

March 2024



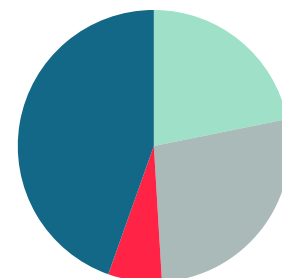
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	March 2024	+/-%
Closed Listings	731	711	-2.74%
Pending Listings	786	887	12.85%
New Listings	1,009	1,043	3.37%
Average List Price	315,053	329,989	4.74%
Average Sale Price	311,119	321,961	3.48%
Average Percent of Selling Price to List Price	99.43%	98.05%	-1.39%
Average Days on Market to Sale	31.46	43.26	37.49%
End of Month Inventory	1,352	1,452	7.40%
Months Supply of Inventory	1.67	2.14	27.71%



■ Closed (21.82%)
■ Pending (27.23%)
■ Other OffMarket (6.38%)
■ Active (44.57%)

Absorption: Last 12 months, an Average of **679** Sales/Month
Active Inventory as of March 31, 2024 = **1,452**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2024 rose **7.40%** to 1,452 existing homes available for sale. Over the last 12 months this area has had an average of 679 closed sales per month. This represents an unsold inventory index of **2.14** 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 **3.48%** in March 2024 to \$321,961 versus the previous year at \$311,119.

Average Days on Market Lengthens

The average number of **43.26** days that homes spent on the market before selling increased by 11.80 days or **37.49%** in March 2024 compared to last year's same month at **31.46** DOM.

Sales Success for March 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 1,043 New Listings in March 2024, up **3.37%** from last year at 1,009. Furthermore, there were 711 Closed Listings this month versus last year at 731, a **-2.74%** decrease.

Closed versus Listed trends yielded a **68.2%** ratio, down from previous year's, March 2023, at **72.4%**, a **5.91%** 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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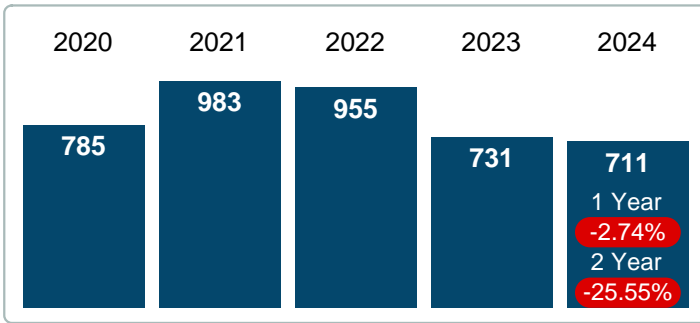
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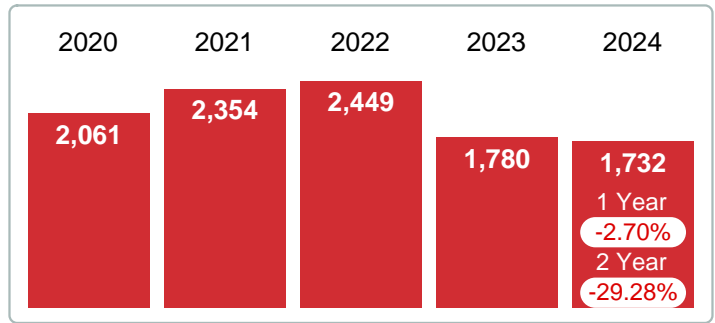
CLOSED LISTINGS

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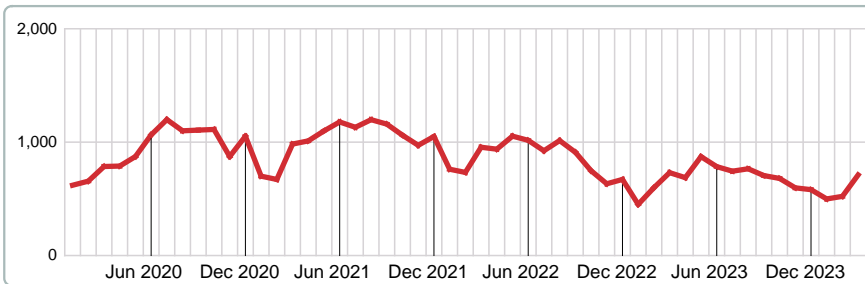
MARCH



YEAR TO DATE (YTD)

