

# March 2024



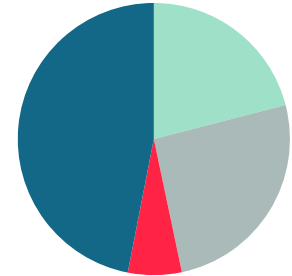
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	March 2024	+/-%
Closed Listings	1,082	1,081	-0.09%
Pending Listings	1,198	1,325	10.60%
New Listings	1,577	1,582	0.32%
Median List Price	255,750	265,000	3.62%
Median Sale Price	255,000	264,000	3.53%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	11.00	20.00	81.82%
End of Month Inventory	2,246	2,418	7.66%
Months Supply of Inventory	1.89	2.36	25.13%



- Closed (20.98%)
- Pending (25.71%)
- Other OffMarket (6.38%)
- Active (46.92%)

**Absorption:** Last 12 months, an Average of **1,023** Sales/Month  
**Active Inventory** as of March 31, 2024 = **2,418**

### Analysis Wrap-Up

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

The total housing inventory at the end of March 2024 rose **7.66%** to 2,418 existing homes available for sale. Over the last 12 months this area has had an average of 1,023 closed sales per month. This represents an unsold inventory index of **2.36** 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 **3.53%** in March 2024 to \$264,000 versus the previous year at \$255,000.

#### Median Days on Market Lengthens

The median number of **20.00** days that homes spent on the market before selling increased by 9.00 days or **81.82%** in March 2024 compared to last year's same month at **11.00** DOM.

#### Sales Success for March 2024 is Positive

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

There were 1,582 New Listings in March 2024, up **0.32%** from last year at 1,577. Furthermore, there were 1,081 Closed Listings this month versus last year at 1,082, a **-0.09%** decrease.

Closed versus Listed trends yielded a **68.3%** ratio, down from previous year's, March 2023, at **68.6%**, a **0.41%** 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>
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<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
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<b>Median 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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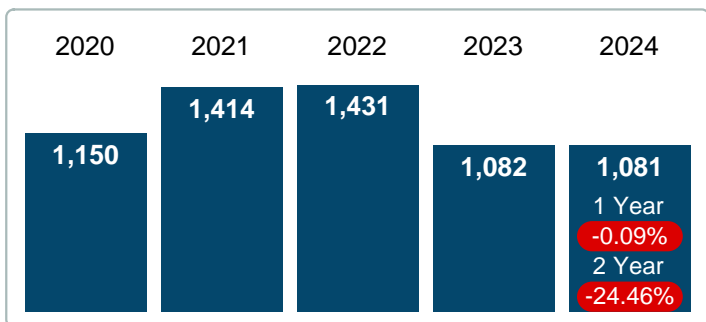
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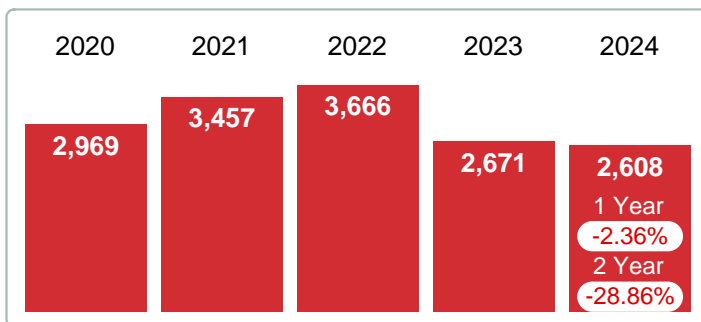
## CLOSED LISTINGS

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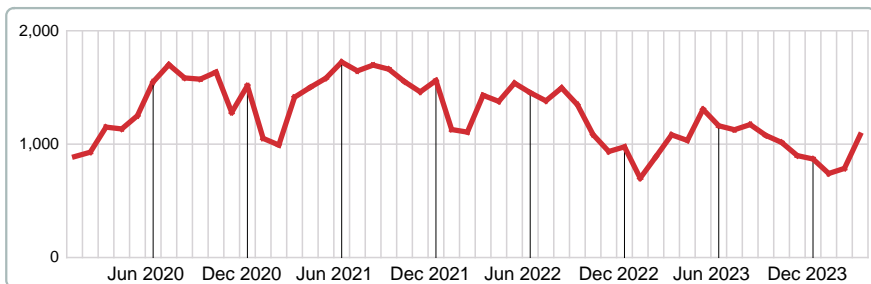
### MARCH



