

# February 2024



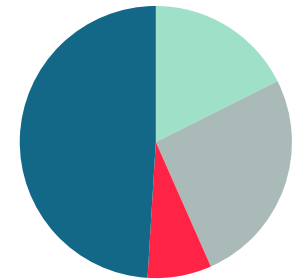
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2023	2024	+/-%
Closed Listings	598	517	-13.55%
Pending Listings	658	757	15.05%
New Listings	748	920	22.99%
Average List Price	289,598	307,364	6.13%
Average Sale Price	284,190	302,312	6.38%
Average Percent of Selling Price to List Price	98.76%	98.20%	-0.57%
Average Days on Market to Sale	35.71	42.18	18.10%
End of Month Inventory	1,286	1,440	11.98%
Months Supply of Inventory	1.56	2.12	36.00%



■ Closed (17.60%)  
■ Pending (25.77%)  
■ Other OffMarket (7.59%)  
■ Active (49.03%)

**Absorption:** Last 12 months, an Average of **680** Sales/Month  
**Active Inventory** as of February 29, 2024 = **1,440**

### Analysis Wrap-Up

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

The total housing inventory at the end of February 2024 rose **11.98%** to 1,440 existing homes available for sale. Over the last 12 months this area has had an average of 680 closed sales per month. This represents an unsold inventory index of **2.12** 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 **6.38%** in February 2024 to \$302,312 versus the previous year at \$284,190.

#### Average Days on Market Lengthens

The average number of **42.18** days that homes spent on the market before selling increased by 6.47 days or **18.10%** in February 2024 compared to last year's same month at **35.71** 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 920 New Listings in February 2024, up **22.99%** from last year at 748. Furthermore, there were 517 Closed Listings this month versus last year at 598, a **-13.55%** decrease.

Closed versus Listed trends yielded a **56.2%** ratio, down from previous year's, February 2023, at **79.9%**, a **29.71%** downswing. 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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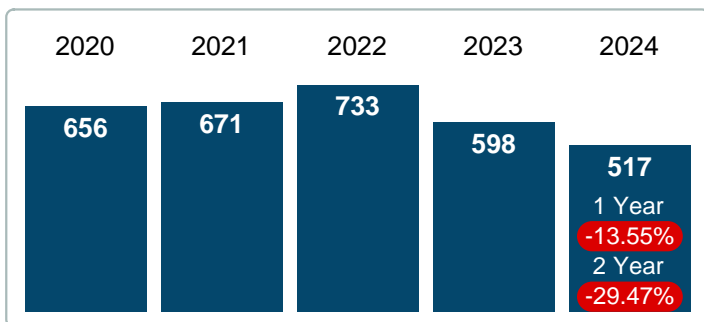
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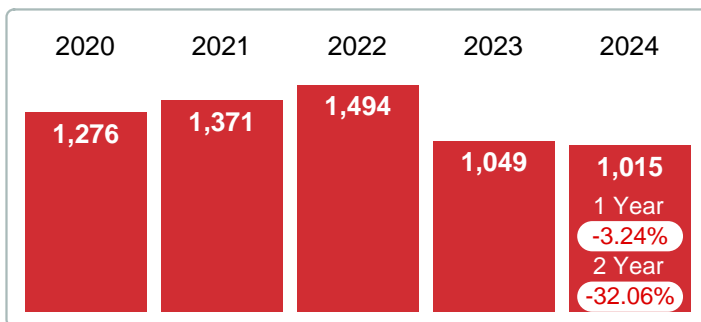
## CLOSED LISTINGS

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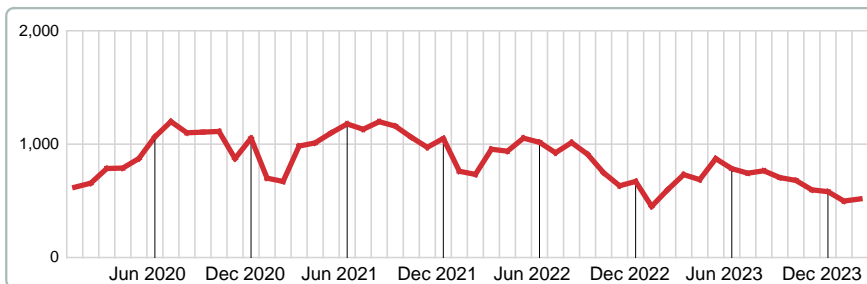
### FEBRUARY