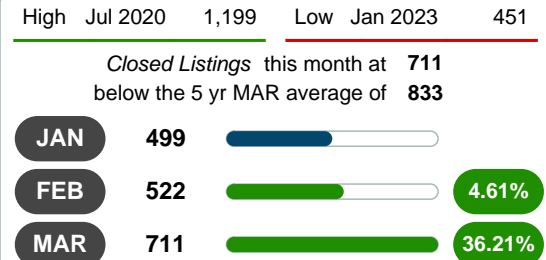


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 833



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	69	9.70%	31.4	34	33	2	0
\$125,001 - \$175,000	80	11.25%	25.8	18	53	8	1
\$175,001 - \$225,000	120	16.88%	25.3	13	94	13	0
\$225,001 - \$300,000	149	20.96%	36.9	11	93	44	1
\$300,001 - \$400,000	130	18.28%	49.1	4	61	58	7
\$400,001 - \$550,000	91	12.80%	70.7	6	31	52	2
\$550,001 and up	72	10.13%	71.8	2	11	39	20
Total Closed Units	711			88	376	216	31
Total Closed Volume	228,913,977	100%	43.3	17.19M	98.24M	90.03M	23.45M
Average Closed Price	\$321,961			\$195,359	\$261,288	\$416,811	\$756,361

March 2024



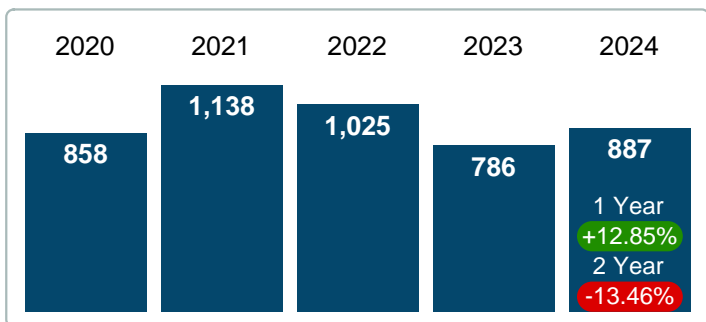
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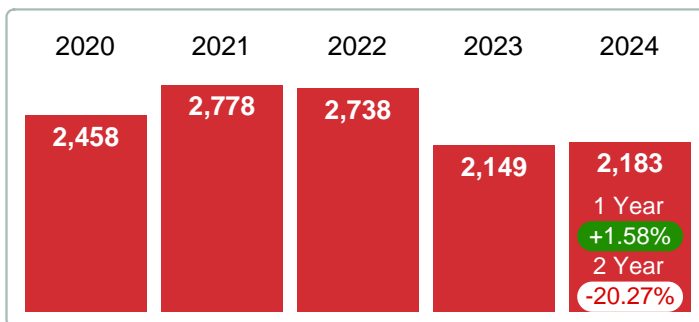
PENDING LISTINGS

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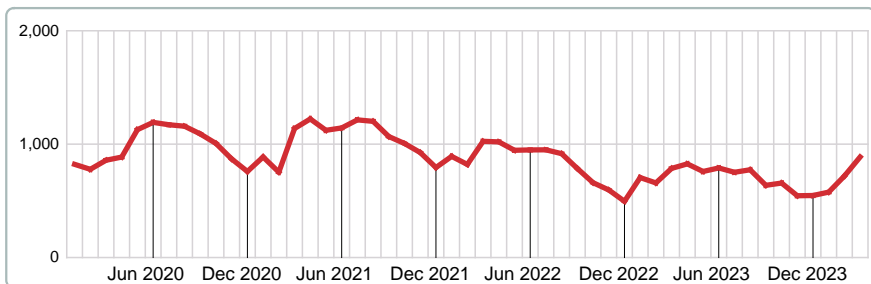
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

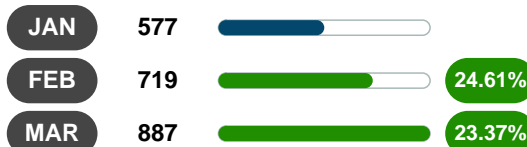


3 MONTHS

5 year MAR AVG = 939

High Apr 2021 1,222 Low Dec 2022 496

Pending Listings this month at **887**
below the 5 yr MAR average of **939**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	69	7.78%	27.7	38	27	4	0
\$125,001 - \$175,000	98	11.05%	19.1	28	62	6	2
\$175,001 - \$225,000	127	14.32%	28.1	16	99	10	2
\$225,001 - \$325,000	259	29.20%	32.7	19	185	54	1
\$325,001 - \$400,000	136	15.33%	43.1	5	52	69	10
\$400,001 - \$525,000	90	10.15%	59.9	6	27	50	7
\$525,001 and up	108	12.18%	67.9	0	26	61	21
Total Pending Units	887			112	478	254	43
Total Pending Volume	291,832,566	100%	43.2	20.57M	130.29M	116.79M	24.18M
Average Listing Price	\$285,121			\$183,687	\$272,579	\$459,792	\$562,321