### YEAR TO DATE (YTD)

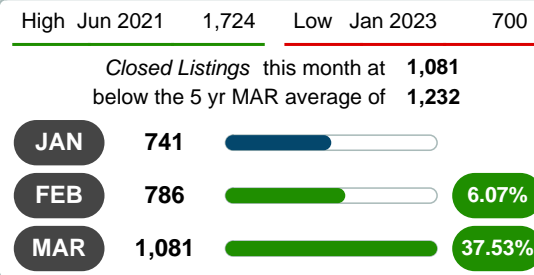


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1,232



### 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	87	8.05%	13.0	48	37	1	1
\$100,001 - \$150,000	105	9.71%	8.0	32	65	8	0
\$150,001 - \$200,000	155	14.34%	14.0	22	116	16	1
\$200,001 - \$300,000	312	28.86%	15.0	22	209	78	3
\$300,001 - \$375,000	154	14.25%	27.0	5	79	63	7
\$375,001 - \$525,000	155	14.34%	33.0	6	54	87	8
\$525,001 and up	113	10.45%	58.0	3	24	59	27
<b>Total Closed Units</b>	<b>1,081</b>			<b>138</b>	<b>584</b>	<b>312</b>	<b>47</b>
<b>Total Closed Volume</b>	<b>329,449,392</b>	<b>100%</b>	<b>20.0</b>	<b>23.23M</b>	<b>148.53M</b>	<b>125.09M</b>	<b>32.60M</b>
<b>Median Closed Price</b>	<b>\$264,000</b>			<b>\$130,000</b>	<b>\$233,718</b>	<b>\$369,000</b>	<b>\$624,782</b>

# March 2024



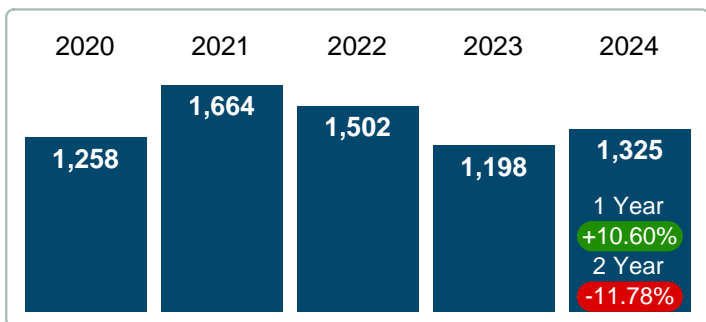
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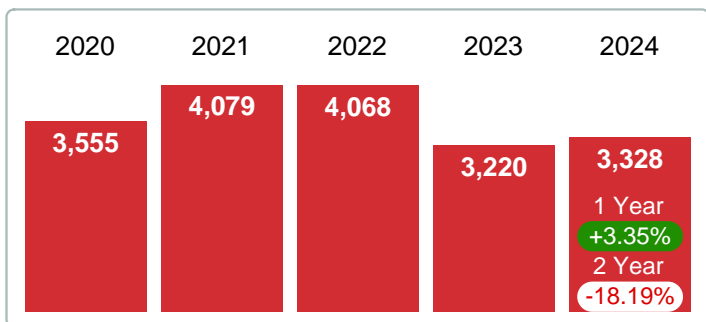
## PENDING LISTINGS

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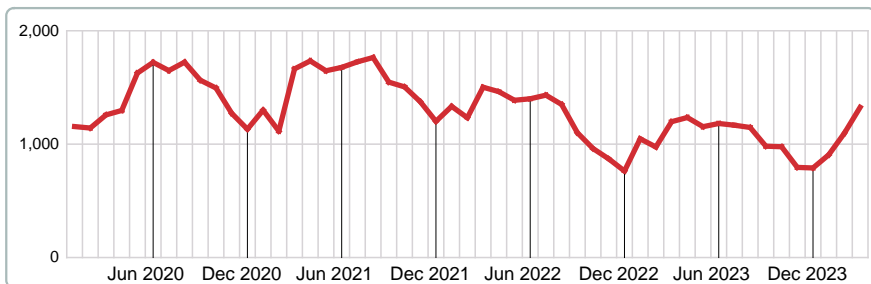
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

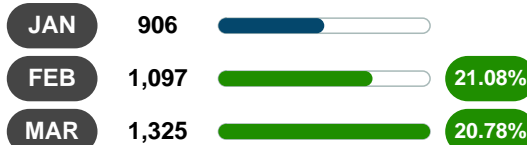


### 3 MONTHS

5 year MAR AVG = 1,389

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at 1,325 below the 5 yr MAR average of 1,389



### 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	120	9.06%	12.5	63	47	7	3
\$125,001 - \$175,000	162	12.23%	10.0	41	105	12	4
\$175,001 - \$225,000	174	13.13%	11.5	18	138	15	3
\$225,001 - \$300,000	324	24.45%	11.5	22	230	70	2
\$300,001 - \$375,000	205	15.47%	18.0	6	98	92	9
\$375,001 - \$525,000	193	14.57%	28.0	9	61	105	18
\$525,001 and up	147	11.09%	33.0	1	37	81	28
<b>Total Pending Units</b>	<b>1,325</b>			<b>160</b>	<b>716</b>	<b>382</b>	<b>67</b>
<b>Total Pending Volume</b>	<b>426,617,057</b>	<b>100%</b>	<b>15.0</b>	<b>27.69M</b>	<b>199.93M</b>	<b>164.79M</b>	<b>34.21M</b>
<b>Median Listing Price</b>	<b>\$270,830</b>			<b>\$147,500</b>	<b>\$245,000</b>	<b>\$370,000</b>	<b>\$455,000</b>

