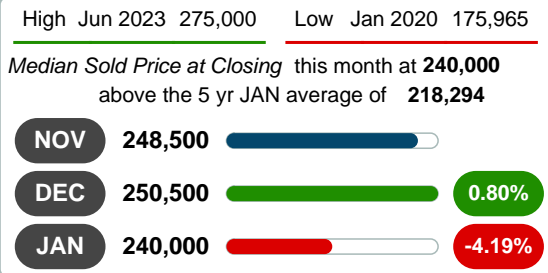


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 218,294



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 | 10.64% | 70,000 | 71,000 | 69,450 | 100,000 | 74,500 |
| \$100,001 - \$150,000 | 7.83% | 136,500 | 132,450 | 139,900 | 0 | 0 |
| \$150,001 - \$200,000 | 16.47% | 179,825 | 168,500 | 177,375 | 182,400 | 0 |
| \$200,001 - \$275,000 | 24.10% | 231,000 | 237,500 | 229,745 | 249,500 | 239,500 |
| \$275,001 - \$350,000 | 16.47% | 308,000 | 290,600 | 290,000 | 315,000 | 345,000 |
| \$350,001 - \$500,000 | 14.46% | 395,000 | 395,000 | 395,000 | 394,000 | 425,000 |
| \$500,001 and up | 10.04% | 696,042 | 525,000 | 622,250 | 699,000 | 949,950 |
| Median Sold Price | | 240,000 | 135,000 | 220,000 | 350,000 | 431,000 |
| 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



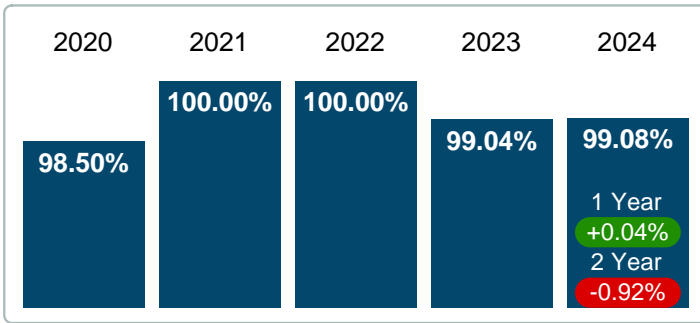
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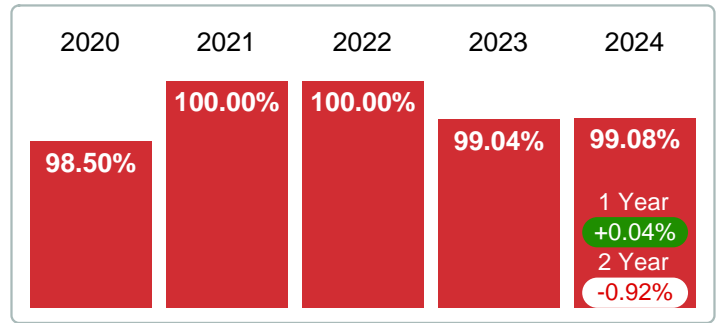
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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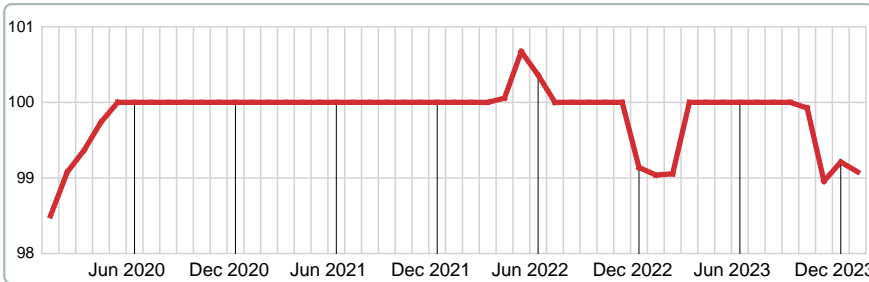
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

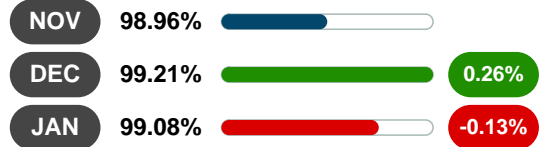


3 MONTHS

5 year JAN AVG = 99.32%

High May 2022 100.67% Low Jan 2020 98.50%

Median Sold/List Ratio this month at **99.08%**
equal to 5 yr JAN average of **99.32%**



