

February 2024



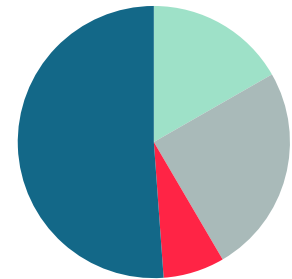
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	February 2024	+/-%
Closed Listings	889	780	-12.26%
Pending Listings	975	1,158	18.77%
New Listings	1,166	1,391	19.30%
Average List Price	286,354	299,260	4.51%
Average Sale Price	281,519	294,114	4.47%
Average Percent of Selling Price to List Price	98.63%	98.02%	-0.62%
Average Days on Market to Sale	37.03	43.01	16.15%
End of Month Inventory	2,118	2,385	12.61%
Months Supply of Inventory	1.74	2.33	34.15%



- Closed (16.73%)
- Pending (24.83%)
- Other OffMarket (7.29%)
- Active (51.15%)

Absorption: Last 12 months, an Average of **1,022** Sales/Month
Active Inventory as of February 29, 2024 = **2,385**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2024 rose **12.61%** to 2,385 existing homes available for sale. Over the last 12 months this area has had an average of 1,022 closed sales per month. This represents an unsold inventory index of **2.33** 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 **4.47%** in February 2024 to \$294,114 versus the previous year at \$281,519.

Average Days on Market Lengthens

The average number of **43.01** days that homes spent on the market before selling increased by 5.98 days or **16.15%** in February 2024 compared to last year's same month at **37.03** DOM.

Sales Success for February 2024 is Positive

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

There were 1,391 New Listings in February 2024, up **19.30%** from last year at 1,166. Furthermore, there were 780 Closed Listings this month versus last year at 889, a **-12.26%** decrease.

Closed versus Listed trends yielded a **56.1%** ratio, down from previous year's, February 2023, at **76.2%**, a **26.45%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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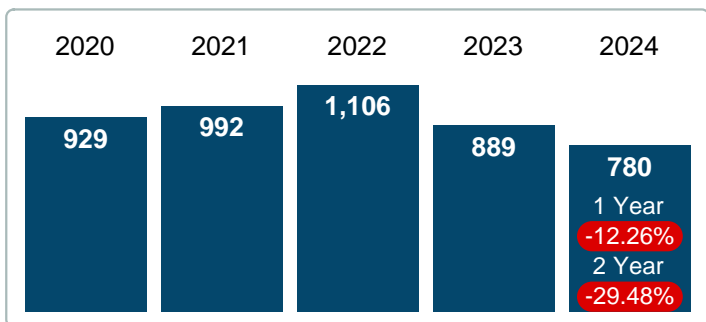
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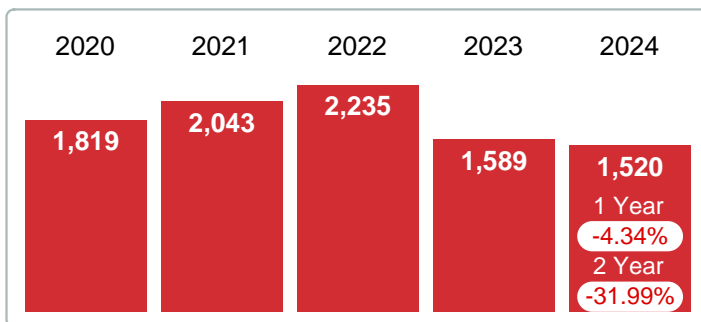
CLOSED LISTINGS

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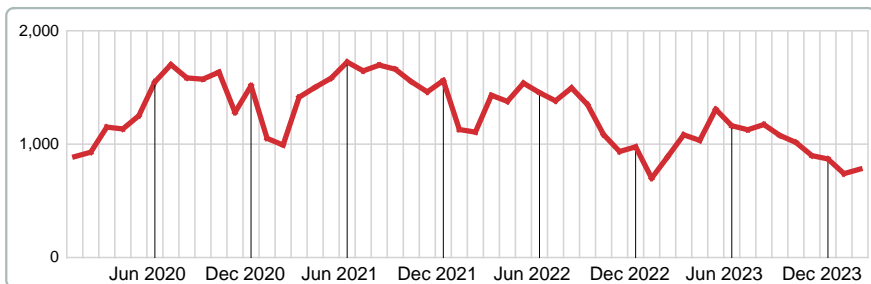
FEBRUARY



YEAR TO DATE (YTD)