# March 2024



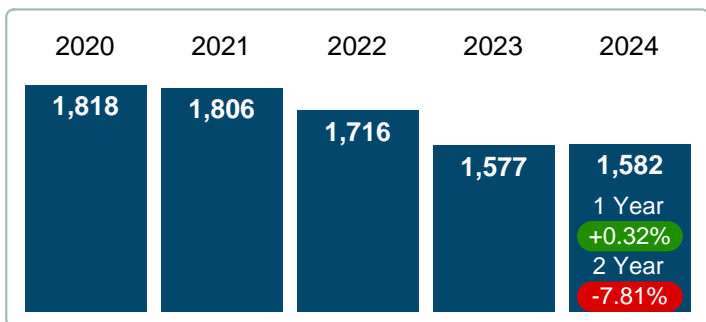
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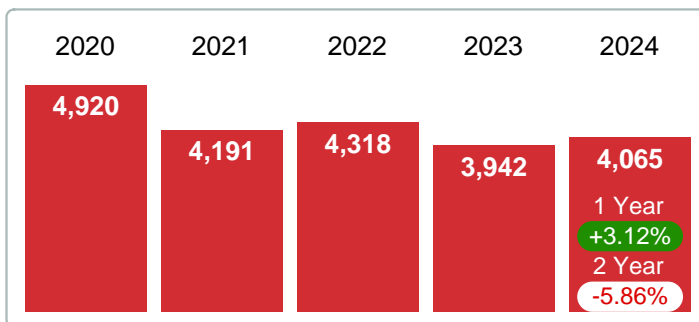
## NEW LISTINGS

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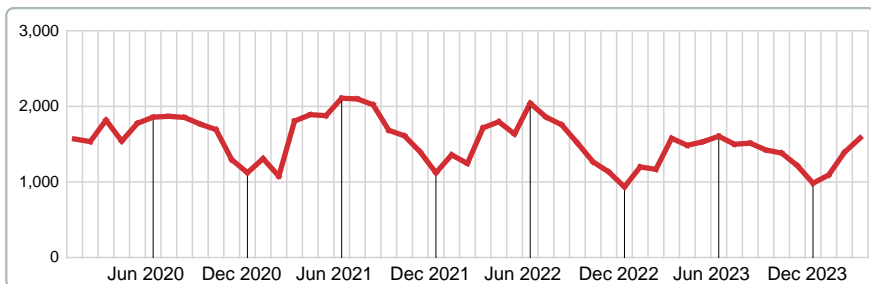
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

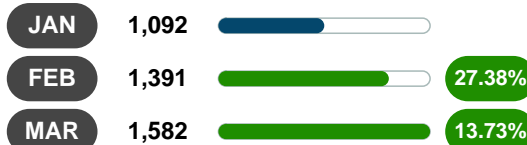


### 3 MONTHS

5 year MAR AVG = 1,700

High Jun 2021 2,107 Low Dec 2022 934

New Listings this month at **1,582**  
 below the 5 yr MAR average of **1,700**



### 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	157	9.92%	91	52	11	3
\$125,001 - \$175,000	166	10.49%	49	106	8	3
\$175,001 - \$225,000	196	12.39%	23	152	18	3
\$225,001 - \$325,000	469	29.65%	27	305	129	8
\$325,001 - \$425,000	244	15.42%	9	92	129	14
\$425,001 - \$575,000	178	11.25%	5	66	81	26
\$575,001 and up	172	10.87%	3	35	96	38
<b>Total New Listed Units</b>	<b>1,582</b>		<b>207</b>	<b>808</b>	<b>472</b>	<b>95</b>
<b>Total New Listed Volume</b>	<b>559,655,344</b>	<b>100%</b>	<b>35.17M</b>	<b>232.91M</b>	<b>221.15M</b>	<b>70.42M</b>
<b>Median New Listed Listing Price</b>	<b>\$279,950</b>		<b>\$135,000</b>	<b>\$250,000</b>	<b>\$375,000</b>	<b>\$509,900</b>

# March 2024



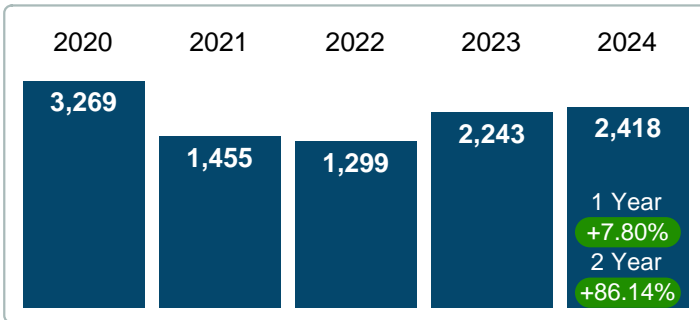
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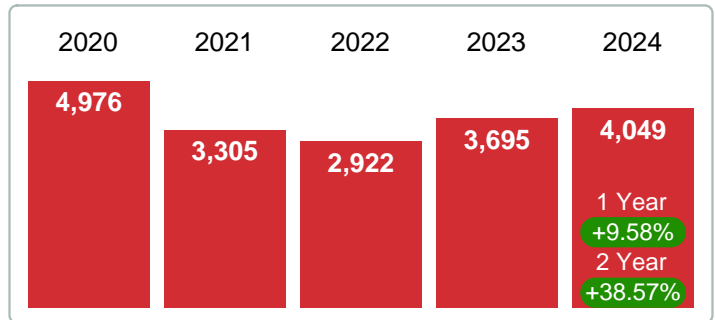
## ACTIVE INVENTORY

