

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%
Median List Price	265,000	275,000	3.77%
Median Sale Price	261,500	271,000	3.63%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	9.00	15.00	66.67%
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.

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 **3.63%** in March 2024 to \$271,000 versus the previous year at \$261,500.

Median Days on Market Lengthens

The median number of **15.00** days that homes spent on the market before selling increased by 6.00 days or **66.67%** in March 2024 compared to last year's same month at **9.00** 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 1,043 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 Monthly 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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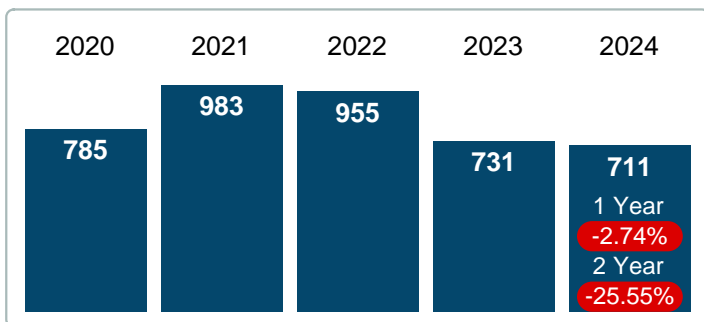
Area Delimited by County Of Tulsa - Residential Property Type



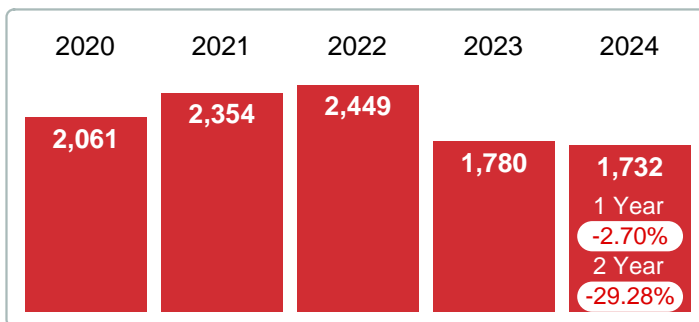
CLOSED LISTINGS

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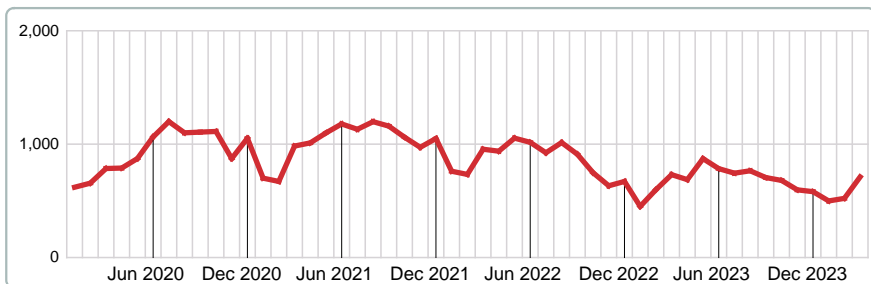
MARCH



YEAR TO DATE (YTD)

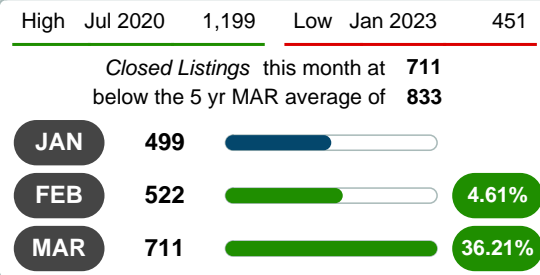


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 833



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	69	9.70%	9.0	34	33	2	0
\$125,001 - \$175,000	80	11.25%	11.0	18	53	8	1
\$175,001 - \$225,000	120	16.88%	9.0	13	94	13	0
\$225,001 - \$300,000	149	20.96%	17.0	11	93	44	1
\$300,001 - \$400,000	130	18.28%	23.0	4	61	58	7
\$400,001 - \$550,000	91	12.80%	25.0	6	31	52	2
\$550,001 and up	72	10.13%	35.5	2	11	39	20
Total Closed Units	711			88	376	216	31
Total Closed Volume	228,913,977	100%	15.0	17.19M	98.24M	90.03M	23.45M
Median Closed Price	\$271,000			\$150,000	\$234,008	\$373,500	\$735,000