### YEAR TO DATE (YTD)

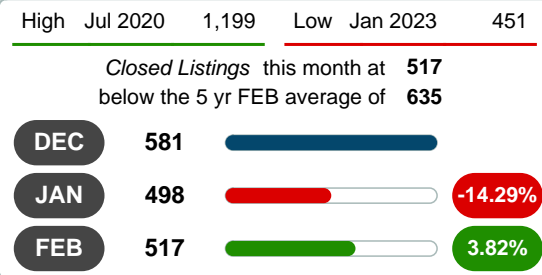


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 635



### 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	34	6.58%	39.7	19	12	3	0
\$100,001 - \$175,000	79	15.28%	21.7	23	51	5	0
\$175,001 - \$200,000	48	9.28%	31.6	10	33	4	1
\$200,001 - \$300,000	164	31.72%	35.3	17	101	43	3
\$300,001 - \$375,000	70	13.54%	55.9	1	33	33	3
\$375,001 - \$525,000	67	12.96%	61.8	1	24	36	6
\$525,001 and up	55	10.64%	61.5	1	10	31	13
<b>Total Closed Units</b>	<b>517</b>			<b>72</b>	<b>264</b>	<b>155</b>	<b>26</b>
<b>Total Closed Volume</b>	<b>156,295,190</b>	<b>100%</b>	<b>42.2</b>	<b>11.59M</b>	<b>66.86M</b>	<b>61.90M</b>	<b>15.94M</b>
<b>Average Closed Price</b>	<b>\$302,312</b>			<b>\$160,946</b>	<b>\$253,266</b>	<b>\$399,371</b>	<b>\$613,169</b>

# February 2024



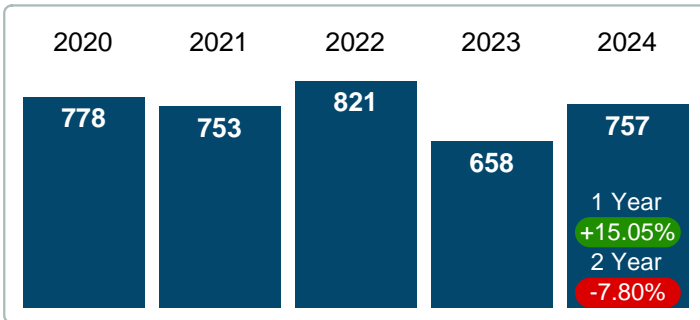
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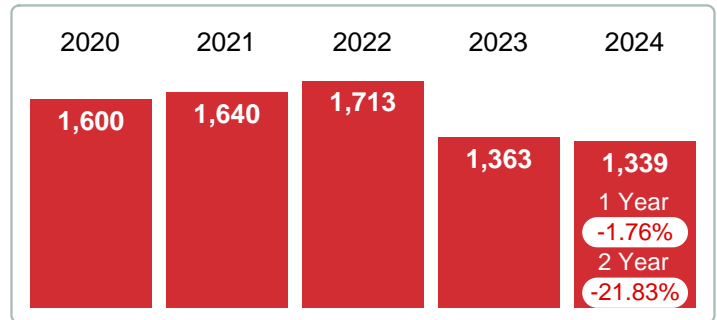
## PENDING LISTINGS

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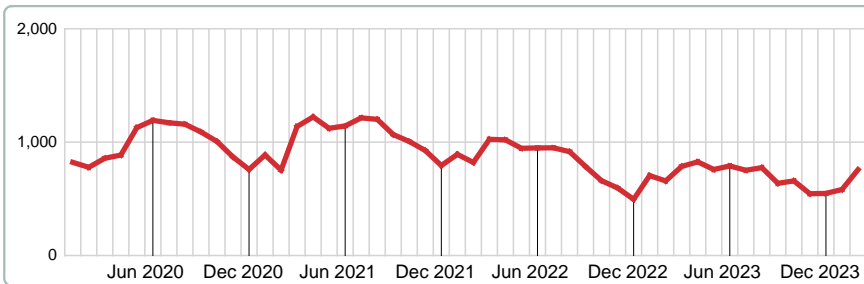
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 753

High Apr 2021 1,222 Low Dec 2022 496

Pending Listings this month at **757**  
above the 5 yr FEB average of **753**



### 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	49	6.47%	40.7	25	22	2	0
\$100,001 - \$175,000	109	14.40%	31.5	30	72	7	0
\$175,001 - \$225,000	109	14.40%	29.4	10	89	8	2
\$225,001 - \$300,000	179	23.65%	39.4	11	106	59	3
\$300,001 - \$400,000	130	17.17%	47.0	2	54	68	6
\$400,001 - \$575,000	102	13.47%	83.3	5	34	57	6
\$575,001 and up	79	10.44%	69.9	3	12	45	19
<b>Total Pending Units</b>	<b>757</b>			<b>86</b>	<b>389</b>	<b>246</b>	<b>36</b>
<b>Total Pending Volume</b>	<b>252,930,111</b>	<b>100%</b>	<b>49.3</b>	<b>17.00M</b>	<b>101.57M</b>	<b>107.59M</b>	<b>26.77M</b>
<b>Average Listing Price</b>	<b>\$281,685</b>			<b>\$197,680</b>	<b>\$261,115</b>	<b>\$437,340</b>	<b>\$743,618</b>