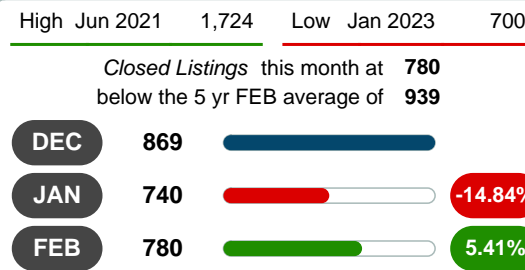


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 939



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	59	7.56%	41.1	32	21	6	0
\$100,001 - \$175,000	123	15.77%	26.9	29	84	10	0
\$175,001 - \$200,000	67	8.59%	31.2	10	50	6	1
\$200,001 - \$275,000	195	25.00%	35.7	17	136	38	4
\$275,001 - \$375,000	161	20.64%	50.3	4	81	72	4
\$375,001 - \$525,000	96	12.31%	60.7	1	35	53	7
\$525,001 and up	79	10.13%	61.4	2	17	43	17
Total Closed Units	780			95	424	228	33
Total Closed Volume	229,409,175	100%	43.0	14.62M	107.06M	88.18M	19.55M
Average Closed Price	\$294,114			\$153,876	\$252,494	\$386,771	\$592,421

February 2024



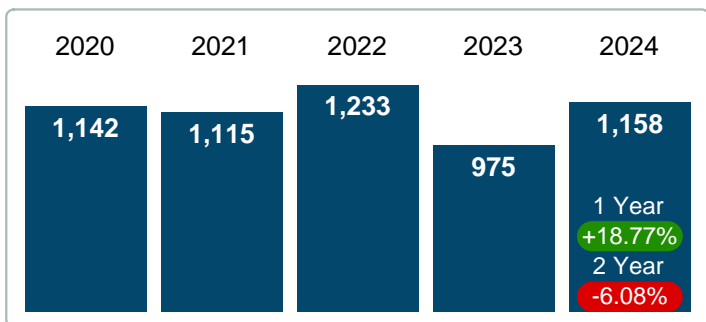
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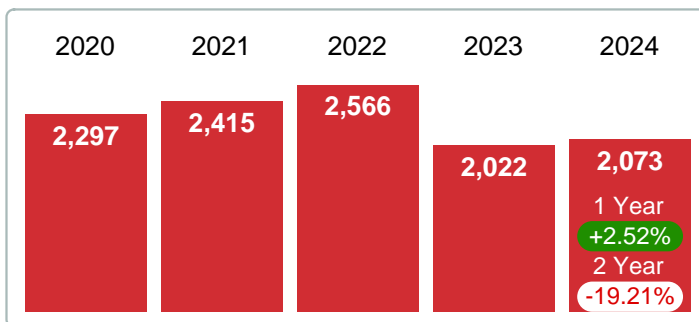
PENDING LISTINGS

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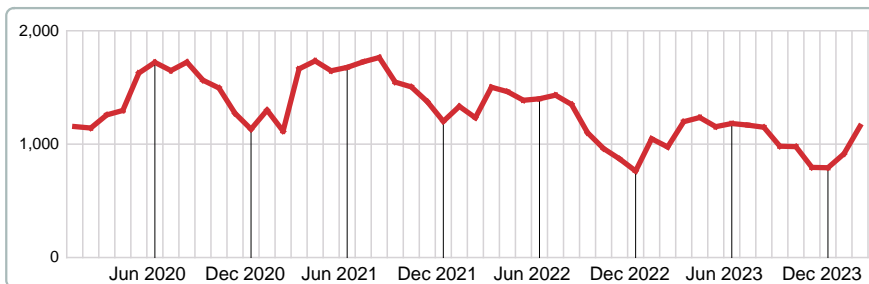
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

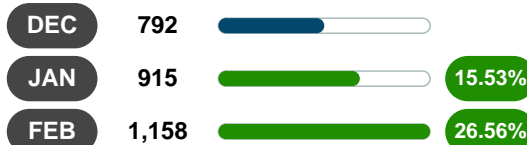


3 MONTHS

5 year FEB AVG = 1,125

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at 1,158 above the 5 yr FEB average of 1,125



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	83	7.17%	47.2	44	33	5	1
\$100,001 - \$150,000	115	9.93%	36.7	39	67	9	0
\$150,001 - \$200,000	165	14.25%	31.0	16	129	19	1
\$200,001 - \$300,000	357	30.83%	37.4	25	233	92	7
\$300,001 - \$375,000	149	12.87%	51.0	2	70	70	7
\$375,001 - \$550,000	173	14.94%	73.2	6	57	99	11
\$550,001 and up	116	10.02%	80.5	4	19	69	24
Total Pending Units	1,158			136	608	363	51
Total Pending Volume	364,919,215	100%	43.6	24.30M	155.21M	152.22M	33.19M
Average Listing Price	\$277,183			\$178,659	\$255,279	\$419,339	\$650,823