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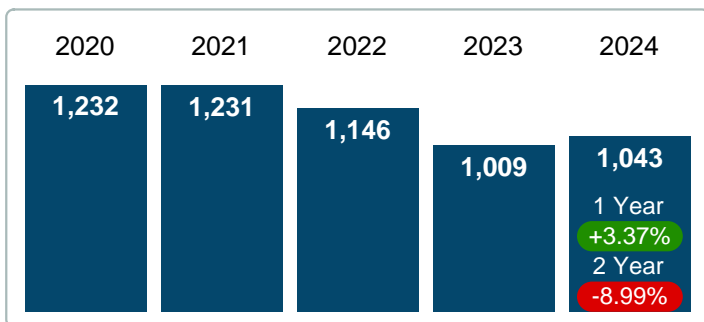
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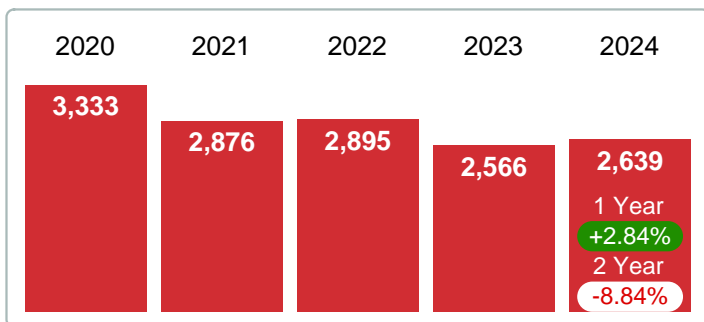
NEW LISTINGS

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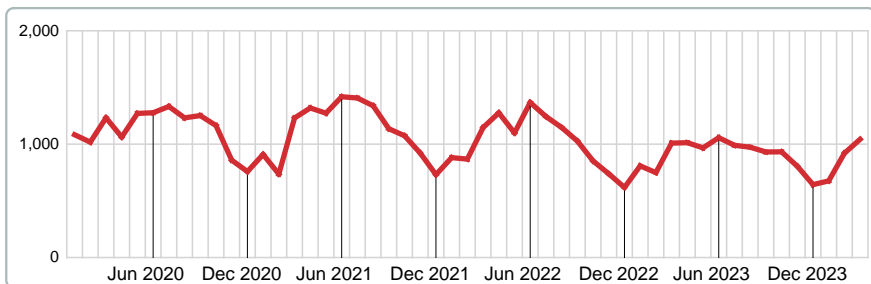
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,132

High Jun 2021 1,418 Low Dec 2022 618

New Listings this month at **1,043**
below the 5 yr MAR average of **1,132**



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	103	9.88%	63	34	5	1
\$125,001 - \$175,000	102	9.78%	30	66	5	1
\$175,001 - \$225,000	121	11.60%	17	94	9	1
\$225,001 - \$325,000	305	29.24%	22	202	76	5
\$325,001 - \$425,000	163	15.63%	8	56	91	8
\$425,001 - \$575,000	135	12.94%	4	51	62	18
\$575,001 and up	114	10.93%	2	19	67	26
Total New Listed Units	1,043		146	522	315	60
Total New Listed Volume	377,975,272	100%	25.87M	148.02M	155.61M	48.48M
Average New Listed Listing Price	\$293,079		\$177,222	\$283,560	\$493,992	\$807,920

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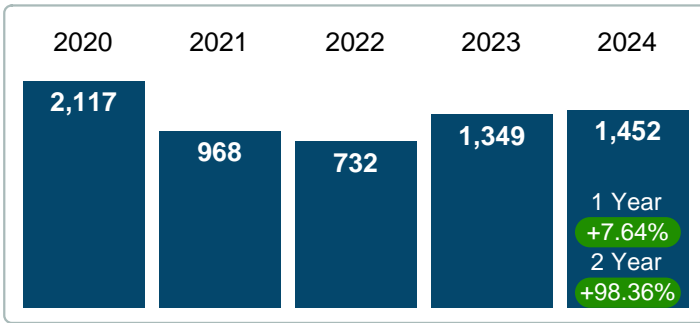
Area Delimited by County Of Tulsa - Residential Property Type



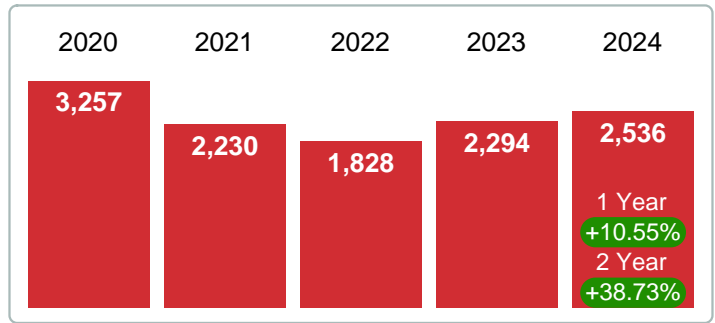
ACTIVE INVENTORY

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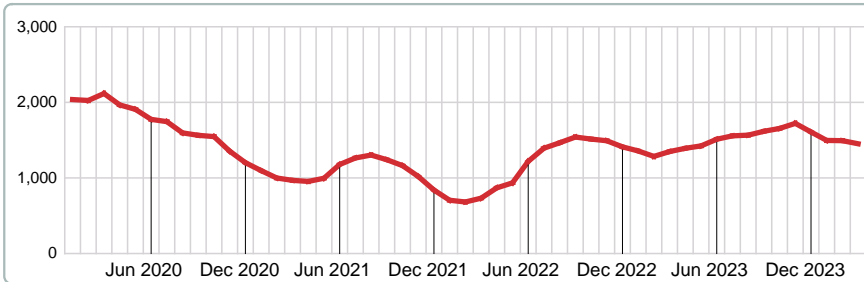
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