# February 2024



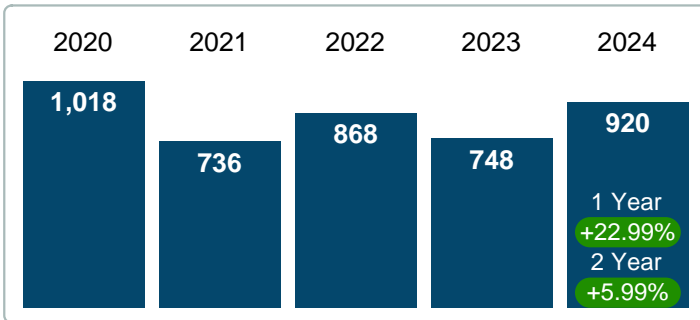
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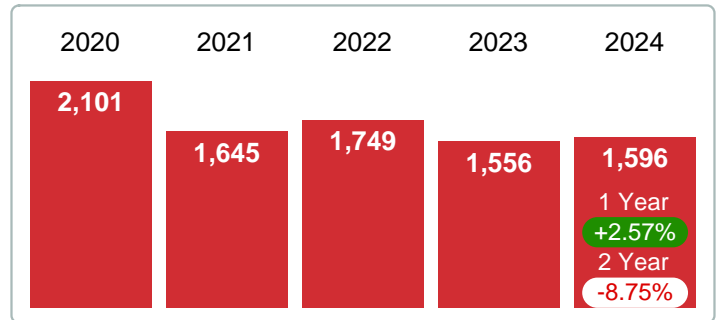
## NEW LISTINGS

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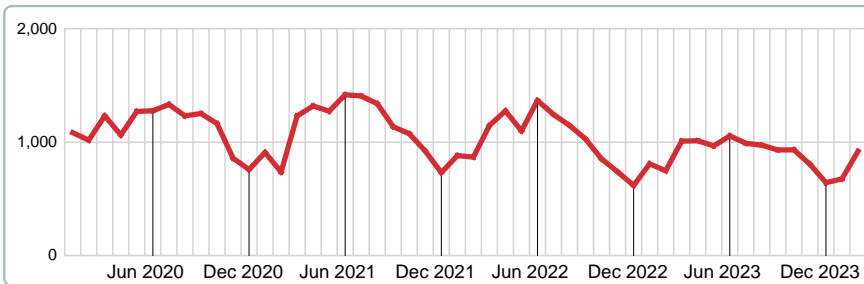
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 858

High Jun 2021 1,418 Low Dec 2022 618

New Listings this month at **920**  
above the 5 yr FEB average of **858**



### 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	81	8.80%	43	36	2	0
\$125,001 - \$175,000	102	11.09%	32	67	3	0
\$175,001 - \$225,000	133	14.46%	17	107	6	3
\$225,001 - \$325,000	239	25.98%	11	157	69	2
\$325,001 - \$400,000	145	15.76%	1	43	90	11
\$400,001 - \$600,000	128	13.91%	5	35	75	13
\$600,001 and up	92	10.00%	2	15	46	29
<b>Total New Listed Units</b>	<b>920</b>		<b>111</b>	<b>460</b>	<b>291</b>	<b>58</b>
<b>Total New Listed Volume</b>	<b>346,762,184</b>	<b>100%</b>	<b>20.03M</b>	<b>125.03M</b>	<b>143.75M</b>	<b>57.96M</b>
<b>Average New Listed Listing Price</b>	<b>\$283,033</b>		<b>\$180,464</b>	<b>\$271,803</b>	<b>\$493,969</b>	<b>\$999,248</b>

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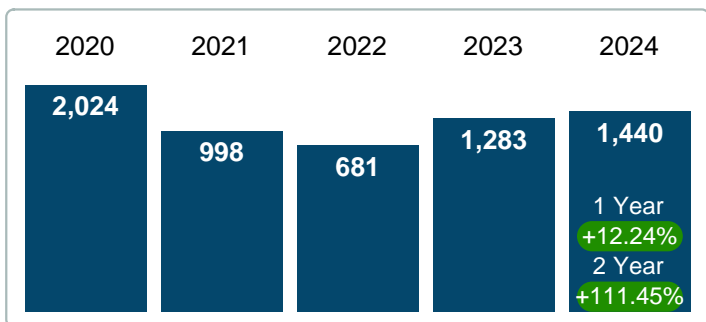
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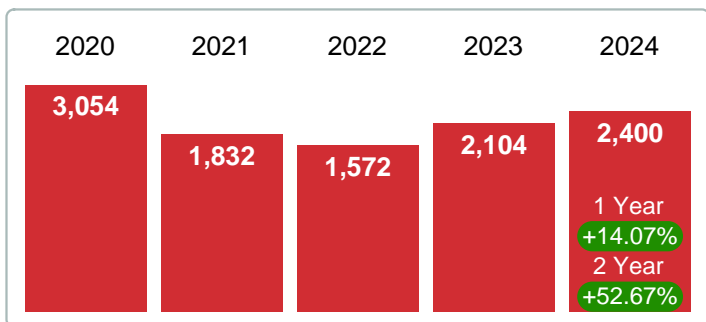
## ACTIVE INVENTORY