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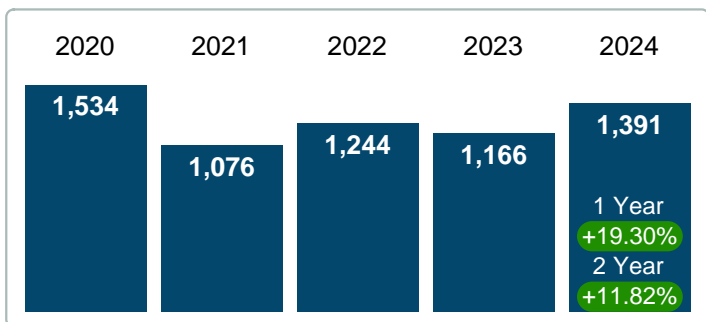
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



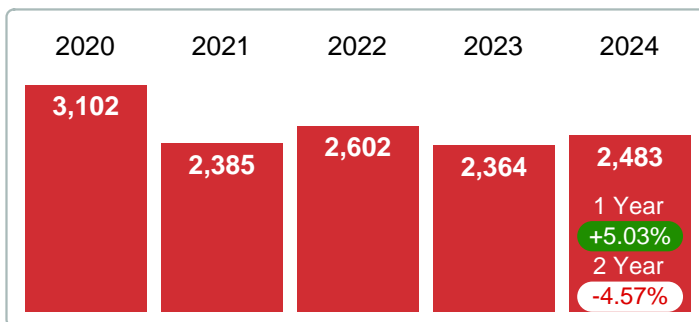
NEW LISTINGS

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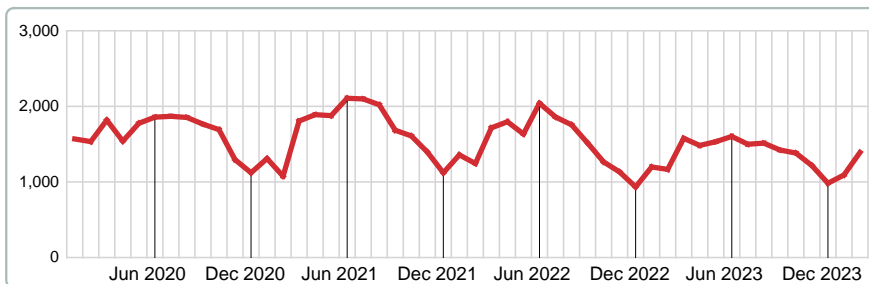
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,282

High Jun 2021 2,107 Low Dec 2022 934

New Listings this month at 1,391
above the 5 yr FEB average of 1,282



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	142	10.21%	75	59	5	3
\$125,001 - \$175,000	162	11.65%	46	103	12	1
\$175,001 - \$225,000	188	13.52%	20	151	13	4
\$225,001 - \$325,000	375	26.96%	17	248	103	7
\$325,001 - \$400,000	207	14.88%	1	74	119	13
\$400,001 - \$575,000	177	12.72%	8	51	100	18
\$575,001 and up	140	10.06%	3	25	72	40
Total New Listed Units	1,391		170	711	424	86
Total New Listed Volume	496,907,446	100%	28.80M	191.17M	198.74M	78.20M
Average New Listed Listing Price	\$279,867		\$169,436	\$268,873	\$468,719	\$909,272

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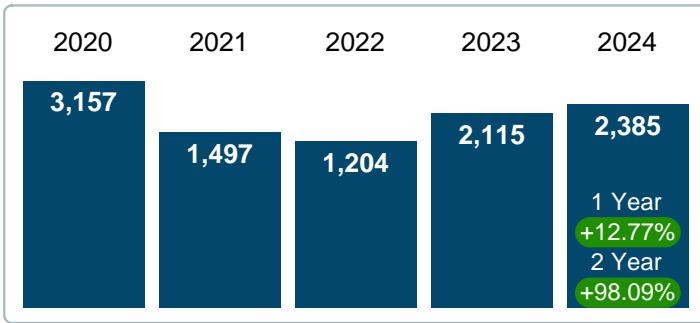
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



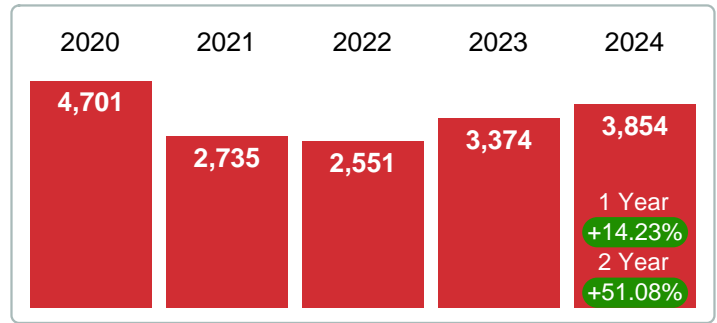
ACTIVE INVENTORY

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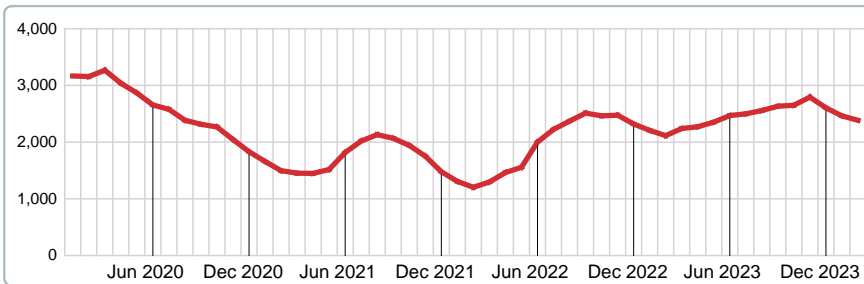
END OF FEBRUARY



