

# April 2024



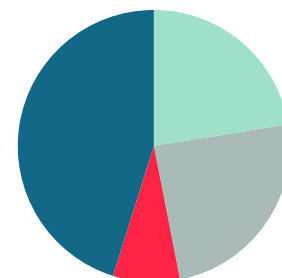
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on May 13, 2024 for MLS Technology Inc.

Compared Metrics	2023	April 2024	+/-%
Closed Listings	687	772	12.37%
Pending Listings	826	842	1.94%
New Listings	1,013	1,133	11.85%
Average List Price	318,233	324,624	2.01%
Average Sale Price	312,758	319,123	2.04%
Average Percent of Selling Price to List Price	99.24%	98.80%	-0.45%
Average Days on Market to Sale	28.68	34.04	18.69%
End of Month Inventory	1,396	1,553	11.25%
Months Supply of Inventory	1.78	2.26	27.45%



■ Closed (22.44%)  
■ Pending (24.48%)  
■ Other OffMarket (7.94%)  
■ Active (45.15%)

**Absorption:** Last 12 months, an Average of **686** Sales/Month  
**Active Inventory** as of April 30, 2024 = **1,553**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2024 rose **11.25%** to 1,553 existing homes available for sale. Over the last 12 months this area has had an average of 686 closed sales per month. This represents an unsold inventory index of **2.26** 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 **2.04%** in April 2024 to \$319,123 versus the previous year at \$312,758.

#### Average Days on Market Lengthens

The average number of **34.04** days that homes spent on the market before selling increased by 5.36 days or **18.69%** in April 2024 compared to last year's same month at **28.68** DOM.

#### Sales Success for April 2024 is Positive

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

There were 1,133 New Listings in April 2024, up **11.85%** from last year at 1,013. Furthermore, there were 772 Closed Listings this month versus last year at 687, a **12.37%** increase.

Closed versus Listed trends yielded a **68.1%** ratio, up from previous year's, April 2023, at **67.8%**, a **0.47%** upswing. 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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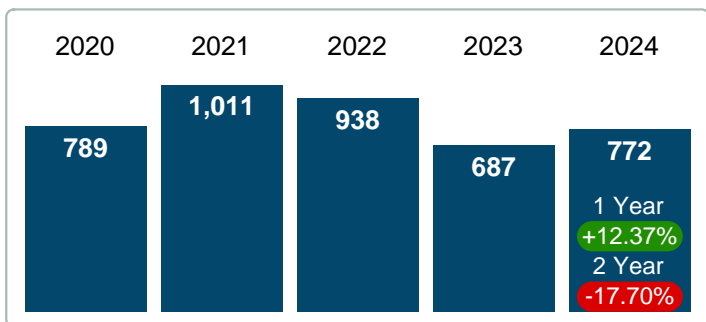
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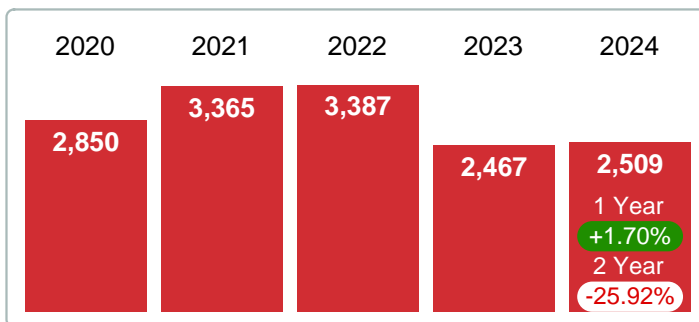
## CLOSED LISTINGS

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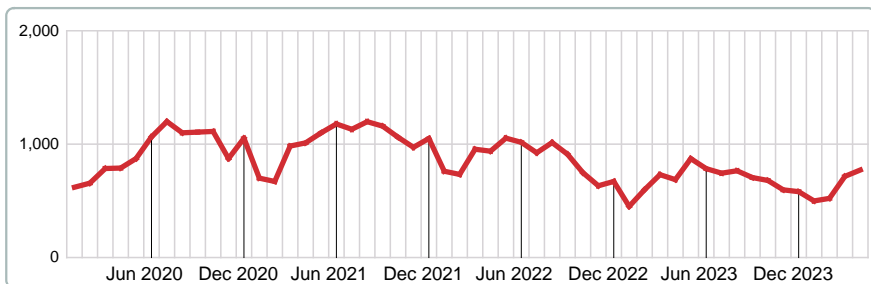
### APRIL