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 | 53 | 10.64% | 94.88% | 95.06% | 92.15% | 100.10% | 104.40% |
| \$100,001 - \$150,000 | 39 | 7.83% | 96.67% | 95.92% | 96.77% | 0.00% | 0.00% |
| \$150,001 - \$200,000 | 82 | 16.47% | 100.00% | 98.68% | 100.00% | 96.02% | 0.00% |
| \$200,001 - \$275,000 | 120 | 24.10% | 100.00% | 99.57% | 100.00% | 99.47% | 97.67% |
| \$275,001 - \$350,000 | 82 | 16.47% | 98.68% | 96.54% | 98.47% | 99.25% | 95.78% |
| \$350,001 - \$500,000 | 72 | 14.46% | 99.02% | 96.34% | 97.66% | 100.00% | 98.13% |
| \$500,001 and up | 50 | 10.04% | 98.13% | 80.77% | 96.09% | 98.67% | 93.80% |
| Median Sold/List Ratio | | 99.08% | | 96.87% | 99.22% | 99.25% | 98.13% |
| 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



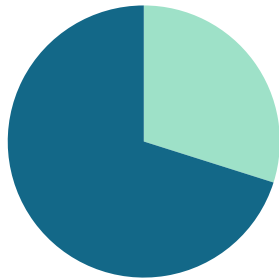
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

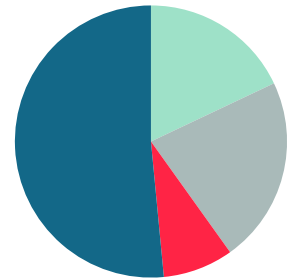


Inventory
 New Listings
676 = 29.87%
 Start Inventory
1,587
 Total Inventory Units
2,263
 Volume
\$949,405,459

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% |
| Median List Price | 240,000 | 244,663 | 1.94% | 240,000 | 244,663 | 1.94% |
| Median Sale Price | 239,000 | 240,000 | 0.42% | 239,000 | 240,000 | 0.42% |
| Median Percent of Selling Price to List Price | 99.04% | 99.08% | 0.04% | 99.04% | 99.08% | 0.04% |
| Median Days on Market to Sale | 17.00 | 22.00 | 29.41% | 17.00 | 22.00 | 29.41% |
| 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

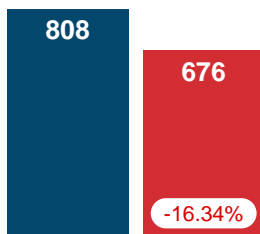
Inventory on January 31, 2024 = **1,428**

2023 **2024**

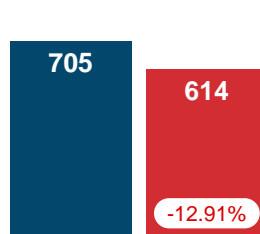
JANUARY MARKET

MEDIAN PRICES

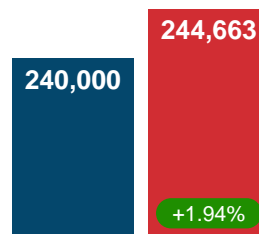
New Listings



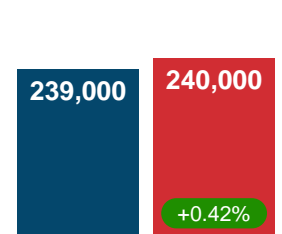
Pending Listings



List Price



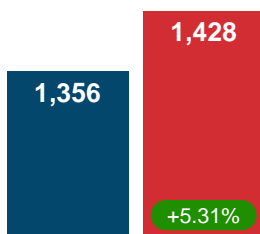
Sale Price



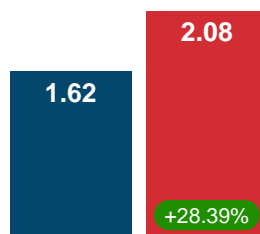
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

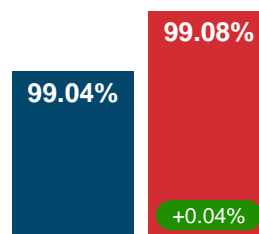
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