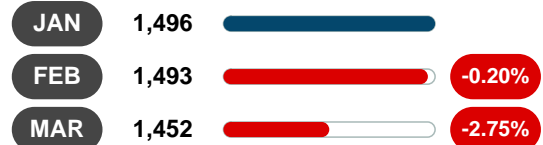


3 MONTHS

5 year MAR AVG = 1,324

High Mar 2020 2,117 Low Feb 2022 682

Inventory this month at 1,452 above the 5 yr MAR average of 1,324



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	147	10.12%	77.6	85	58	3	1
\$150,001 - \$225,000	161	11.09%	46.5	34	118	8	1
\$225,001 - \$300,000	235	16.18%	45.4	25	152	53	5
\$300,001 - \$425,000	332	22.87%	62.9	17	118	184	13
\$425,001 - \$525,000	212	14.60%	98.6	9	90	86	27
\$525,001 - \$750,000	221	15.22%	96.7	12	43	127	39
\$750,001 and up	144	9.92%	89.7	2	21	69	52
Total Active Inventory by Units	1,452			184	600	530	138
Total Active Inventory by Volume	693,221,447	100%	72.7	41.09M	207.57M	298.56M	146.01M
Average Active Inventory Listing Price	\$477,425			\$223,311	\$345,944	\$563,319	\$1,058,024

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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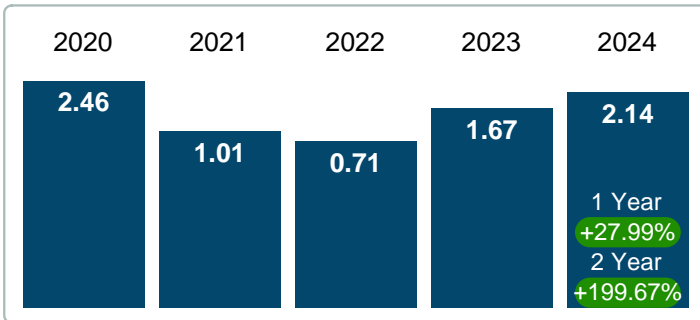
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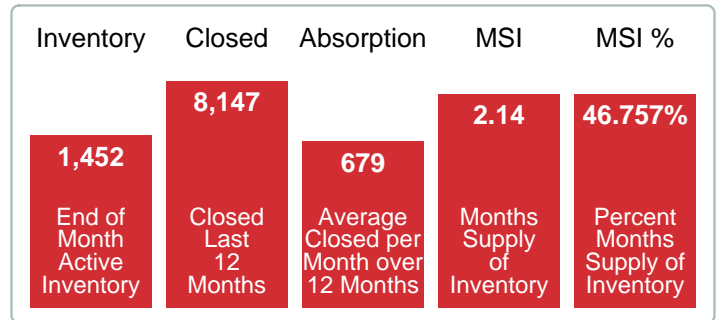
MONTHS SUPPLY of INVENTORY (MSI)

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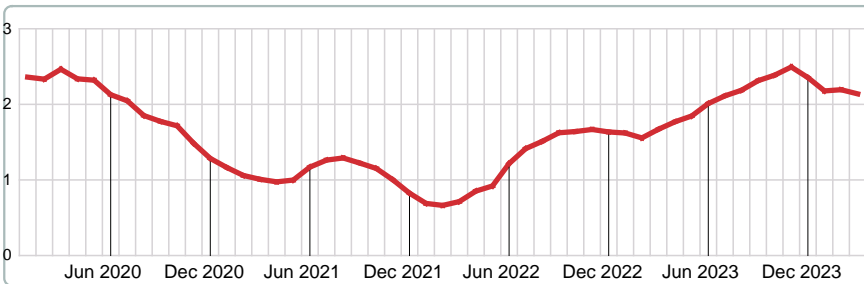
MSI FOR MARCH