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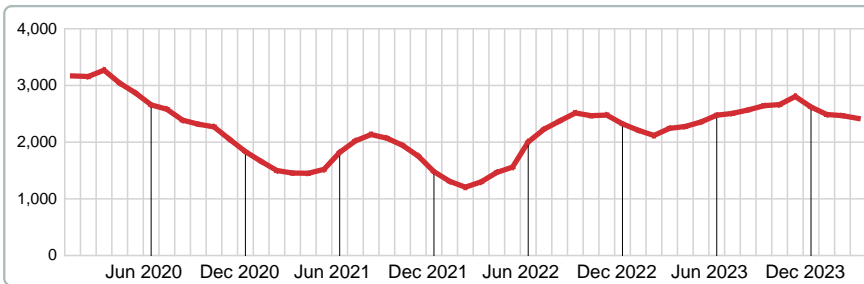
### END OF MARCH



### ACTIVE DURING MARCH



### 5 YEAR MARKET ACTIVITY TRENDS

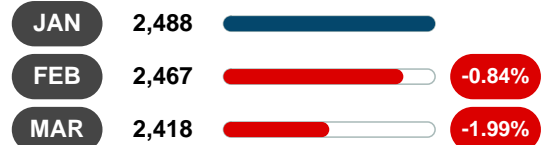


### 3 MONTHS

5 year MAR AVG = 2,137

High Mar 2020 3,269 Low Feb 2022 1,206

Inventory this month at **2,418**  
above the 5 yr MAR average of **2,137**



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	199	8.23%	38.0	112	71	12	4
\$125,001 - \$200,000	276	11.41%	30.0	77	172	23	4
\$200,001 - \$275,000	357	14.76%	27.0	34	244	71	8
\$275,001 - \$400,000	633	26.18%	40.0	32	295	277	29
\$400,001 - \$525,000	389	16.09%	60.0	16	154	174	45
\$525,001 - \$725,000	311	12.86%	86.0	13	70	176	52
\$725,001 and up	253	10.46%	51.0	7	42	117	87
Total Active Inventory by Units		2,418		291	1,048	850	229
Total Active Inventory by Volume		1,103,251,085	100%	65.84M	358.21M	452.36M	226.85M
Median Active Inventory Listing Price		\$349,000		\$150,000	\$290,000	\$429,450	\$599,900

# March 2024



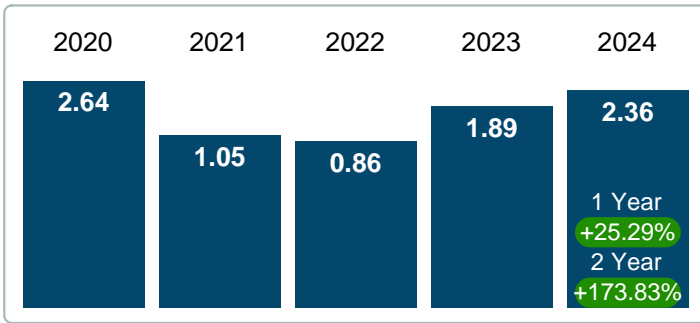
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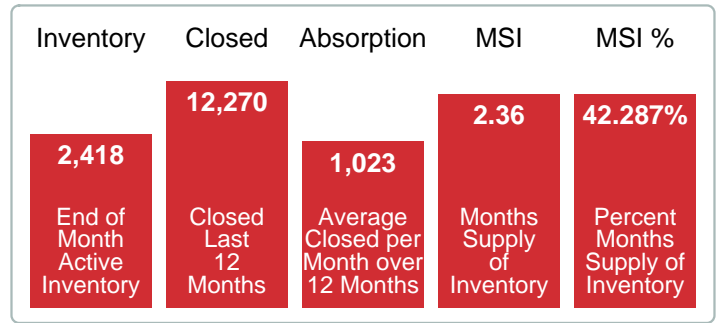
## MONTHS SUPPLY of INVENTORY (MSI)

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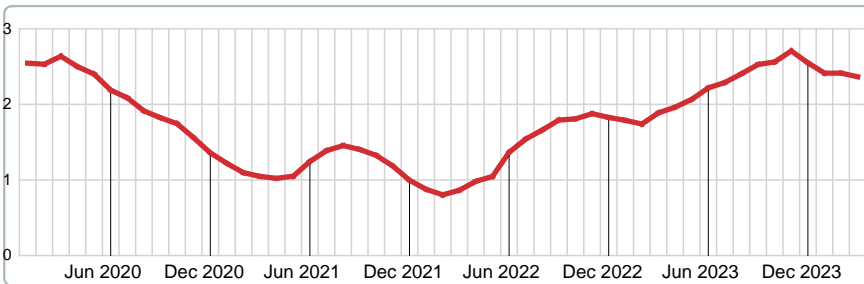
### MSI FOR MARCH