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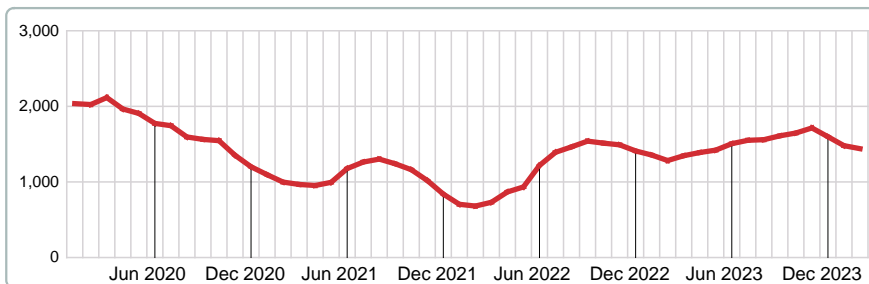
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

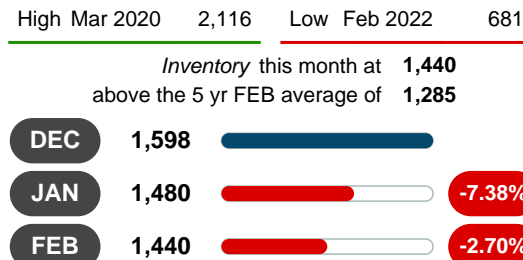


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 1,285



### 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	126	8.75%	91.5	77	46	3	0
\$150,001 - \$225,000	178	12.36%	43.2	40	125	10	3
\$225,001 - \$300,000	222	15.42%	55.2	25	154	41	2
\$300,001 - \$425,000	353	24.51%	63.5	15	136	189	13
\$425,001 - \$525,000	207	14.38%	110.3	10	82	93	22
\$525,001 - \$675,000	197	13.68%	101.1	11	35	118	33
\$675,001 and up	157	10.90%	92.8	3	25	71	58
<b>Total Active Inventory by Units</b>	<b>1,440</b>			<b>181</b>	<b>603</b>	<b>525</b>	<b>131</b>
<b>Total Active Inventory by Volume</b>	<b>665,870,965</b>	<b>100%</b>	<b>77.2</b>	<b>41.68M</b>	<b>205.45M</b>	<b>285.45M</b>	<b>133.29M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$462,410</b>			<b>\$230,278</b>	<b>\$340,718</b>	<b>\$543,715</b>	<b>\$1,017,460</b>

# February 2024



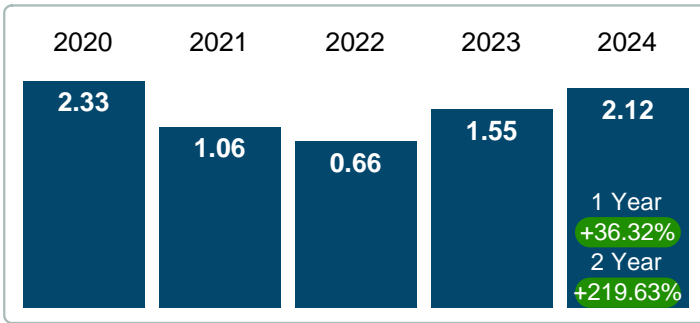
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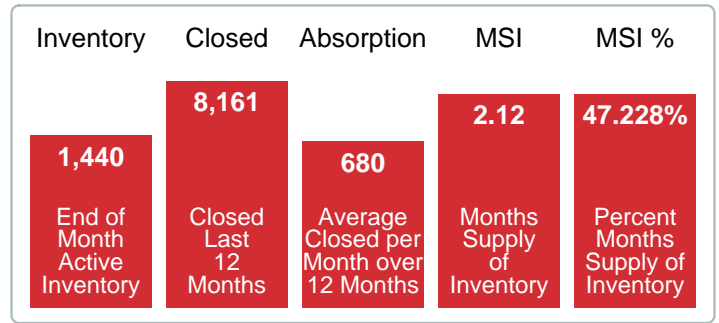
## MONTHS SUPPLY of INVENTORY (MSI)

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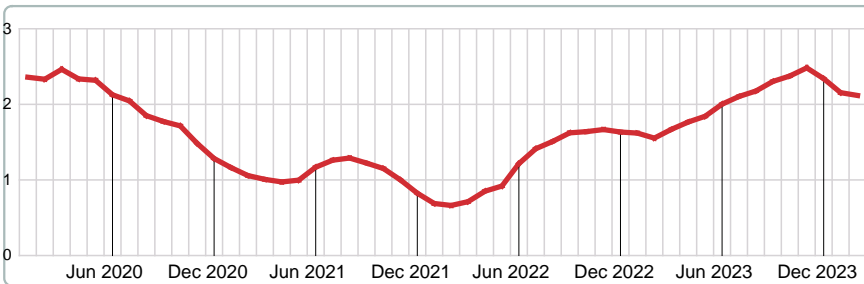
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2024