### YEAR TO DATE (YTD)

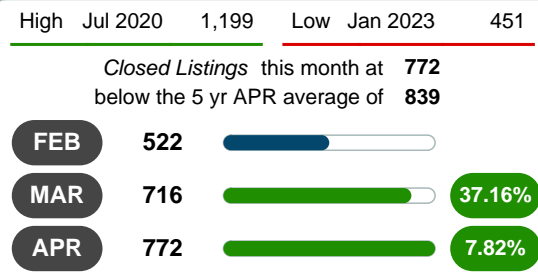


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 839



### 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	56	7.25%	17.7	30	23	3	0
\$125,001 - \$175,000	83	10.75%	15.1	22	56	5	0
\$175,001 - \$225,000	124	16.06%	26.2	20	93	9	2
\$225,001 - \$300,000	200	25.91%	26.2	16	136	45	3
\$300,001 - \$375,000	107	13.86%	39.8	4	47	50	6
\$375,001 - \$525,000	116	15.03%	54.0	6	38	64	8
\$525,001 and up	86	11.14%	58.3	1	15	53	17
<b>Total Closed Units</b>	<b>772</b>			<b>99</b>	<b>408</b>	<b>229</b>	<b>36</b>
<b>Total Closed Volume</b>	<b>246,362,752</b>	<b>100%</b>	<b>34.0</b>	<b>19.30M</b>	<b>107.01M</b>	<b>99.94M</b>	<b>20.10M</b>
<b>Average Closed Price</b>	<b>\$319,123</b>			<b>\$194,975</b>	<b>\$262,287</b>	<b>\$436,439</b>	<b>\$558,409</b>

# April 2024



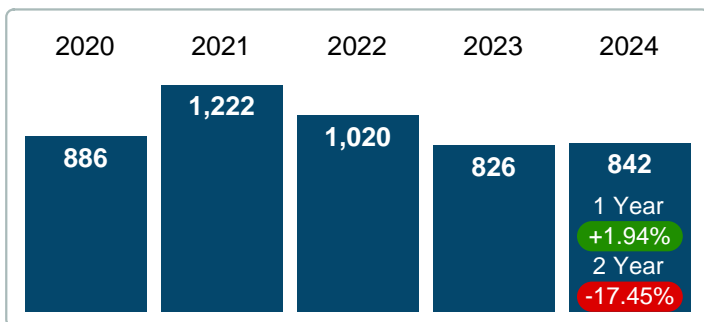
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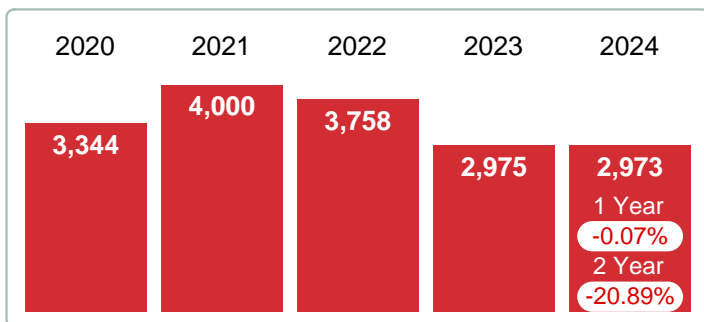
## PENDING LISTINGS

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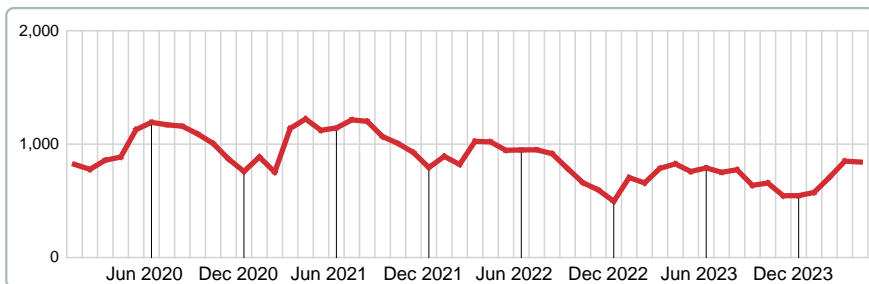
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 959