### INDICATORS FOR MARCH 2024

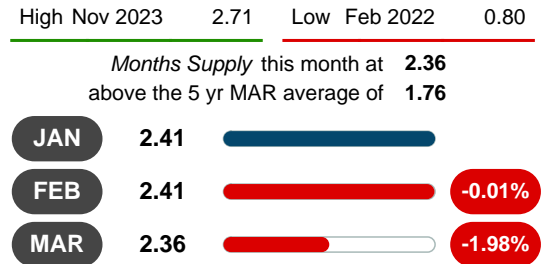


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1.76



### 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	199	8.23%	1.69	1.94	1.33	2.18	3.69
\$125,001 - \$200,000	276	11.41%	1.35	2.20	1.17	1.15	2.40
\$200,001 - \$275,000	357	14.76%	1.46	2.47	1.33	1.60	2.23
\$275,001 - \$400,000	633	26.18%	2.48	3.56	2.44	2.44	2.47
\$400,001 - \$525,000	389	16.09%	3.92	6.19	5.01	3.18	4.03
\$525,001 - \$725,000	311	12.86%	4.77	15.60	5.03	4.63	4.19
\$725,001 and up	253	10.46%	6.85	14.00	7.20	5.97	7.91
Market Supply of Inventory (MSI)			2.36	2.44	1.89	2.88	4.35
Total Active Inventory by Units		100%	2,36	291	1,048	850	229

# March 2024



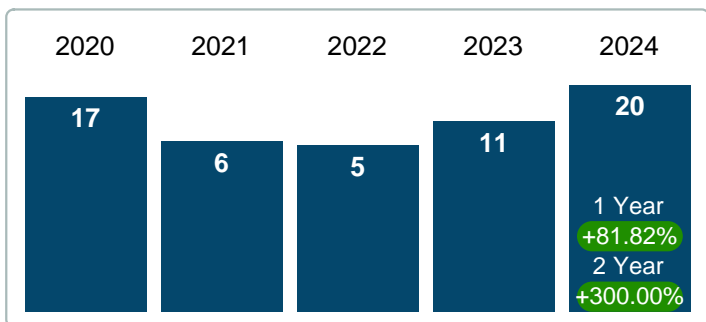
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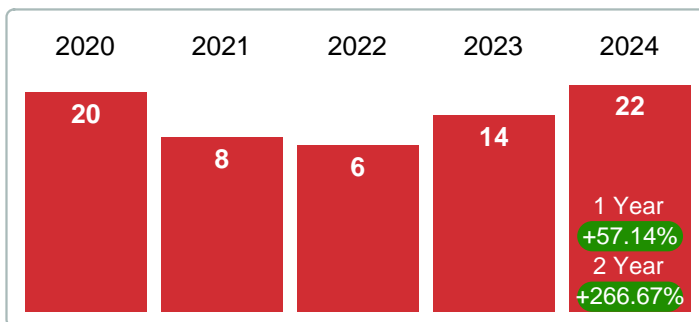
## MEDIAN DAYS ON MARKET TO SALE

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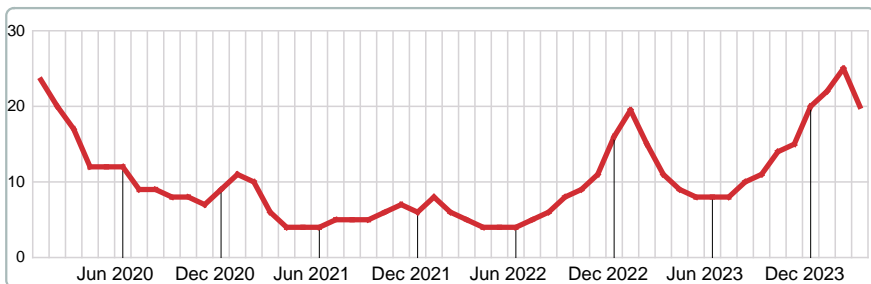
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

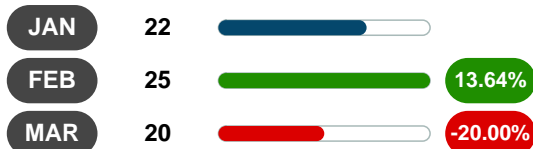


### 3 MONTHS

5 year MAR AVG = 12

High Feb 2024 25 Low Jun 2022 4

Median Days on Market to Sale this month at 20 above the 5 yr MAR average of 12



### 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	87	8.05%	13	11	30	22	325
\$100,001 - \$150,000	105	9.71%	8	7	12	6	0
\$150,001 - \$200,000	155	14.34%	14	17	13	26	36
\$200,001 - \$300,000	312	28.86%	15	12	12	32	68
\$300,001 - \$375,000	154	14.25%	27	53	21	32	19
\$375,001 - \$525,000	155	14.34%	33	9	68	22	44
\$525,001 and up	113	10.45%	58	38	54	58	33
Median Closed DOM			20	11	17	32	36
Total Closed Units		100%	20.0	138	584	312	47
Total Closed Volume				23.23M	148.53M	125.09M	32.60M