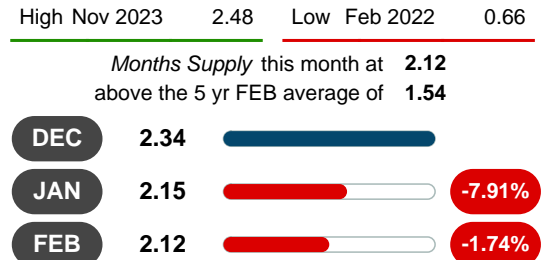


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 1.54



### 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	126	8.75%	1.12	1.49	0.84	0.56	0.00
\$150,001 - \$225,000	178	12.36%	1.17	2.11	1.09	0.61	2.25
\$225,001 - \$300,000	222	15.42%	1.46	3.06	1.49	1.07	0.75
\$300,001 - \$425,000	353	24.51%	2.49	2.95	2.52	2.56	1.43
\$425,001 - \$525,000	207	14.38%	4.15	6.67	6.27	3.30	3.11
\$525,001 - \$675,000	197	13.68%	5.38	44.00	4.38	5.57	4.60
\$675,001 and up	157	10.90%	4.45	6.00	4.69	3.46	6.50
Market Supply of Inventory (MSI)			2.12	2.10	1.71	2.58	3.56
Total Active Inventory by Units		100%	2.12	181	603	525	131

# February 2024



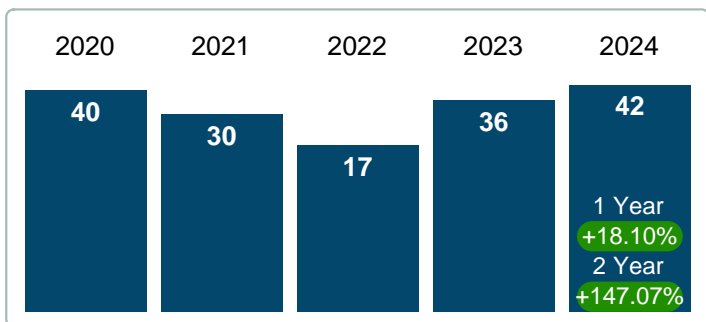
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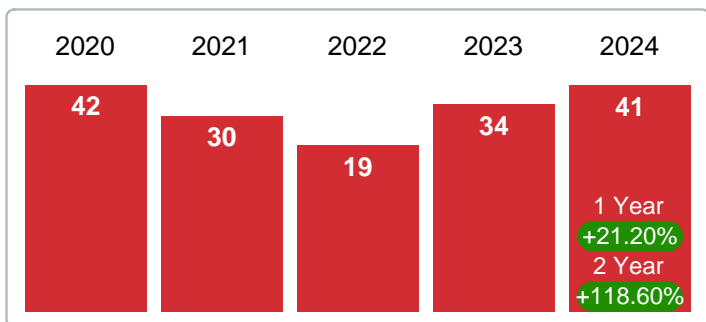
## AVERAGE DAYS ON MARKET TO SALE

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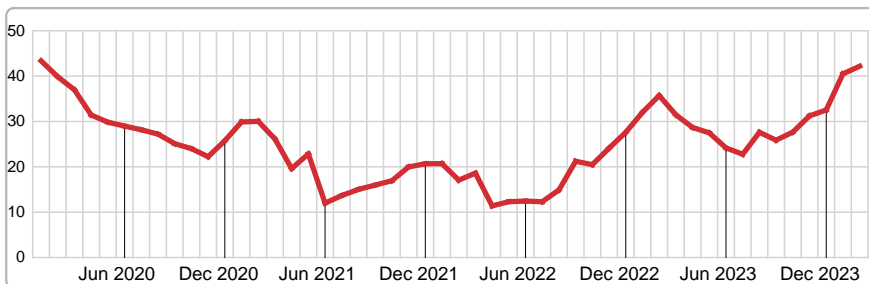
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

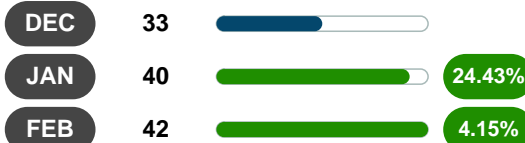


### 3 MONTHS

5 year FEB AVG = 33

High Jan 2020 43 Low Apr 2022 11

Average Days on Market to Sale this month at 42 above the 5 yr FEB 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	6.58%	40	46	35	18	0
\$100,001 - \$175,000	15.28%	22	21	21	27	0
\$175,001 - \$200,000	9.28%	32	40	31	22	22
\$200,001 - \$300,000	31.72%	35	26	33	45	25
\$300,001 - \$375,000	13.54%	56	83	46	60	116
\$375,001 - \$525,000	12.96%	62	7	61	64	59
\$525,001 and up	10.64%	61	125	65	54	72
<b>Average Closed DOM</b>		<b>42</b>	<b>34</b>	<b>36</b>	<b>53</b>	<b>67</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>42</b>	<b>72</b>	<b>264</b>	<b>155</b>	<b>26</b>
<b>Total Closed Volume</b>		<b>156,295,190</b>	<b>11.59M</b>	<b>66.86M</b>	<b>61.90M</b>	<b>15.94M</b>