March 2024



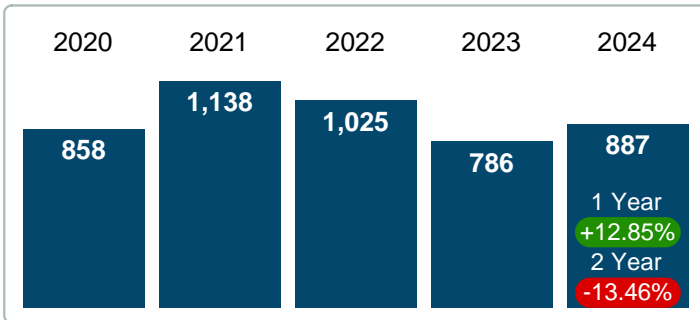
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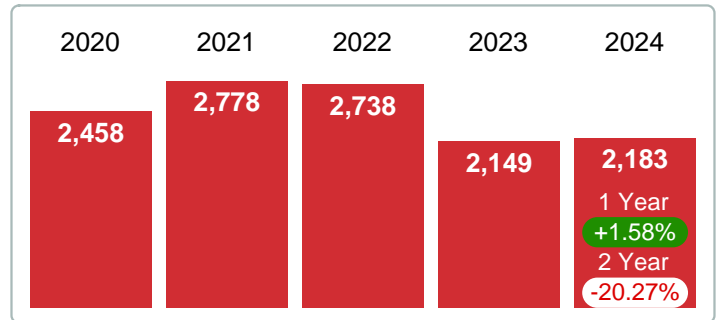
PENDING LISTINGS

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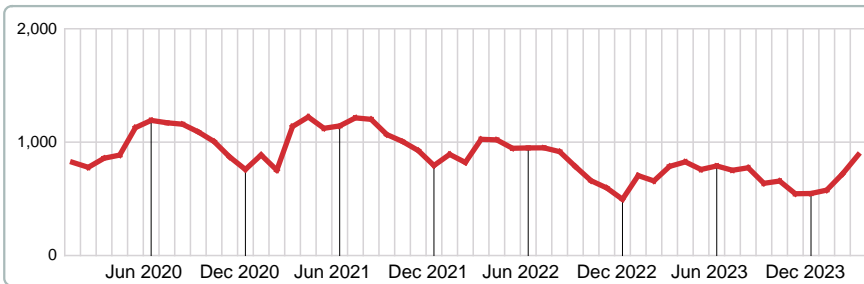
MARCH



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	69	7.78%	8.0	38	27	4	0
\$125,001 - \$175,000	98	11.05%	8.5	28	62	6	2
\$175,001 - \$225,000	127	14.32%	10.0	16	99	10	2
\$225,001 - \$325,000	259	29.20%	10.0	19	185	54	1
\$325,001 - \$400,000	136	15.33%	20.0	5	52	69	10
\$400,001 - \$525,000	90	10.15%	25.0	6	27	50	7
\$525,001 and up	108	12.18%	31.0	0	26	61	21
Total Pending Units	887			112	478	254	43
Total Pending Volume	291,832,566	100%	13.0	20.57M	130.29M	116.79M	24.18M
Median Listing Price	\$279,900			\$159,000	\$245,000	\$388,750	\$509,999

March 2024



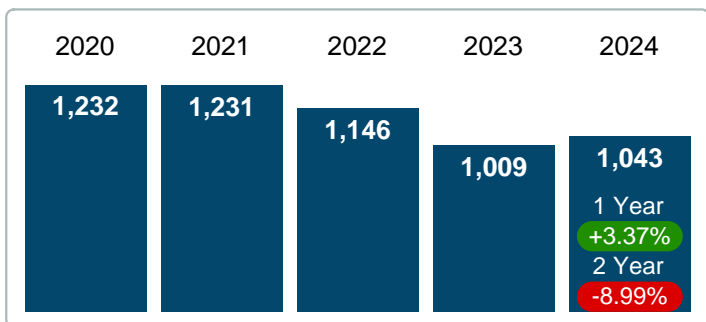
Area Delimited by County Of Tulsa - Residential Property Type