# March 2024



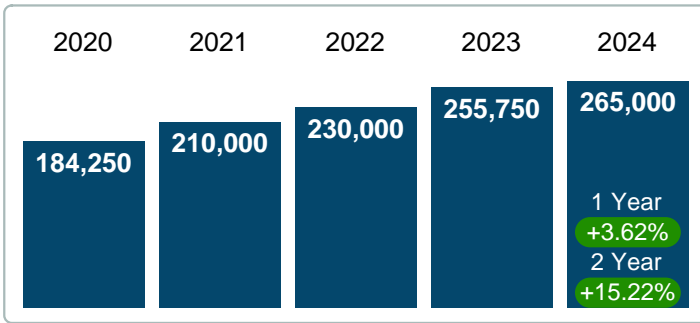
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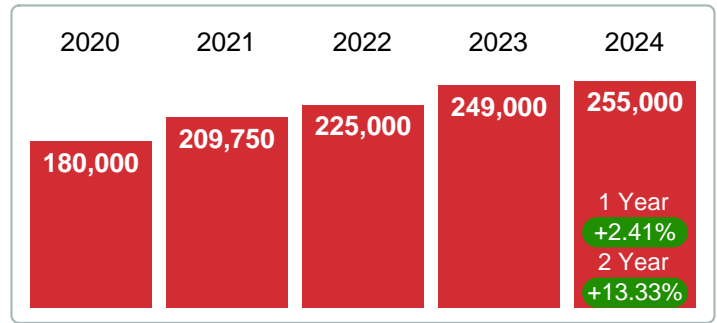
## MEDIAN LIST PRICE AT CLOSING

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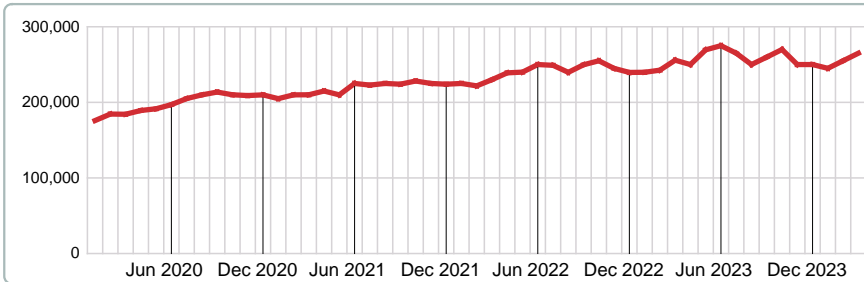
### MARCH



### YEAR TO DATE (YTD)

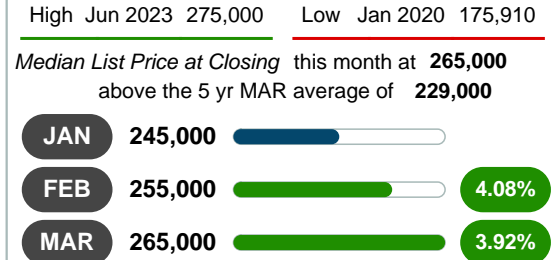


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 229,000



### 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	83	7.68%	75,000	74,950	79,000	89,900	50,000
\$100,001 - \$150,000	109	10.08%	130,000	125,000	130,500	148,000	0
\$150,001 - \$200,000	147	13.60%	179,000	167,900	179,900	189,900	159,000
\$200,001 - \$300,000	312	28.86%	249,900	232,450	245,000	270,495	234,950
\$300,001 - \$375,000	156	14.43%	334,900	328,429	332,450	335,000	340,000
\$375,001 - \$525,000	155	14.34%	434,000	439,000	429,450	439,900	414,900
\$525,001 and up	119	11.01%	659,900	625,000	637,450	610,000	885,000
Median List Price			265,000	132,500	239,000	370,000	619,000
Total Closed Units		100%	265,000	138	584	312	47
Total Closed Volume			337,655,741	24.09M	151.65M	127.43M	34.48M



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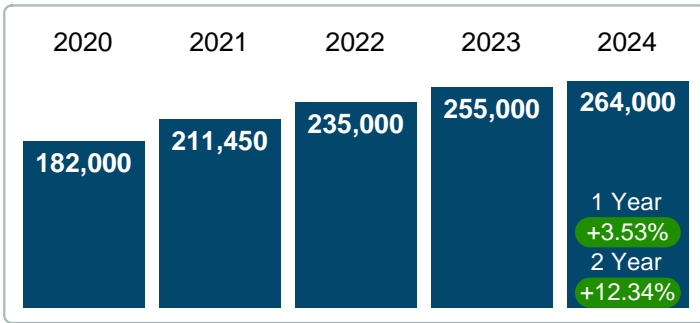
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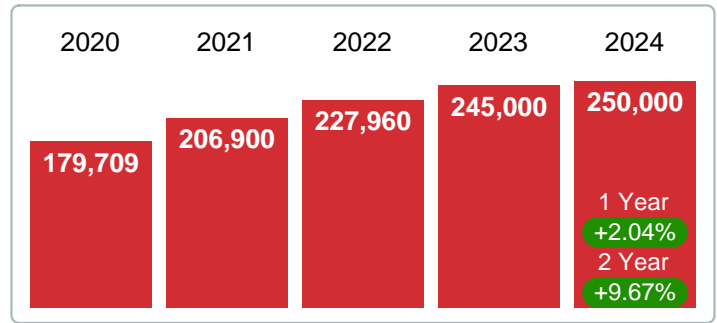
## MEDIAN SOLD PRICE AT CLOSING