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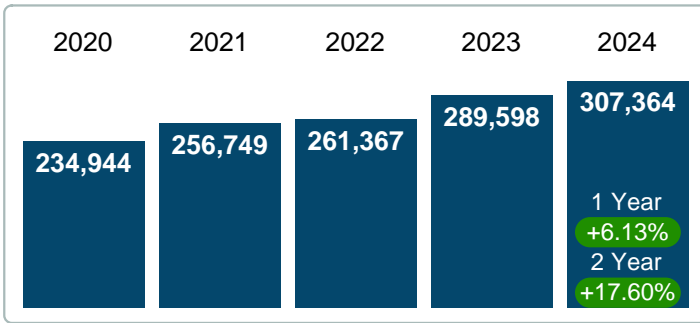
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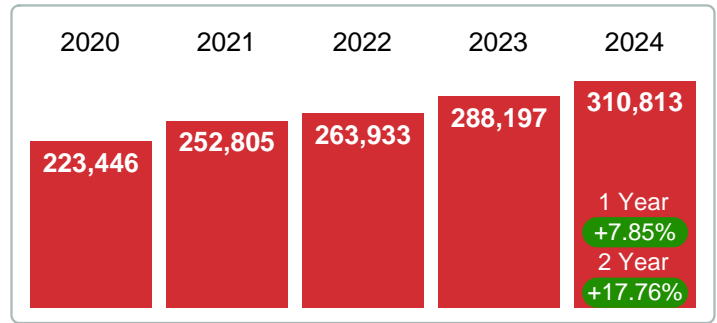
## AVERAGE LIST PRICE AT CLOSING

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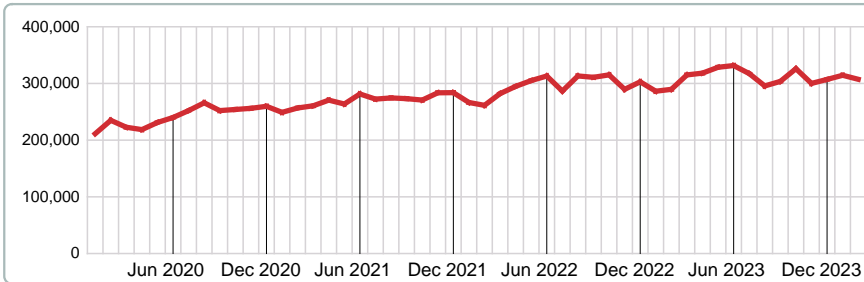
### FEBRUARY



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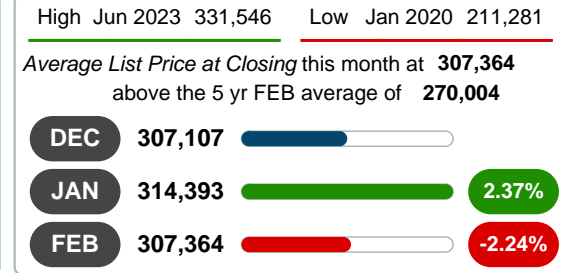


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 270,004



### 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	30	5.80%	73,617	77,447	79,667	91,600	0
\$100,001 - \$175,000	85	16.44%	143,261	133,548	148,360	160,800	0
\$175,001 - \$200,000	48	9.28%	191,473	193,120	192,209	187,475	199,000
\$200,001 - \$300,000	163	31.53%	253,832	241,882	247,510	267,329	231,667
\$300,001 - \$375,000	68	13.15%	337,428	349,000	336,830	337,985	356,300
\$375,001 - \$525,000	65	12.57%	443,714	425,000	447,713	444,059	481,067
\$525,001 and up	58	11.22%	727,065	610,000	629,660	730,922	841,907
<b>Average List Price</b>			<b>307,364</b>	166,254	257,655	407,239	607,465
<b>Total Closed Units</b>			<b>517</b>	72	264	155	26
<b>Total Closed Volume</b>			<b>158,907,270</b>	11.97M	68.02M	63.12M	15.79M



# February 2024



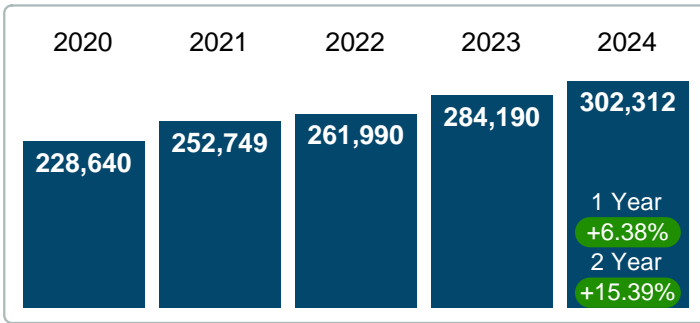
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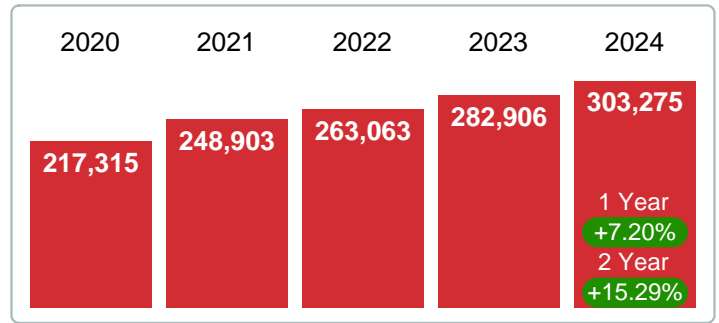
## AVERAGE SOLD PRICE AT CLOSING