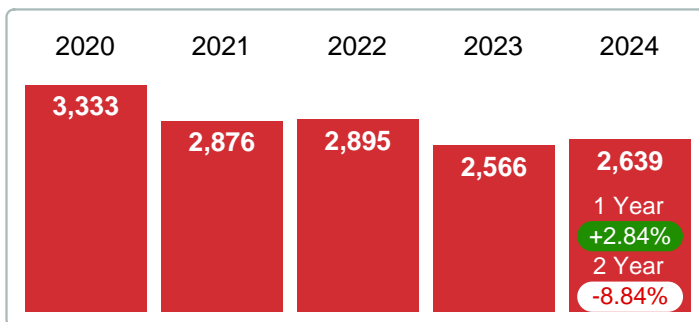
NEW LISTINGS

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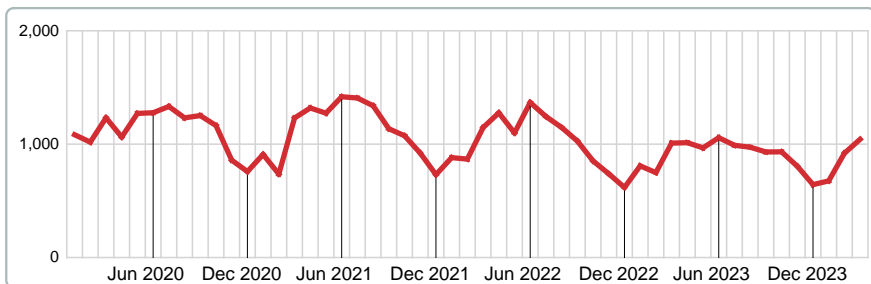
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

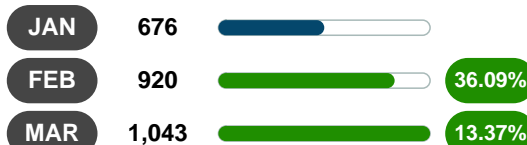


3 MONTHS

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
Median New Listed Listing Price	\$282,384		\$135,000	\$251,000	\$389,900	\$532,950

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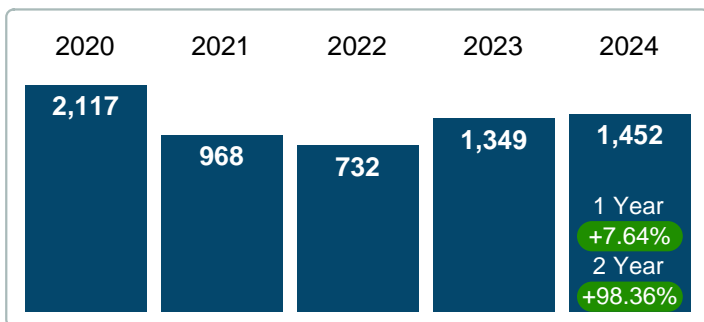
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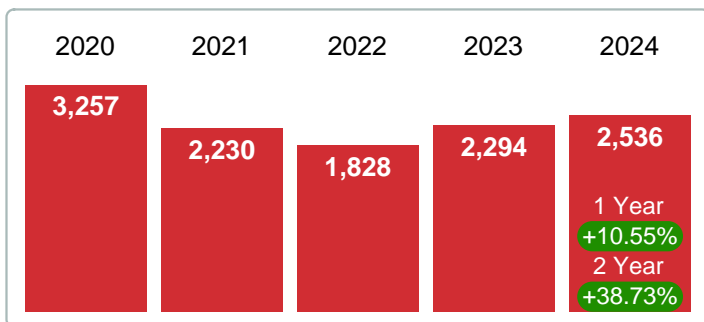
ACTIVE INVENTORY

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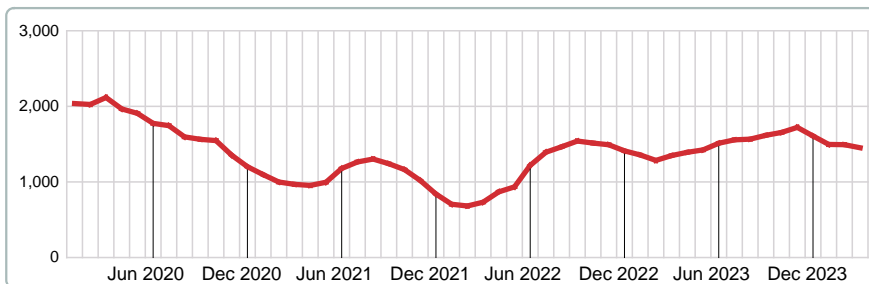
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