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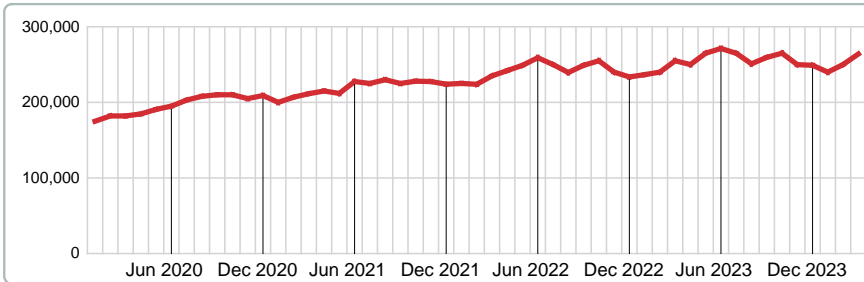
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

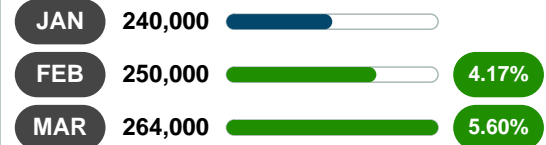


### 3 MONTHS

5 year MAR AVG = 229,490

High Jun 2023 271,250 Low Jan 2020 175,000

Median Sold Price at Closing this month at **264,000** above the 5 yr MAR average of **229,490**



### 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	8.05%	70,000	67,750	75,100	77,000	50,000
\$100,001 - \$150,000	9.71%	130,000	125,050	131,000	130,000	0
\$150,001 - \$200,000	14.34%	178,000	164,500	178,700	177,500	163,500
\$200,001 - \$300,000	28.86%	249,591	232,000	244,000	269,995	249,999
\$300,001 - \$375,000	14.25%	330,000	321,957	325,000	331,000	337,000
\$375,001 - \$525,000	14.34%	435,000	472,500	419,850	442,000	404,250
\$525,001 and up	10.45%	639,000	600,000	570,000	614,900	877,000
<b>Median Sold Price</b>		<b>264,000</b>	130,000	233,718	369,000	624,782
<b>Total Closed Units</b>	100%	<b>1,081</b>	138	584	312	47
<b>Total Closed Volume</b>		<b>329,449,392</b>	23.23M	148.53M	125.09M	32.60M

# March 2024



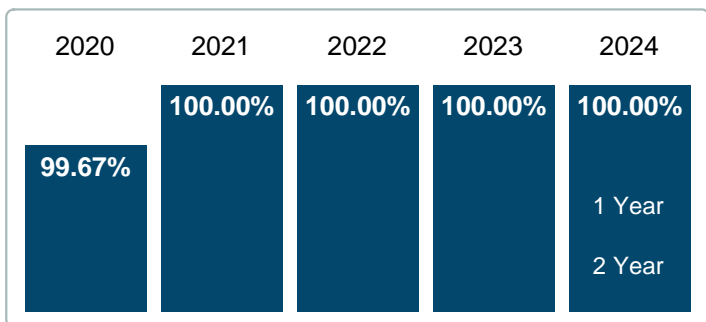
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



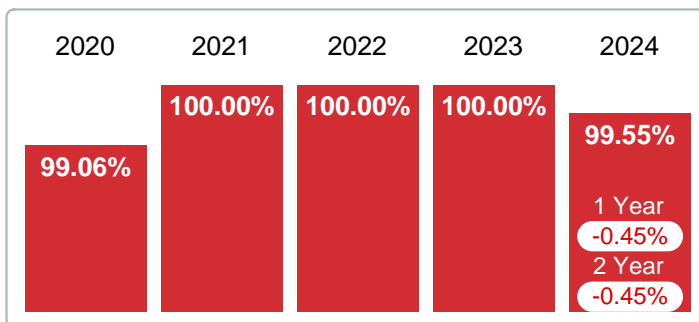
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

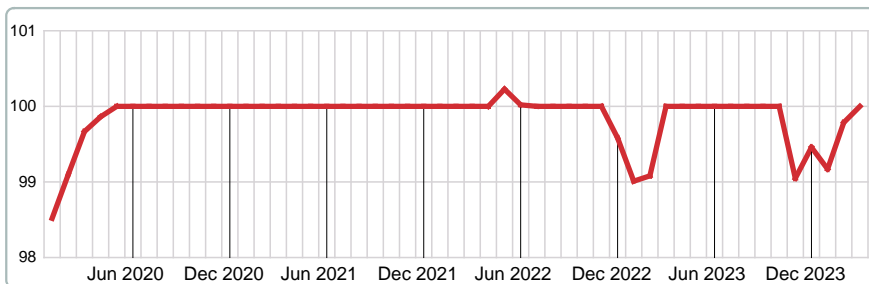
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