ACTIVE DURING FEBRUARY

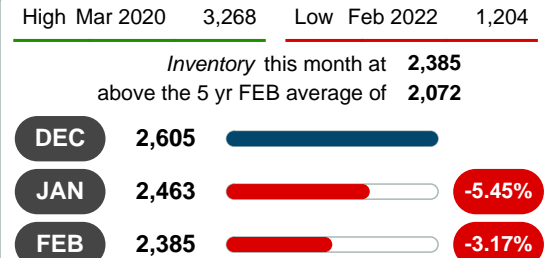


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2,072



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	181	7.59%	92.1	105	63	10	3
\$125,001 - \$225,000	371	15.56%	52.2	87	239	36	9
\$225,001 - \$275,000	239	10.02%	54.3	23	164	46	6
\$275,001 - \$400,000	640	26.83%	64.8	25	312	276	27
\$400,001 - \$525,000	404	16.94%	99.3	20	158	189	37
\$525,001 - \$675,000	292	12.24%	102.7	12	61	172	47
\$675,001 and up	258	10.82%	94.5	8	50	111	89
Total Active Inventory by Units			2,385	280	1,047	840	218
Total Active Inventory by Volume			1,070,364,134	65.64M	362.03M	434.43M	208.26M
Average Active Inventory Listing Price			\$448,790	\$234,421	\$345,783	\$517,184	\$955,306

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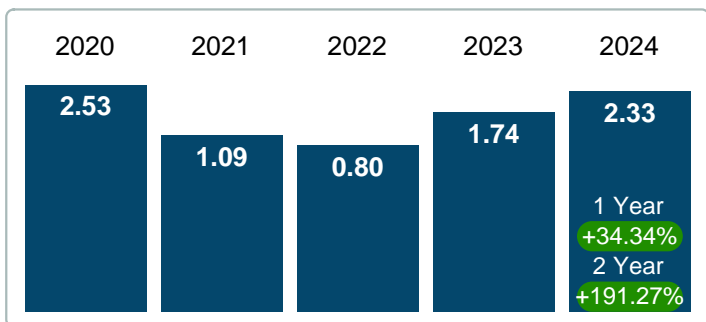
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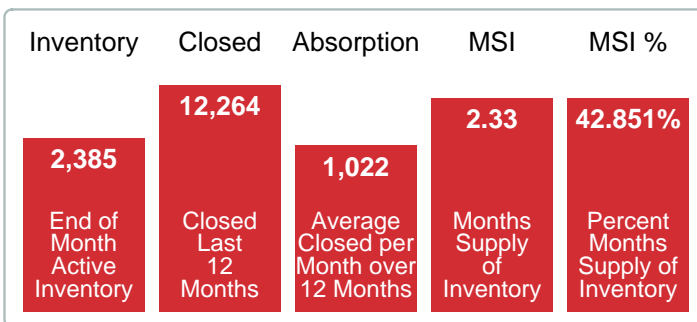
MONTHS SUPPLY of INVENTORY (MSI)

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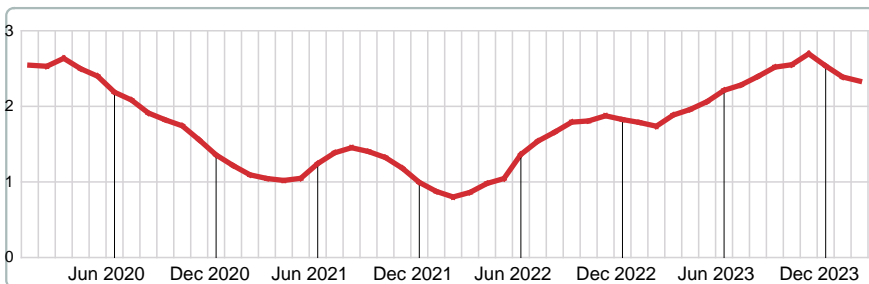
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2024