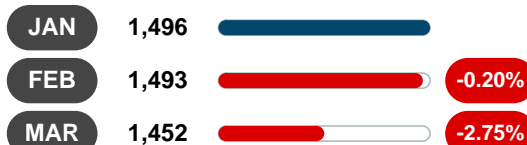


3 MONTHS

5 year MAR AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds			
\$150,000 and less	147	10.12%	26.0	85	58	3	1			
\$150,001 - \$225,000	161	11.09%	29.0	34	118	8	1			
\$225,001 - \$300,000	235	16.18%	26.0	25	152	53	5			
\$300,001 - \$425,000	332	22.87%	40.5	17	118	184	13			
\$425,001 - \$525,000	212	14.60%	50.5	9	90	86	27			
\$525,001 - \$750,000	221	15.22%	80.0	12	43	127	39			
\$750,001 and up	144	9.92%	48.0	2	21	69	52			
Total Active Inventory by Units				1,452		184	600	530	138	
Total Active Inventory by Volume				693,221,447	100%	39.0	41.09M	207.57M	298.56M	146.01M
Median Active Inventory Listing Price				\$360,000			\$169,900	\$286,750	\$449,950	\$628,250

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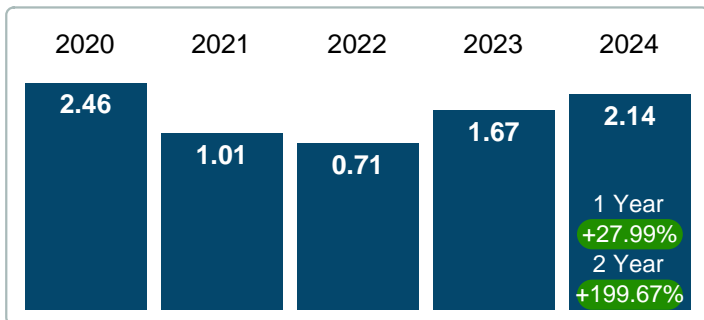
Area Delimited by County Of Tulsa - Residential Property Type



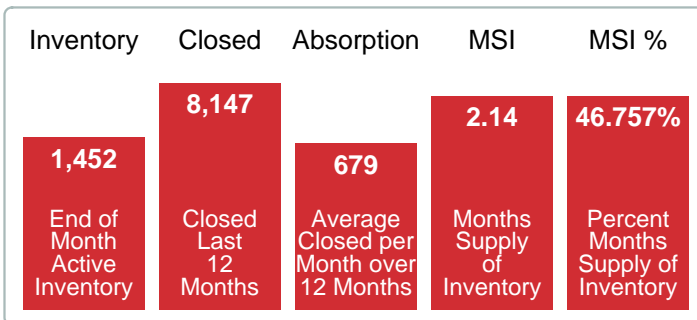
MONTHS SUPPLY of INVENTORY (MSI)

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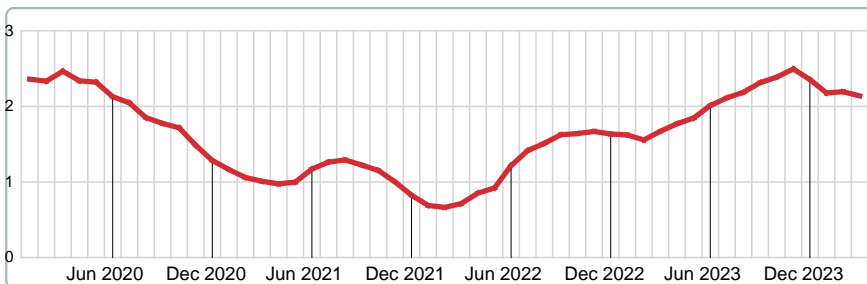
MSI FOR MARCH



INDICATORS FOR MARCH 2024

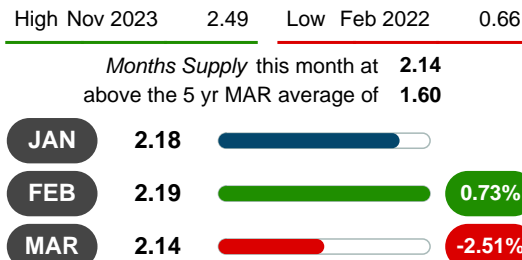


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1.60



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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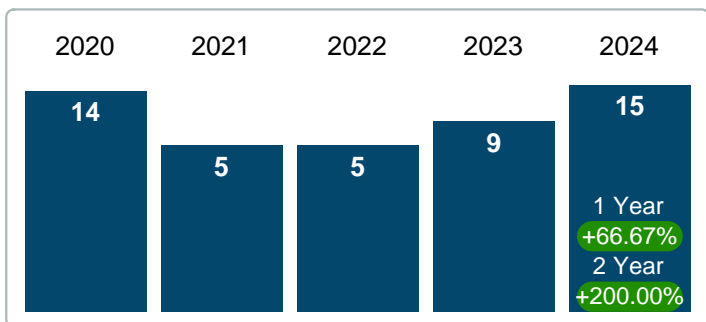
Area Delimited by County Of Tulsa - Residential Property Type