High Apr 2021 1,222 Low Dec 2022 496

Pending Listings this month at **842**  
below the 5 yr APR average of **959**



### 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	8.19%	34.2	42	26	1	0
\$125,001 - \$175,000	87	10.33%	18.4	23	55	4	5
\$175,001 - \$225,000	122	14.49%	27.3	13	98	10	1
\$225,001 - \$325,000	229	27.20%	25.5	16	139	72	2
\$325,001 - \$450,000	149	17.70%	40.9	4	56	74	15
\$450,001 - \$625,000	102	12.11%	56.7	2	20	66	14
\$625,001 and up	84	9.98%	43.0	2	18	41	23
<b>Total Pending Units</b>	<b>842</b>			<b>102</b>	<b>412</b>	<b>268</b>	<b>60</b>
<b>Total Pending Volume</b>	<b>310,717,233</b>	<b>100%</b>	<b>31.0</b>	<b>19.02M</b>	<b>116.41M</b>	<b>128.70M</b>	<b>46.58M</b>
<b>Average Listing Price</b>	<b>\$343,887</b>			<b>\$186,504</b>	<b>\$282,557</b>	<b>\$480,223</b>	<b>\$776,343</b>

# April 2024



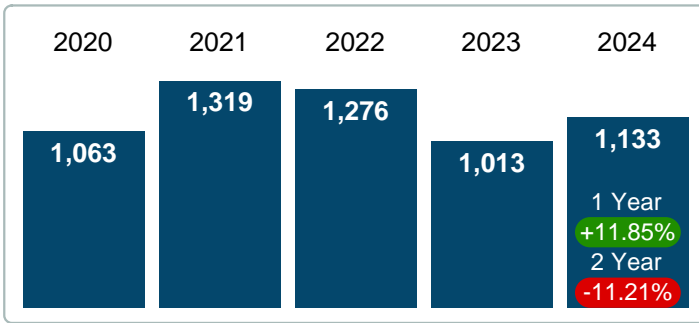
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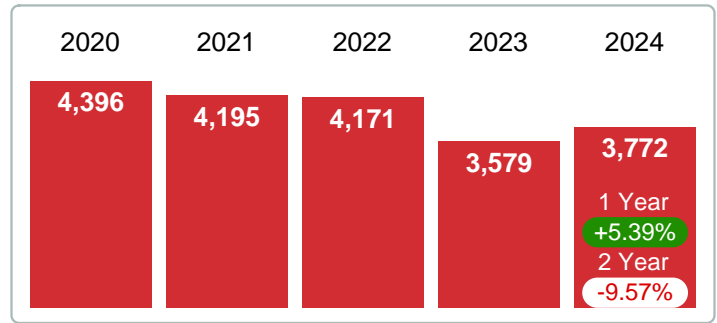
## NEW LISTINGS

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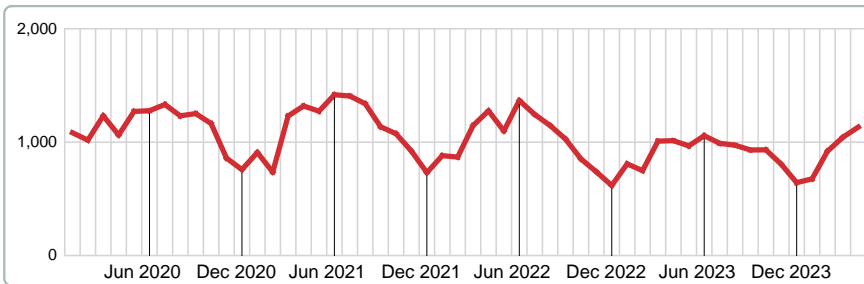
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 1,161

High Jun 2021 1,418 Low Dec 2022 618

New Listings this month at 1,133 below the 5 yr APR average of 1,161



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	116	10.24%	63	50	3	0
\$150,001 - \$200,000	123	10.86%	14	93	10	6
\$200,001 - \$250,000	152	13.42%	9	120	23	0
\$250,001 - \$350,000	310	27.36%	15	183	107	5
\$350,001 - \$450,000	160	14.12%	12	57	77	14
\$450,001 - \$650,000	154	13.59%	10	44	85	15
\$650,001 and up	118	10.41%	2	25	54	37
<b>Total New Listed Units</b>	<b>1,133</b>		<b>125</b>	<b>572</b>	<b>359</b>	<b>77</b>
<b>Total New Listed Volume</b>	<b>450,117,318</b>	100%	<b>27.63M</b>	<b>176.16M</b>	<b>186.42M</b>	<b>59.91M</b>
<b>Average New Listed Listing Price</b>	<b>\$467,847</b>		<b>\$221,075</b>	<b>\$307,965</b>	<b>\$519,273</b>	<b>\$778,022</b>