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1.70

High Nov 2023 2.70 Low Feb 2022 0.80

Months Supply this month at **2.33**
above the 5 yr FEB average of **1.70**



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	181	7.59%	1.53	1.81	1.18	1.67	2.57
\$125,001 - \$225,000	371	15.56%	1.28	2.18	1.11	1.15	3.00
\$225,001 - \$275,000	239	10.02%	1.49	2.97	1.40	1.38	2.57
\$275,001 - \$400,000	640	26.83%	2.53	2.78	2.61	2.45	2.27
\$400,001 - \$525,000	404	16.94%	4.07	8.57	5.19	3.48	3.04
\$525,001 - \$675,000	292	12.24%	5.37	24.00	5.01	5.46	4.62
\$675,001 and up	258	10.82%	5.50	12.00	6.82	4.26	6.94
Market Supply of Inventory (MSI)			2.33	2.37	1.89	2.85	4.07
Total Active Inventory by Units		100%	2,385	280	1,047	840	218

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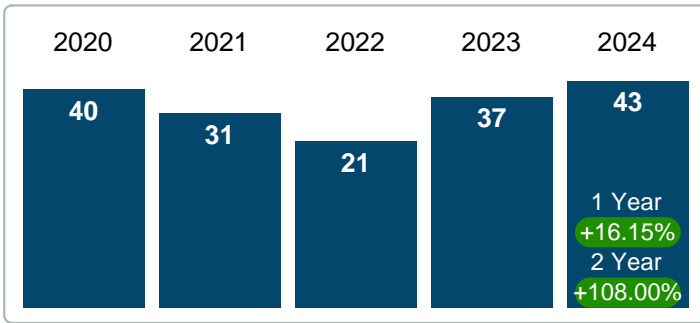
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



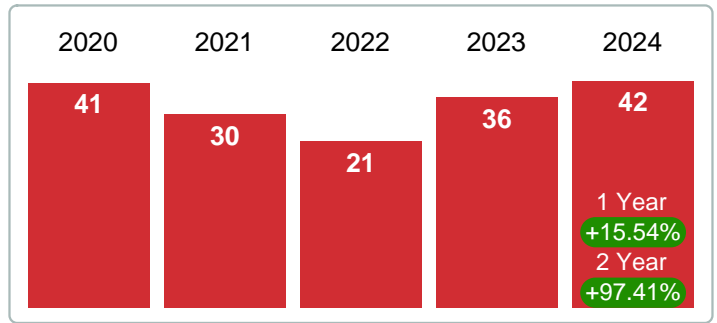
AVERAGE DAYS ON MARKET TO SALE

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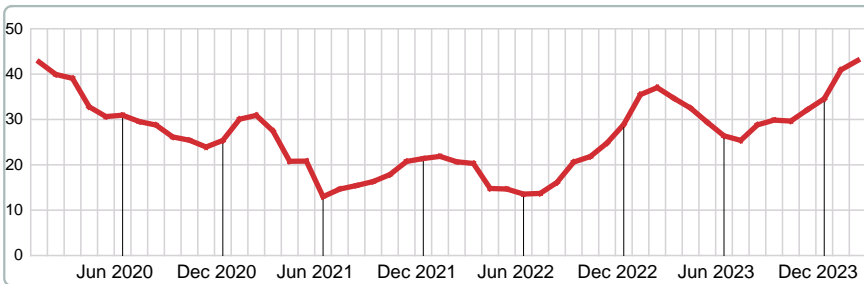
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

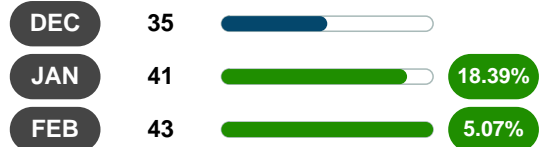


3 MONTHS

5 year FEB AVG = 34

High Feb 2024 43 Low Jun 2021 13

Average Days on Market to Sale this month at 43 above the 5 yr FEB average of 34



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	7.56%	41	53	26	34	0
\$100,001 - \$175,000	15.77%	27	31	24	39	0
\$175,001 - \$200,000	8.59%	31	40	29	37	22
\$200,001 - \$275,000	25.00%	36	26	33	51	22
\$275,001 - \$375,000	20.64%	50	50	46	53	87
\$375,001 - \$525,000	12.31%	61	7	48	68	71
\$525,001 and up	10.13%	61	63	49	58	81
Average Closed DOM		43	39	35	56	71
Total Closed Units	100%	780	95	424	228	33
Total Closed Volume		229,409,175	14.62M	107.06M	88.18M	19.55M