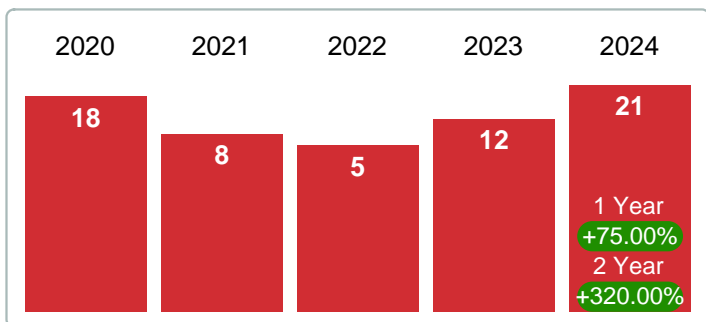
MEDIAN DAYS ON MARKET TO SALE

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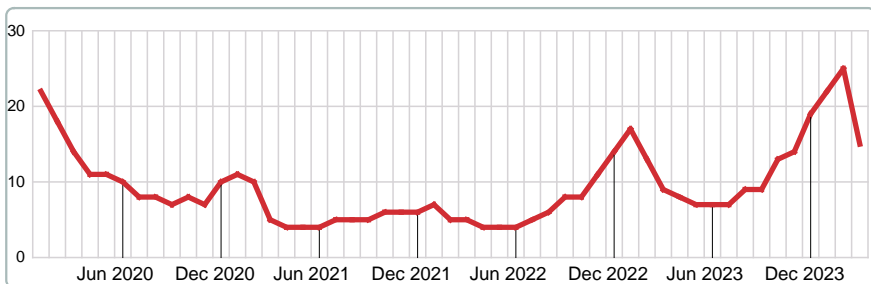
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

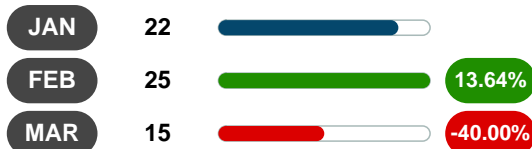


3 MONTHS

5 year MAR AVG = 10

High Feb 2024 25 Low Jun 2022 4

Median Days on Market to Sale this month at 15 above the 5 yr MAR average of 10



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
\$125,000 and less	9.70%	9	9	9	15	0
\$125,001 - \$175,000	11.25%	11	9	7	25	36
\$175,001 - \$225,000	16.88%	9	12	9	7	0
\$225,001 - \$300,000	20.96%	17	22	12	31	68
\$300,001 - \$400,000	18.28%	23	90	21	32	19
\$400,001 - \$550,000	12.80%	25	8	62	25	103
\$550,001 and up	10.13%	36	58	45	29	32
Median Closed DOM		15	11	13	28	30
Total Closed Units	100%	711	88	376	216	31
Total Closed Volume		228,913,977	17.19M	98.24M	90.03M	23.45M

March 2024



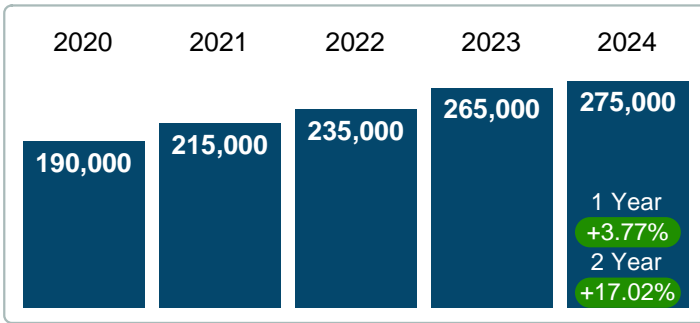
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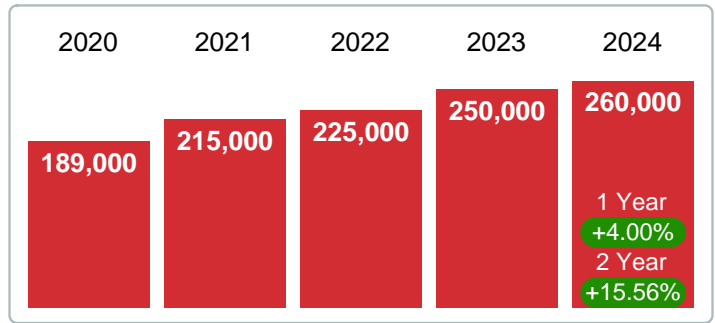
MEDIAN LIST PRICE AT CLOSING