INDICATORS FOR MARCH 2024



5 YEAR MARKET ACTIVITY TRENDS

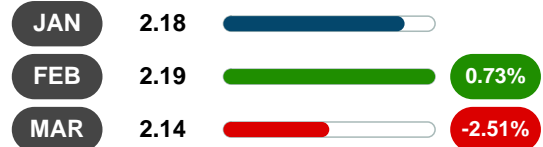


3 MONTHS

5 year MAR AVG = 1.60

High Nov 2023 2.49 Low Feb 2022 0.66

Months Supply this month at 2.14 above the 5 yr MAR average of 1.60



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	147	10.12%	1.32	1.66	1.06	0.61	2.00
\$150,001 - \$225,000	161	11.09%	1.07	1.81	1.03	0.51	0.75
\$225,001 - \$300,000	235	16.18%	1.54	3.03	1.48	1.37	2.00
\$300,001 - \$425,000	332	22.87%	2.34	3.40	2.14	2.51	1.53
\$425,001 - \$525,000	212	14.60%	4.23	4.91	6.79	3.04	3.95
\$525,001 - \$750,000	221	15.22%	4.61	24.00	4.26	4.56	4.11
\$750,001 and up	144	9.92%	5.84	4.80	6.00	4.99	7.52
Market Supply of Inventory (MSI)			2.14	2.14	1.69	2.62	3.82
Total Active Inventory by Units		100%	2.14	184	600	530	138

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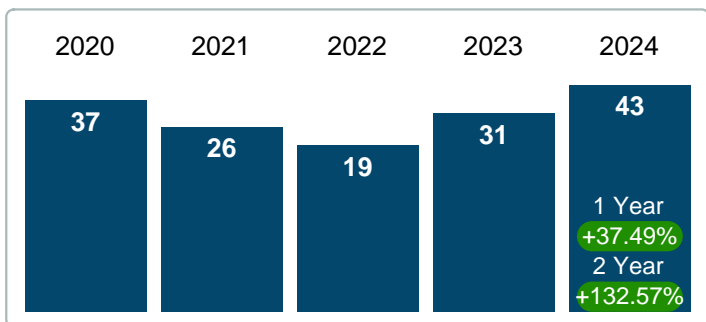
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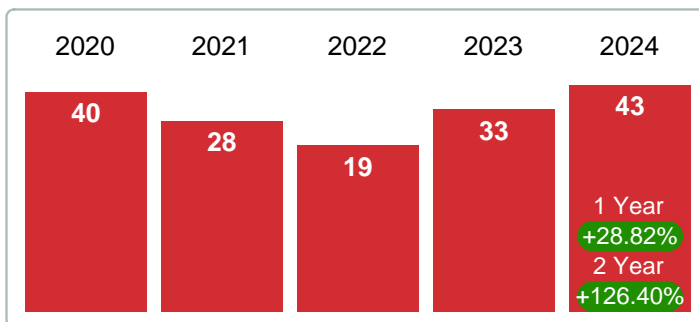
AVERAGE DAYS ON MARKET TO SALE

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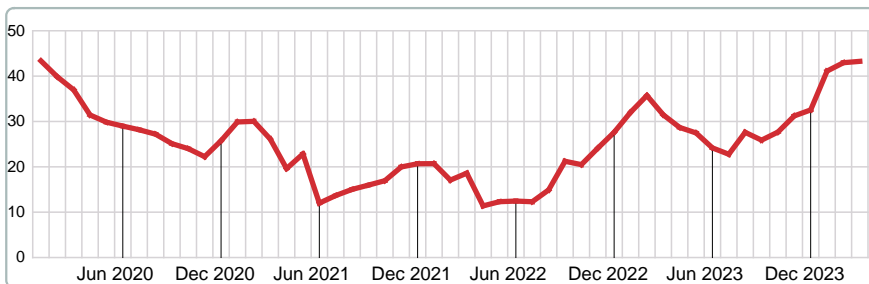
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 31

High Jan 2020 43 Low Apr 2022 11

Average Days on Market to Sale this month at 43 above the 5 yr MAR average of 31

Month	DOM	% Change
JAN	41	
FEB	43	4.48%
MAR	43	0.70%

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
\$125,000 and less	9.70%	31	24	40	15	0
\$125,001 - \$175,000	11.25%	26	28	22	47	36
\$175,001 - \$225,000	16.88%	25	26	26	20	0
\$225,001 - \$300,000	20.96%	37	39	33	44	68
\$300,001 - \$400,000	18.28%	49	87	47	50	33
\$400,001 - \$550,000	12.80%	71	33	94	60	103
\$550,001 and up	10.13%	72	58	65	75	70
Average Closed DOM		43	31	39	54	62
Total Closed Units	100%	43	88	376	216	31
Total Closed Volume		228,913,977	17.19M	98.24M	90.03M	23.45M