February 2024



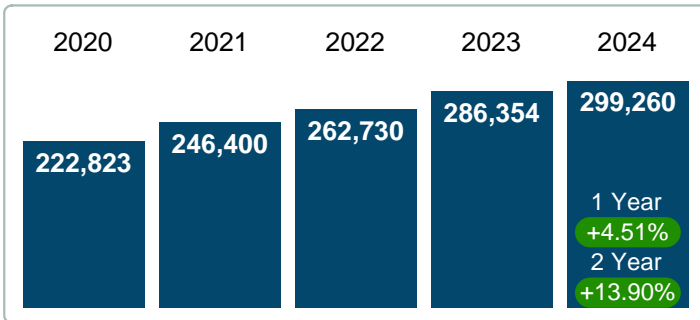
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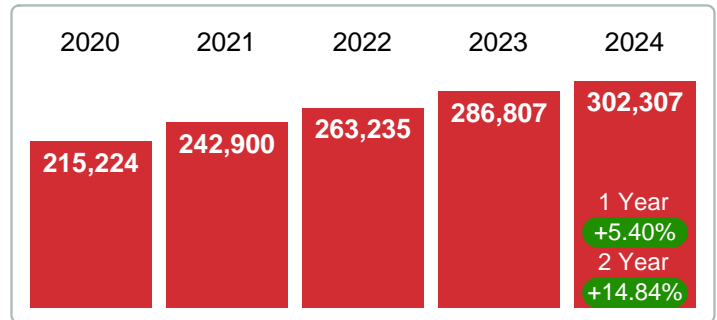
AVERAGE LIST PRICE AT CLOSING

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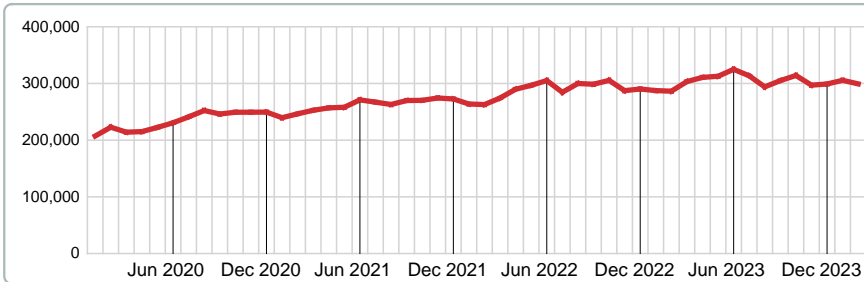
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

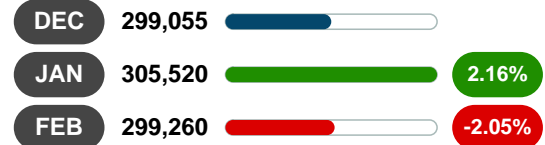


3 MONTHS

5 year FEB AVG = 263,514

High Jun 2023 324,875 Low Jan 2020 207,292

Average List Price at Closing this month at **299,260**
above the 5 yr FEB average of **263,514**



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	6.79%	69,862	72,462	75,952	91,617	0
\$100,001 - \$175,000	16.28%	143,496	138,779	147,771	155,290	0
\$175,001 - \$200,000	8.72%	191,584	193,120	193,110	200,967	199,000
\$200,001 - \$275,000	23.85%	238,493	235,541	237,979	248,698	233,750
\$275,001 - \$375,000	21.28%	320,500	324,675	324,854	323,855	353,475
\$375,001 - \$525,000	12.56%	446,073	425,000	447,199	456,080	478,771
\$525,001 and up	10.51%	697,445	631,300	622,235	693,341	801,423
Average List Price		299,260	160,685	256,065	395,011	591,621
Total Closed Units	100%	299,260	95	424	228	33
Total Closed Volume		233,422,647	15.27M	108.57M	90.06M	19.52M

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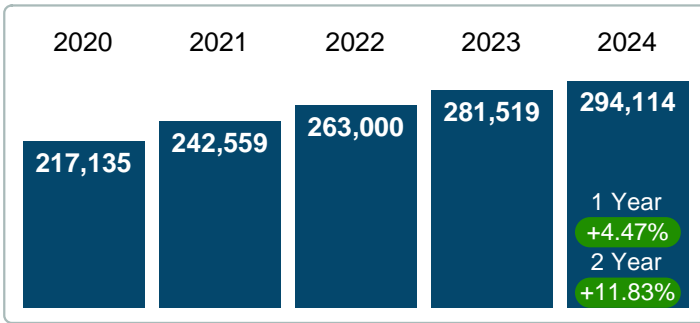
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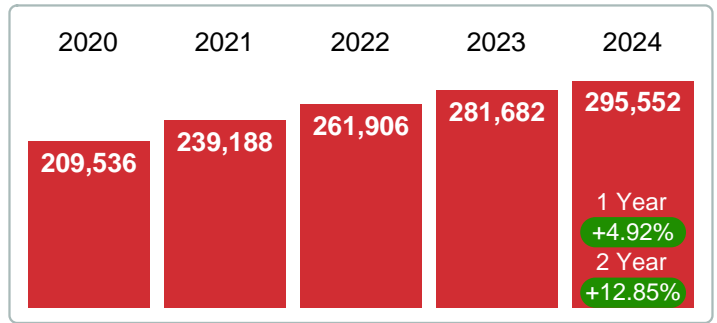
AVERAGE SOLD PRICE AT CLOSING