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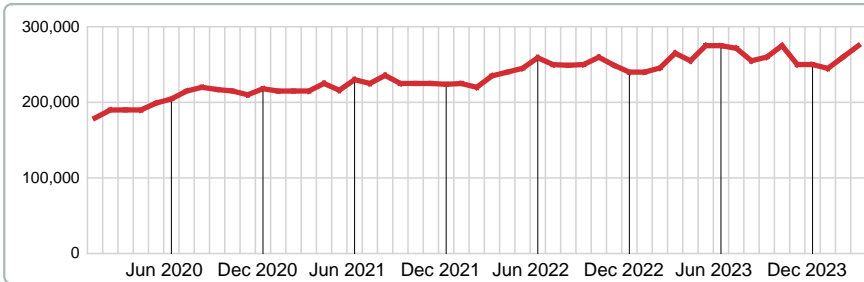
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

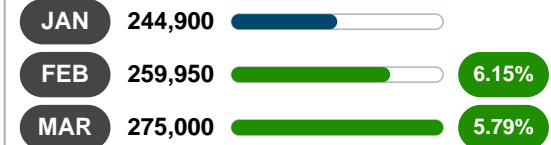


3 MONTHS

5 year MAR AVG = 236,000

High Mar 2024 275,000 Low Jan 2020 179,319

Median List Price at Closing this month at **275,000**
above the 5 yr MAR average of **236,000**



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
\$125,000 and less	9.70%	94,000	90,000	94,450	102,450	0
\$125,001 - \$175,000	10.69%	153,500	148,250	155,450	157,500	159,000
\$175,001 - \$225,000	15.19%	200,000	205,000	200,000	200,000	0
\$225,001 - \$300,000	22.64%	265,000	265,000	258,000	275,000	0
\$300,001 - \$400,000	17.86%	339,999	338,479	336,000	343,445	350,000
\$400,001 - \$550,000	13.22%	464,950	492,500	449,950	475,000	439,000
\$550,001 and up	10.69%	749,000	1,157,500	657,500	688,250	917,450
Median List Price		275,000	148,250	239,000	377,250	749,000
Total Closed Units	100%	275,000	88	376	216	31
Total Closed Volume		234,622,371	17.74M	100.16M	91.69M	25.03M

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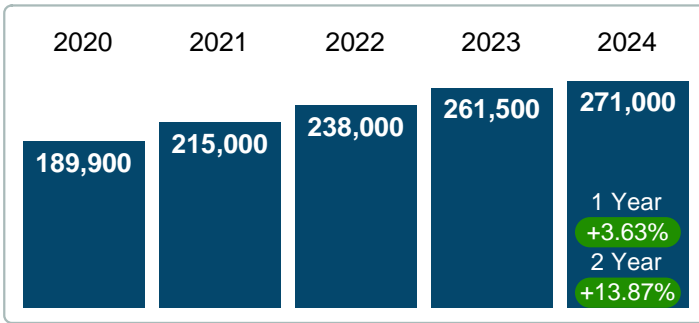
Area Delimited by County Of Tulsa - Residential Property Type