March 2024



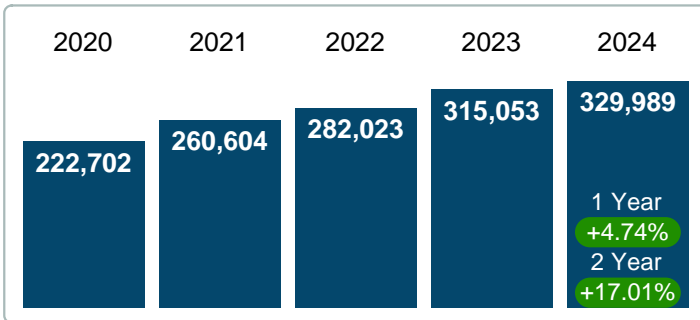
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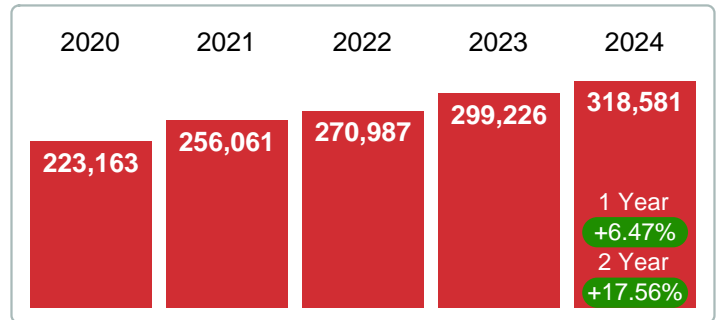
AVERAGE LIST PRICE AT CLOSING

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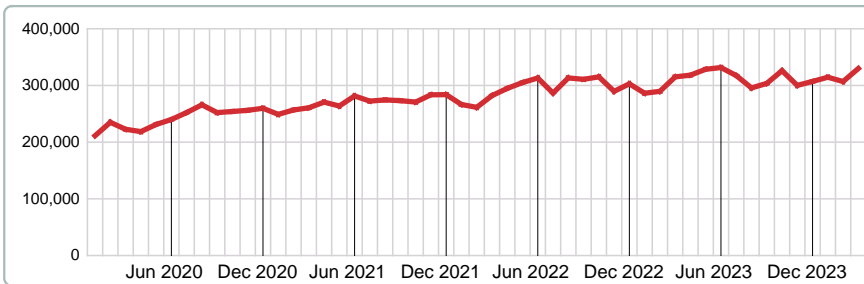
MARCH



YEAR TO DATE (YTD)

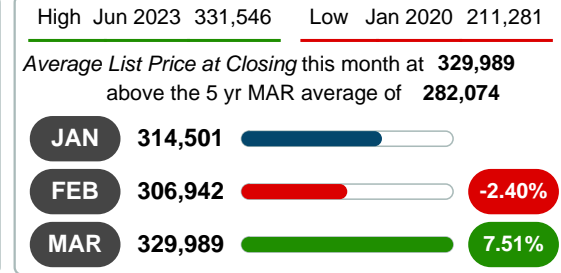


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 282,074



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	
\$125,000 and less	69	9.70%	90,944	88,409	97,074	102,450	0
\$125,001 - \$175,000	76	10.69%	153,879	145,678	158,045	163,175	159,000
\$175,001 - \$225,000	108	15.19%	202,163	200,669	206,572	227,038	0
\$225,001 - \$300,000	161	22.64%	263,720	261,636	262,877	274,629	340,000
\$300,001 - \$400,000	127	17.86%	347,948	350,155	346,869	356,285	373,457
\$400,001 - \$550,000	94	13.22%	471,567	485,333	486,174	476,173	468,000
\$550,001 and up	76	10.69%	840,043	1,157,500	771,016	762,048	1,049,160
Average List Price			329,989	201,618	266,374	424,495	807,497
Total Closed Units			711	88	376	216	31
Total Closed Volume			234,622,371	17.74M	100.16M	91.69M	25.03M

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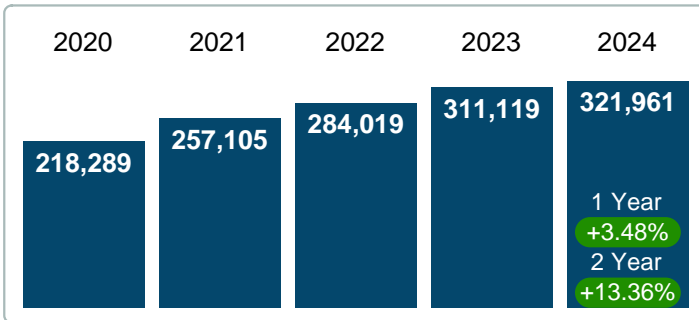
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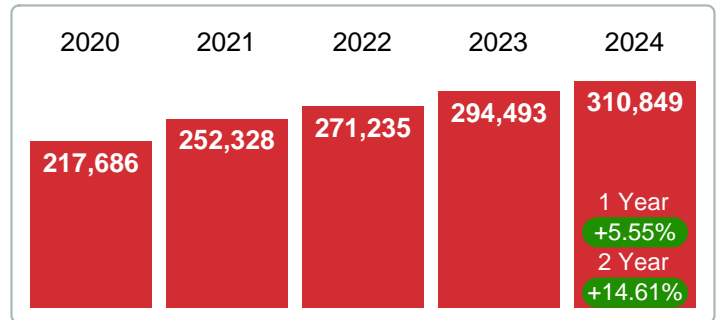
AVERAGE SOLD PRICE AT CLOSING