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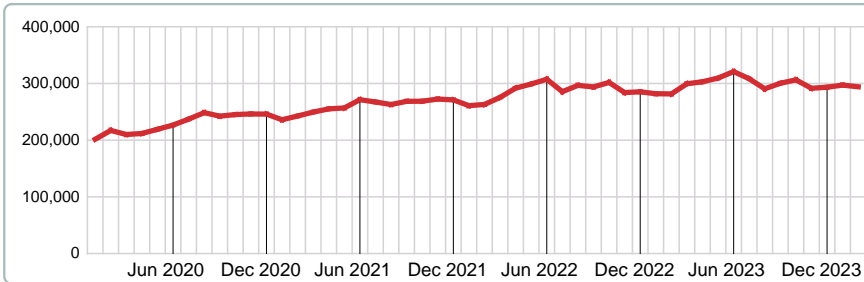
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

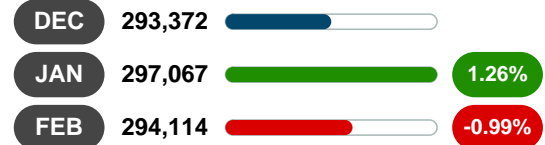


3 MONTHS

5 year FEB AVG = 259,665

High Jun 2023 320,901 Low Jan 2020 201,604

Average Sold Price at Closing this month at **294,114** above the 5 yr FEB average of **259,665**



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	7.56%	68,039	65,025	70,143	76,750	0
\$100,001 - \$175,000	15.77%	143,461	134,290	146,046	148,340	0
\$175,001 - \$200,000	8.59%	188,130	185,511	188,722	188,500	182,500
\$200,001 - \$275,000	25.00%	236,058	231,700	235,178	241,926	228,750
\$275,001 - \$375,000	20.64%	320,833	318,506	320,334	320,202	344,625
\$375,001 - \$525,000	12.31%	445,139	390,000	440,299	445,104	477,487
\$525,001 and up	10.13%	692,730	592,500	619,923	680,710	807,735
Average Sold Price		294,114	153,876	252,494	386,771	592,421
Total Closed Units	100%	294,114	95	424	228	33
Total Closed Volume		229,409,175	14.62M	107.06M	88.18M	19.55M

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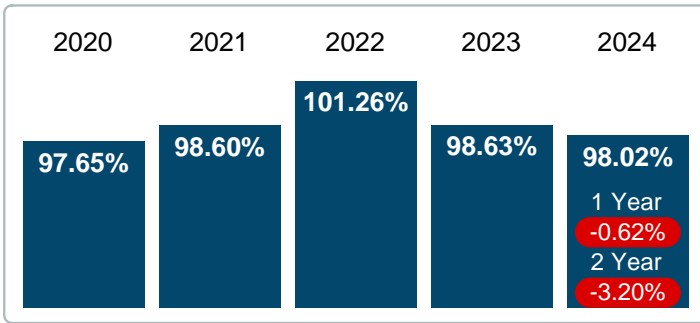
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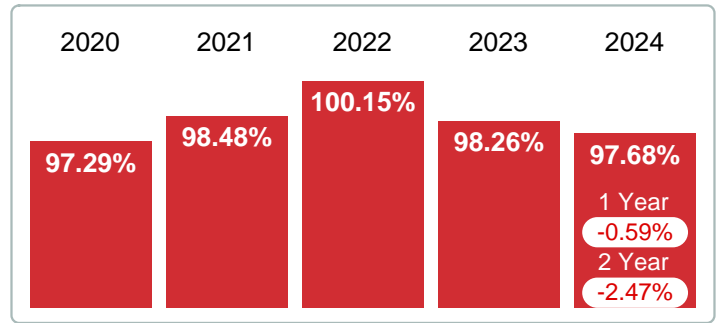
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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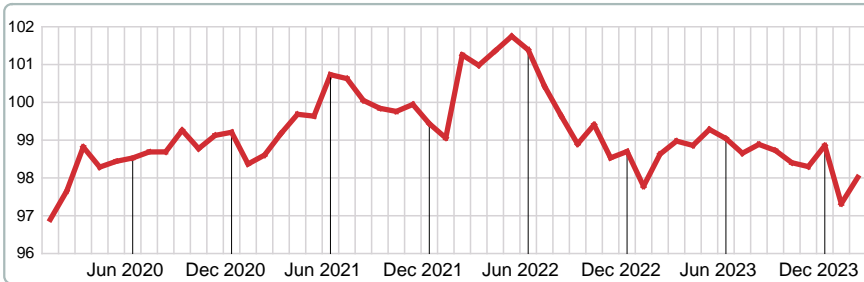
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