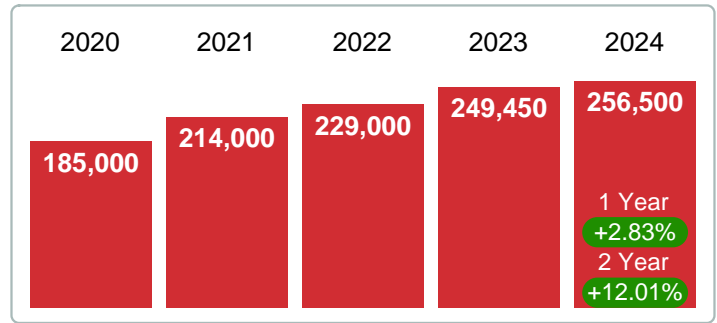
MEDIAN SOLD PRICE AT CLOSING

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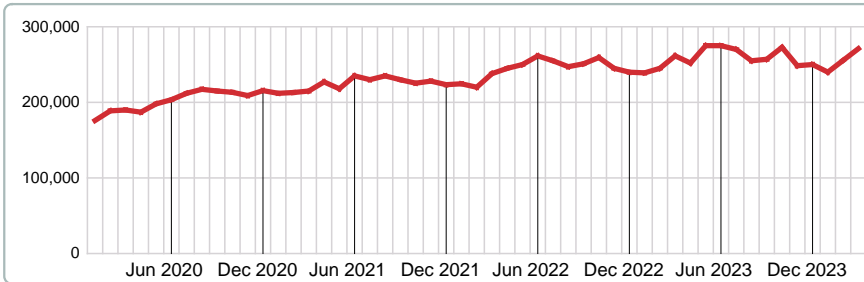
MARCH



YEAR TO DATE (YTD)

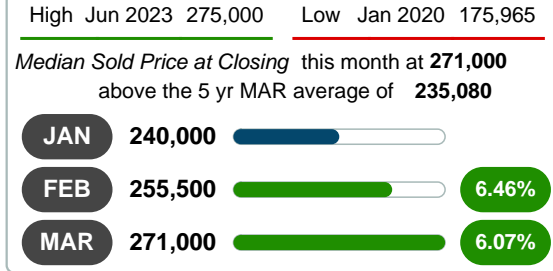


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 235,080



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
\$125,000 and less	9.70%	84,500	80,000	90,000	93,000	0
\$125,001 - \$175,000	11.25%	150,000	149,750	150,000	156,250	163,500
\$175,001 - \$225,000	16.88%	202,000	197,500	200,500	215,000	0
\$225,001 - \$300,000	20.96%	265,000	250,031	264,900	275,000	300,000
\$300,001 - \$400,000	18.28%	339,995	323,479	329,900	348,000	370,000
\$400,001 - \$550,000	12.80%	475,000	477,500	470,000	476,850	455,250
\$550,001 and up	10.13%	752,500	1,075,000	700,000	665,000	888,500
Median Sold Price		271,000	150,000	234,008	373,500	735,000
Total Closed Units	100%	711	88	376	216	31
Total Closed Volume		228,913,977	17.19M	98.24M	90.03M	23.45M

March 2024



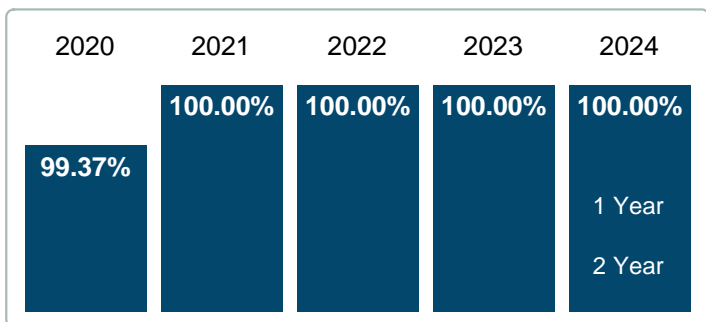
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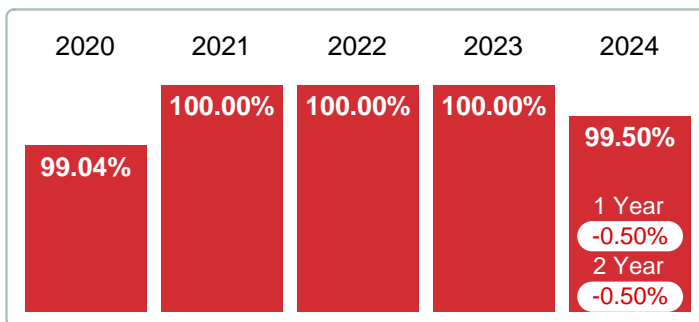
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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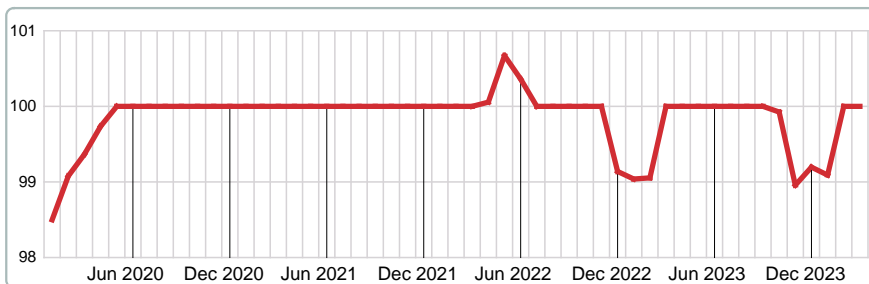
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