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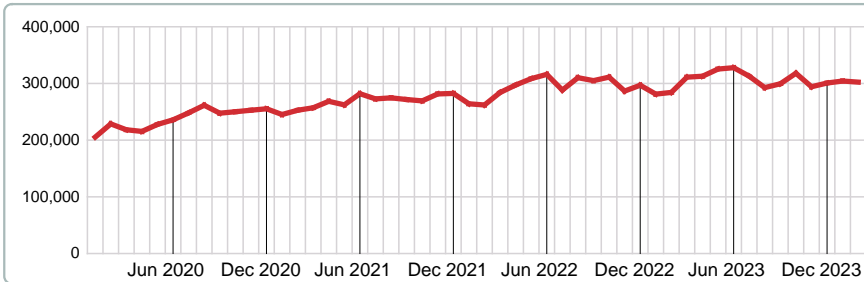
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

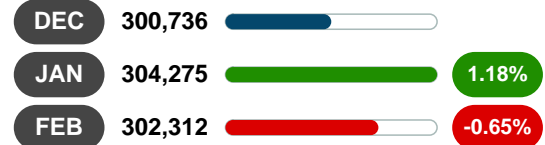


### 3 MONTHS

5 year FEB AVG = 265,976

High Jun 2023 327,804 Low Jan 2020 205,332

Average Sold Price at Closing this month at **302,312** above the 5 yr FEB average of **265,976**



### 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	6.58%	72,903	71,984	73,417	76,667	0
\$100,001 - \$175,000	15.28%	141,696	131,191	145,169	154,600	0
\$175,001 - \$200,000	9.28%	186,709	185,511	187,376	185,250	182,500
\$200,001 - \$300,000	31.72%	248,154	238,759	244,442	262,087	226,667
\$300,001 - \$375,000	13.54%	334,358	324,025	333,562	334,849	341,167
\$375,001 - \$525,000	12.96%	441,663	390,000	439,183	438,434	479,568
\$525,001 and up	10.64%	726,667	575,000	615,760	711,455	859,922
<b>Average Sold Price</b>		<b>302,312</b>	<b>160,946</b>	<b>253,266</b>	<b>399,371</b>	<b>613,169</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>302,312</b>	<b>72</b>	<b>264</b>	<b>155</b>	<b>26</b>
<b>Total Closed Volume</b>		<b>156,295,190</b>	<b>11.59M</b>	<b>66.86M</b>	<b>61.90M</b>	<b>15.94M</b>

# February 2024



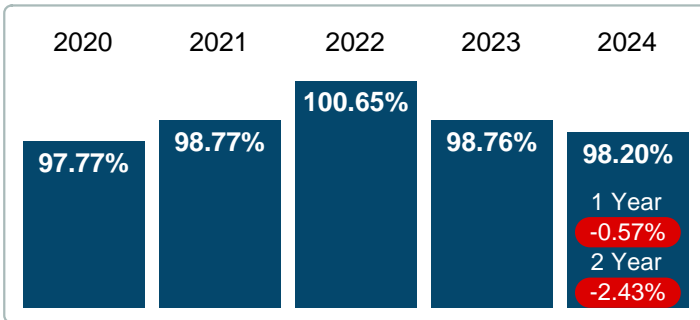
Area Delimited by County Of Tulsa - Residential Property Type



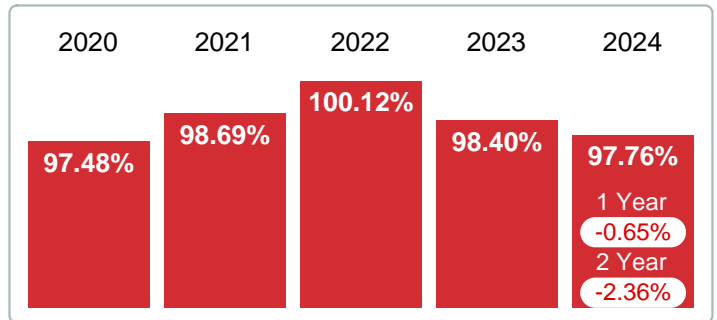
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

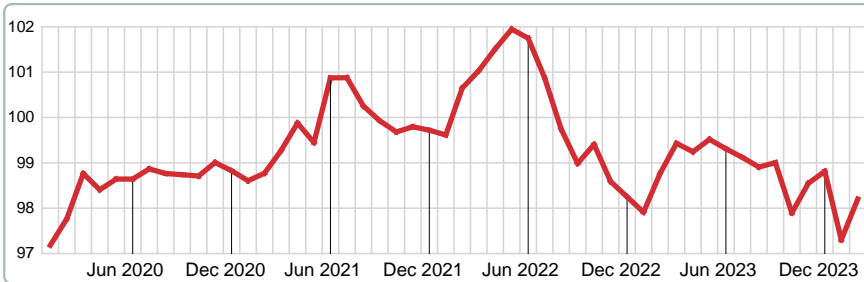
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