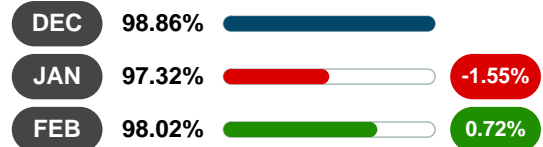


3 MONTHS

5 year FEB AVG = 98.83%

High May 2022 101.75% Low Jan 2020 96.90%

Average Sold/List Ratio this month at **98.02%** below the 5 yr FEB average of **98.83%**



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	59	7.56%	90.40%	89.73%	93.06%	84.66%	0.00%
\$100,001 - \$175,000	123	15.77%	98.78%	97.11%	99.75%	95.52%	0.00%
\$175,001 - \$200,000	67	8.59%	97.34%	96.22%	98.01%	94.60%	91.71%
\$200,001 - \$275,000	195	25.00%	98.93%	98.58%	99.41%	97.46%	97.98%
\$275,001 - \$375,000	161	20.64%	98.77%	98.06%	98.68%	98.98%	97.47%
\$375,001 - \$525,000	96	12.31%	98.30%	91.76%	98.47%	98.11%	99.75%
\$525,001 and up	79	10.13%	98.96%	93.87%	99.75%	98.43%	100.13%
Average Sold/List Ratio		98.00%		94.71%	98.79%	97.78%	99.21%
Total Closed Units		780	100%	95	424	228	33
Total Closed Volume		229,409,175		14.62M	107.06M	88.18M	19.55M

February 2024



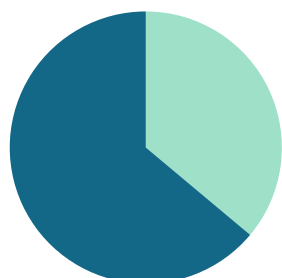
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

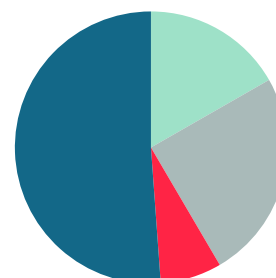


Inventory
 New Listings
1,391 = 36.09%
 Start Inventory
2,463
 Total Inventory Units
3,854
 Volume
\$1,581,817,440

Market Activity

Closed Sales
780 = 16.73%
 Pending Sales
1,158 = 24.83%
 Other Off Market
340 = 7.29%
 Active Inventory
2,385 = 51.15%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	889	780	-12.26%	1,589	1,520	-4.34%
Pending Sales	975	1,158	18.77%	2,022	2,073	2.52%
New Listings	1,166	1,391	19.30%	2,364	2,483	5.03%
Average List Price	286,354	299,260	4.51%	286,807	302,307	5.40%
Average Sale Price	281,519	294,114	4.47%	281,682	295,552	4.92%
Average Percent of Selling Price to List Price	98.63%	98.02%	-0.62%	98.26%	97.68%	-0.59%
Average Days on Market to Sale	37.03	43.01	16.15%	36.35	42.00	15.54%
Monthly Inventory	2,118	2,385	12.61%	2,118	2,385	12.61%
Months Supply of Inventory	1.74	2.33	34.15%	1.74	2.33	34.15%

Absorption: Last 12 months, an Average of **1,022** Sales/Month

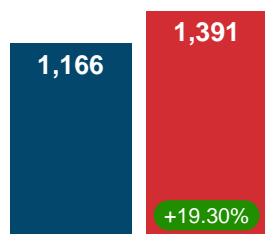
Inventory on February 29, 2024 = **2,385**

2023 **2024**

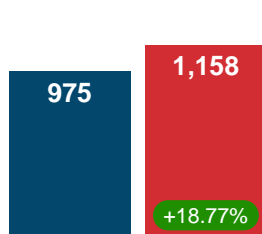
FEBRUARY MARKET

AVERAGE PRICES

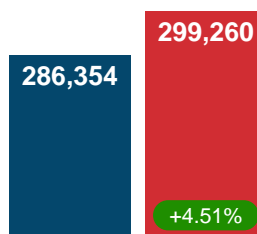
New Listings



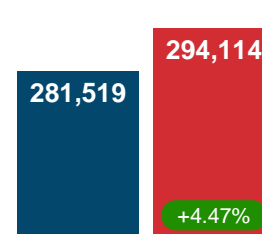
Pending Listings



List Price



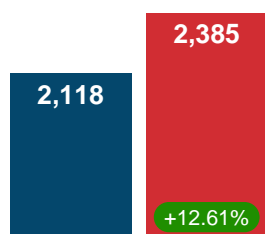
Sale Price



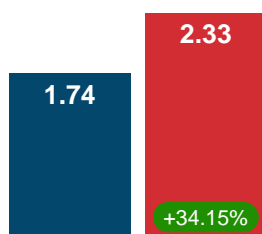
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

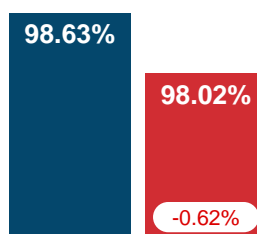
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