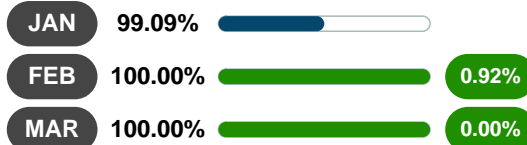


3 MONTHS

5 year MAR AVG = 99.87%

High May 2022 100.67% Low Jan 2020 98.50%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr MAR average of **99.87%**



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
\$125,000 and less	69	9.70%	96.36%	95.71%	97.10%	90.22%	0.00%
\$125,001 - \$175,000	80	11.25%	100.00%	101.01%	100.00%	95.32%	102.83%
\$175,001 - \$225,000	120	16.88%	100.00%	100.00%	100.00%	94.71%	0.00%
\$225,001 - \$300,000	149	20.96%	100.00%	96.49%	100.00%	100.00%	88.24%
\$300,001 - \$400,000	130	18.28%	99.34%	95.54%	98.89%	100.00%	98.27%
\$400,001 - \$550,000	91	12.80%	100.00%	99.54%	100.00%	100.00%	97.10%
\$550,001 and up	72	10.13%	98.19%	93.86%	99.35%	98.55%	97.31%
Median Sold/List Ratio		100.00%		98.37%	100.00%	99.57%	98.10%
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



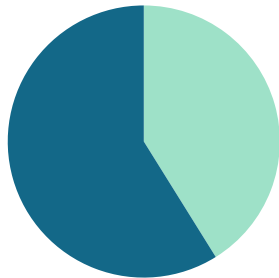
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

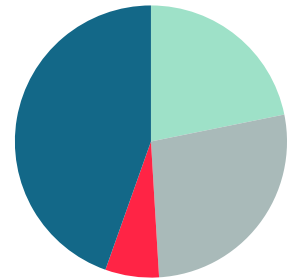


Inventory
 New Listings
1,043 = 41.13%
 Start Inventory
1,493
 Total Inventory Units
2,536
 Volume
\$1,054,980,835

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%
Median List Price	265,000	275,000	3.77%	250,000	260,000	4.00%
Median Sale Price	261,500	271,000	3.63%	249,450	256,500	2.83%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	99.50%	-0.50%
Median Days on Market to Sale	9.00	15.00	66.67%	12.00	21.00	75.00%
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

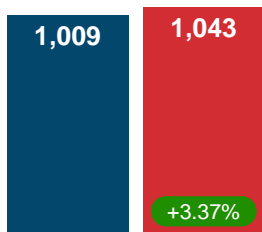
Inventory on March 31, 2024 = **1,452**

2023 **2024**

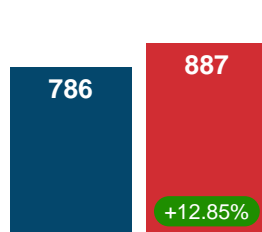
MARCH MARKET

MEDIAN PRICES

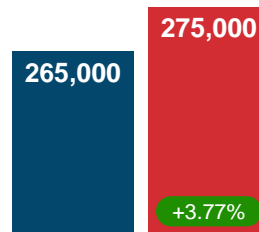
New Listings



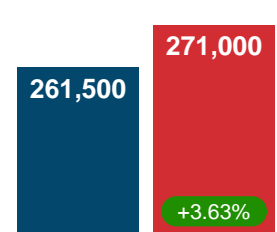
Pending Listings



List Price



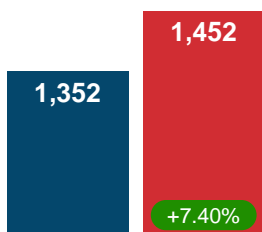
Sale Price



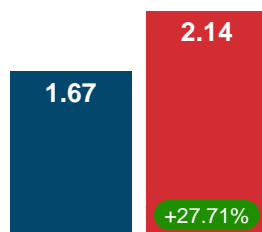
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