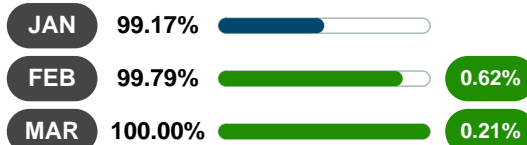


### 3 MONTHS

5 year MAR AVG = 99.93%

High May 2022 100.23% Low Jan 2020 98.52%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr MAR average of **99.93%**



## 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	87	8.05%	93.54%	94.06%	92.93%	85.65%	100.00%
\$100,001 - \$150,000	105	9.71%	100.00%	100.00%	100.00%	95.42%	0.00%
\$150,001 - \$200,000	155	14.34%	100.00%	100.13%	100.00%	96.92%	102.83%
\$200,001 - \$300,000	312	28.86%	100.00%	98.85%	100.00%	100.00%	100.00%
\$300,001 - \$375,000	154	14.25%	99.72%	93.97%	100.00%	100.00%	99.73%
\$375,001 - \$525,000	155	14.34%	100.00%	98.46%	100.00%	100.00%	98.81%
\$525,001 and up	113	10.45%	98.36%	96.00%	97.90%	99.07%	96.52%
Median Sold/List Ratio		100.00%		97.29%	100.00%	99.57%	98.10%
Total Closed Units		1,081	100%	138	584	312	47
Total Closed Volume		329,449,392		23.23M	148.53M	125.09M	32.60M

# March 2024



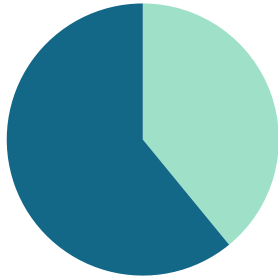
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

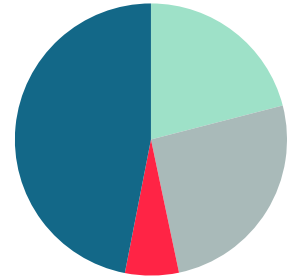


**Inventory**  
 New Listings  
**1,582 = 39.06%**  
 Start Inventory  
**2,468**  
 Total Inventory Units  
**4,050**  
 Volume  
**\$1,643,030,455**

### Market Activity

Closed Sales  
**1,081 = 20.98%**  
 Pending Sales  
**1,325 = 25.71%**  
 Other Off Market  
**329 = 6.38%**  
 Active Inventory  
**2,418 = 46.92%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	1,082	1,081	-0.09%	2,671	2,608	-2.36%
Pending Sales	1,198	1,325	10.60%	3,220	3,328	3.35%
New Listings	1,577	1,582	0.32%	3,942	4,065	3.12%
Median List Price	255,750	265,000	3.62%	249,000	255,000	2.41%
Median Sale Price	255,000	264,000	3.53%	245,000	250,000	2.04%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	99.55%	-0.45%
Median Days on Market to Sale	11.00	20.00	81.82%	14.00	22.00	57.14%
Monthly Inventory	2,246	2,418	7.66%	2,246	2,418	7.66%
Months Supply of Inventory	1.89	2.36	25.13%	1.89	2.36	25.13%

**Absorption:** Last 12 months, an Average of **1,023** Sales/Month

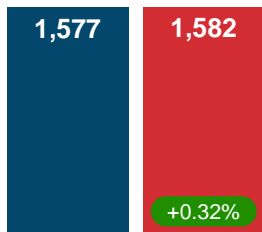
**Inventory** on March 31, 2024 = **2,418**

**2023** **2024**

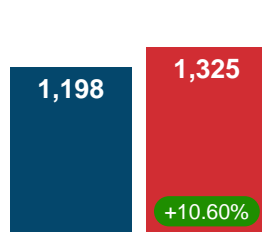
### MARCH MARKET

### MEDIAN PRICES

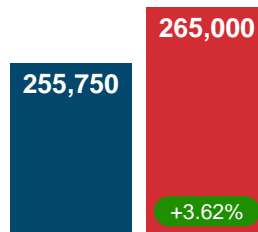
#### New Listings



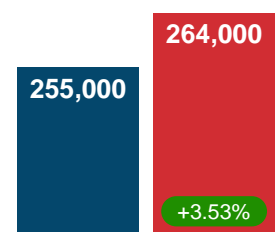
#### Pending Listings



#### List Price



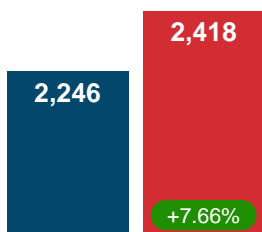
#### Sale Price



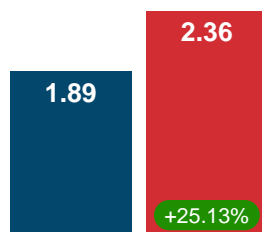
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