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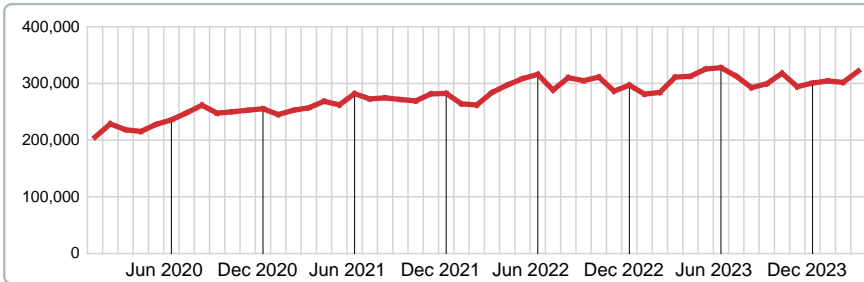
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

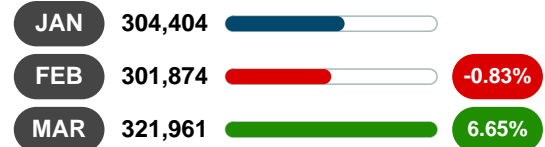


3 MONTHS

5 year MAR AVG = 278,499

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

Average Sold Price at Closing this month at **321,961** above the 5 yr MAR average of **278,499**



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
\$125,000 and less	9.70%	87,395	83,069	91,514	93,000	0
\$125,001 - \$175,000	11.25%	151,574	145,919	153,353	151,019	163,500
\$175,001 - \$225,000	16.88%	202,491	199,223	202,168	208,097	0
\$225,001 - \$300,000	20.96%	263,834	253,257	261,897	269,751	300,000
\$300,001 - \$400,000	18.28%	347,190	328,739	341,231	352,325	367,129
\$400,001 - \$550,000	12.80%	475,855	483,333	479,304	473,729	455,250
\$550,001 and up	10.13%	815,417	1,075,000	732,980	743,434	975,164
Average Sold Price		321,961	195,359	261,288	416,811	756,361
Total Closed Units	100%	321,961	88	376	216	31
Total Closed Volume		228,913,977	17.19M	98.24M	90.03M	23.45M

March 2024



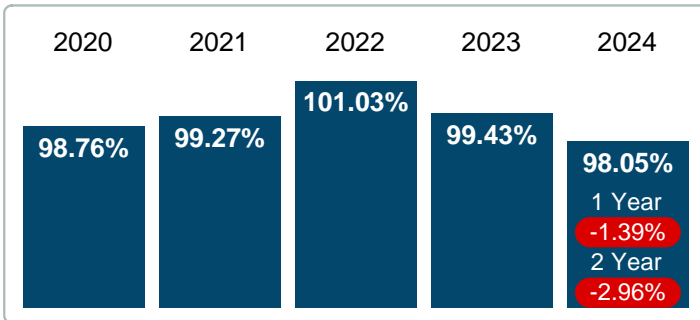
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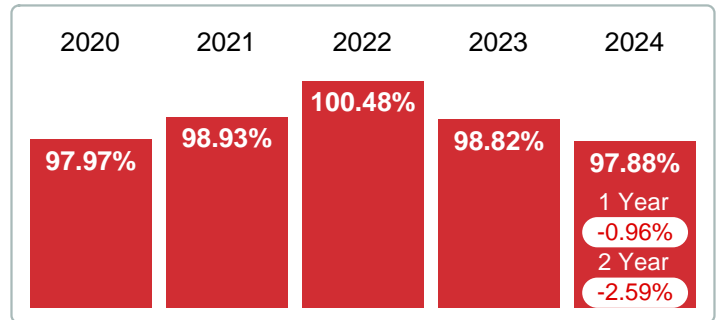
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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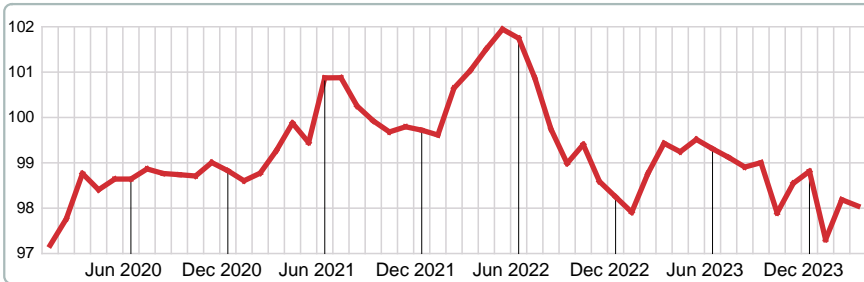
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