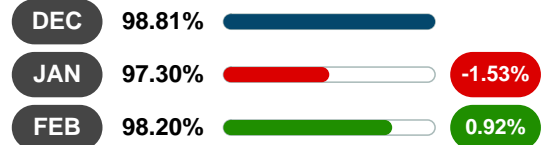


### 3 MONTHS

5 year FEB AVG = 98.83%

High May 2022 101.95% Low Jan 2020 97.18%

Average Sold/List Ratio this month at **98.20%**  
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	34	6.58%	93.05%	94.64%	92.48%	85.22%	0.00%
\$100,001 - \$175,000	79	15.28%	97.94%	98.27%	97.97%	96.11%	0.00%
\$175,001 - \$200,000	48	9.28%	97.45%	96.22%	97.80%	99.04%	91.71%
\$200,001 - \$300,000	164	31.72%	99.05%	98.94%	99.52%	98.07%	98.00%
\$300,001 - \$375,000	70	13.54%	98.88%	92.84%	99.08%	99.17%	95.66%
\$375,001 - \$525,000	67	12.96%	98.63%	91.76%	98.15%	98.96%	99.71%
\$525,001 and up	55	10.64%	98.48%	94.26%	98.15%	97.43%	101.57%
Average Sold/List Ratio		98.20%		96.97%	98.46%	98.09%	99.66%
Total Closed Units	517	100%	98.20%	72	264	155	26
Total Closed Volume	156,295,190			11.59M	66.86M	61.90M	15.94M

# February 2024



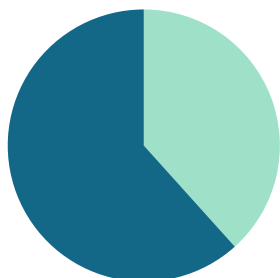
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

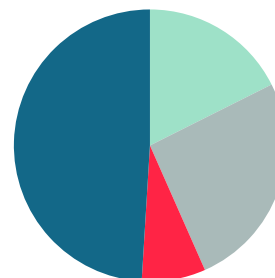


**Inventory**  
 New Listings  
**920 = 38.33%**  
 Start Inventory  
**1,480**  
 Total Inventory Units  
**2,400**  
 Volume  
**\$1,019,965,679**

### Market Activity

Closed Sales  
**517 = 17.60%**  
 Pending Sales  
**757 = 25.77%**  
 Other Off Market  
**223 = 7.59%**  
 Active Inventory  
**1,440 = 49.03%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	598	517	-13.55%	1,049	1,015	-3.24%
Pending Sales	658	757	15.05%	1,363	1,339	-1.76%
New Listings	748	920	22.99%	1,556	1,596	2.57%
Average List Price	289,598	307,364	6.13%	288,197	310,813	7.85%
Average Sale Price	284,190	302,312	6.38%	282,906	303,275	7.20%
Average Percent of Selling Price to List Price	98.76%	98.20%	-0.57%	98.40%	97.76%	-0.65%
Average Days on Market to Sale	35.71	42.18	18.10%	34.12	41.35	21.20%
Monthly Inventory	1,286	1,440	11.98%	1,286	1,440	11.98%
Months Supply of Inventory	1.56	2.12	36.00%	1.56	2.12	36.00%

**Absorption:** Last 12 months, an Average of **680** Sales/Month

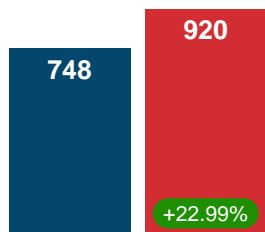
**Inventory** on February 29, 2024 = **1,440**

**2023** **2024**

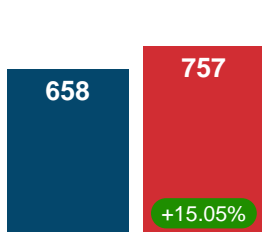
### FEBRUARY MARKET

### AVERAGE PRICES

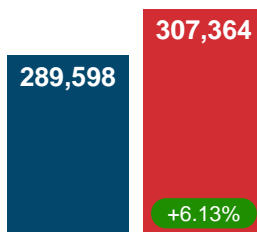
#### New Listings



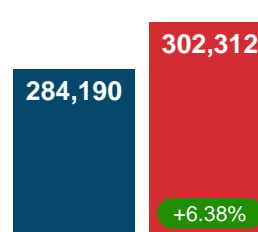
#### Pending Listings



#### List Price



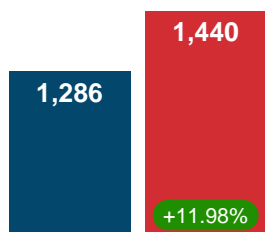
#### Sale Price



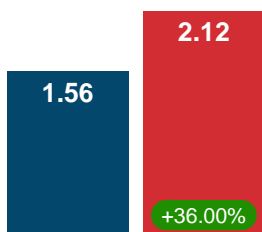
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

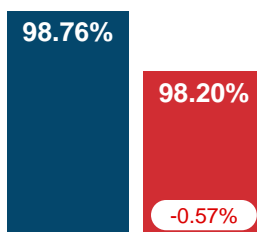
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