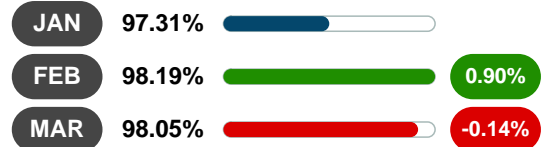


3 MONTHS

5 year MAR AVG = 99.31%

High May 2022 101.95% Low Jan 2020 97.18%

Average Sold/List Ratio this month at **98.05%**
below the 5 yr MAR average of **99.31%**



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
\$125,000 and less	69	9.70%	94.89%	94.36%	95.72%	90.22%	0.00%
\$125,001 - \$175,000	80	11.25%	98.11%	100.90%	97.89%	92.77%	102.83%
\$175,001 - \$225,000	120	16.88%	97.83%	99.46%	98.32%	92.58%	0.00%
\$225,001 - \$300,000	149	20.96%	99.03%	97.00%	99.66%	98.43%	88.24%
\$300,001 - \$400,000	130	18.28%	98.55%	94.27%	98.46%	98.95%	98.45%
\$400,001 - \$550,000	91	12.80%	99.27%	99.74%	98.85%	99.54%	97.10%
\$550,001 and up	72	10.13%	96.89%	93.86%	96.67%	97.89%	95.37%
Average Sold/List Ratio		98.00%		97.13%	98.38%	98.10%	96.18%
Total Closed Units		711	100%	88	376	216	31
Total Closed Volume		228,913,977		17.19M	98.24M	90.03M	23.45M

March 2024



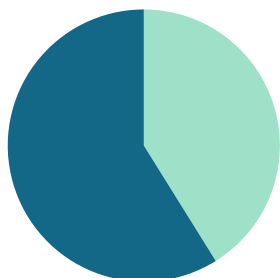
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

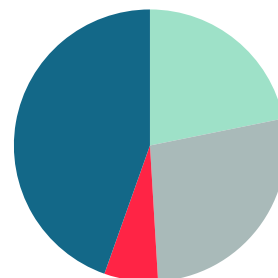


Inventory
 New Listings
1,043 = 41.13%
 Start Inventory
1,493
 Total Inventory Units
2,536
 Volume
\$1,054,980,835

Market Activity

Closed Sales
711 = 21.82%
 Pending Sales
887 = 27.23%
 Other Off Market
208 = 6.38%
 Active Inventory
1,452 = 44.57%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	731	711	-2.74%	1,780	1,732	-2.70%
Pending Sales	786	887	12.85%	2,149	2,183	1.58%
New Listings	1,009	1,043	3.37%	2,566	2,639	2.84%
Average List Price	315,053	329,989	4.74%	299,226	318,581	6.47%
Average Sale Price	311,119	321,961	3.48%	294,493	310,849	5.55%
Average Percent of Selling Price to List Price	99.43%	98.05%	-1.39%	98.82%	97.88%	-0.96%
Average Days on Market to Sale	31.46	43.26	37.49%	33.03	42.55	28.82%
Monthly Inventory	1,352	1,452	7.40%	1,352	1,452	7.40%
Months Supply of Inventory	1.67	2.14	27.71%	1.67	2.14	27.71%

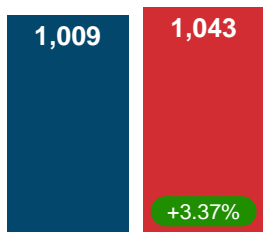
Absorption: Last 12 months, an Average of **679** Sales/Month

Inventory on March 31, 2024 = 1,452 2023 2024

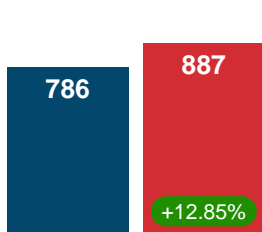
MARCH MARKET

AVERAGE PRICES

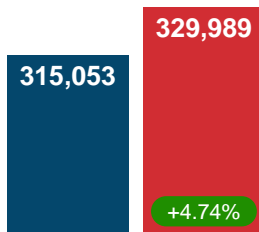
New Listings



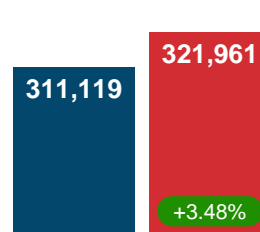
Pending Listings



List Price



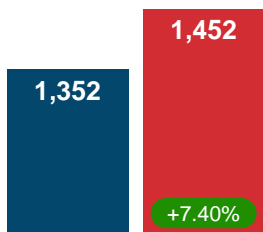
Sale Price



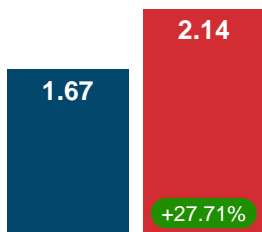
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

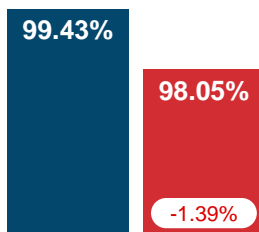
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