# April 2024



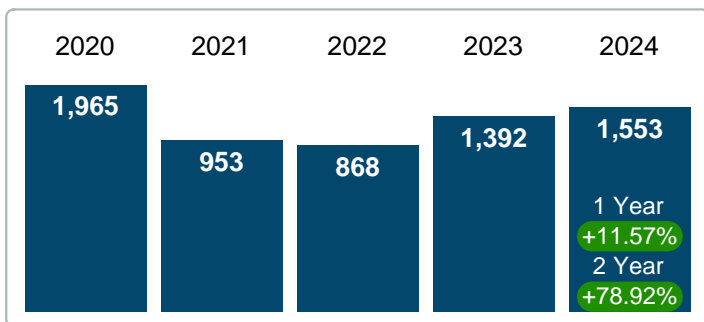
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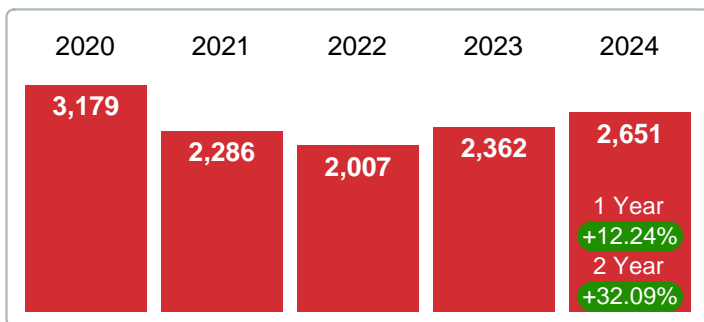
## ACTIVE INVENTORY

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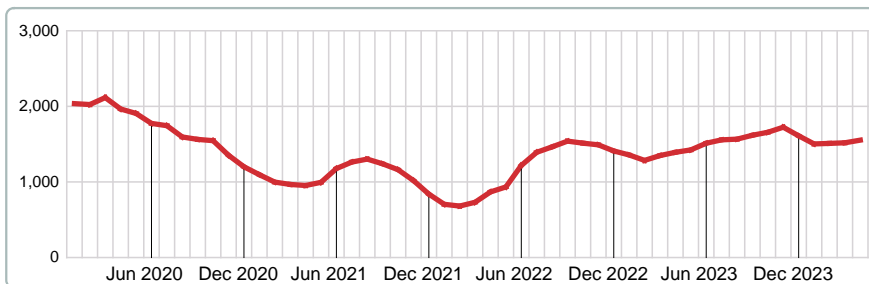
### END OF APRIL



### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 1,346

High Mar 2020 2,116 Low Feb 2022 681

Inventory this month at 1,553 above the 5 yr APR average of 1,346



### 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	145	9.34%	82.1	83	57	4	1
\$150,001 - \$225,000	159	10.24%	44.8	30	115	12	2
\$225,001 - \$300,000	277	17.84%	44.2	23	186	63	5
\$300,001 - \$425,000	375	24.15%	55.8	22	152	187	14
\$425,001 - \$525,000	224	14.42%	67.2	13	93	95	23
\$525,001 - \$750,000	215	13.84%	84.8	8	45	125	37
\$750,001 and up	158	10.17%	76.2	3	21	80	54
<b>Total Active Inventory by Units</b>	<b>1,553</b>			<b>182</b>	<b>669</b>	<b>566</b>	<b>136</b>
<b>Total Active Inventory by Volume</b>	<b>735,402,483</b>	<b>100%</b>	<b>62.8</b>	<b>41.74M</b>	<b>232.94M</b>	<b>327.76M</b>	<b>132.96M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$473,537</b>			<b>\$229,323</b>	<b>\$348,194</b>	<b>\$579,082</b>	<b>\$977,676</b>

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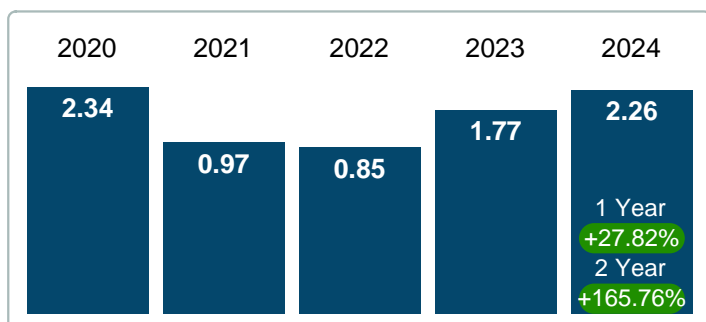
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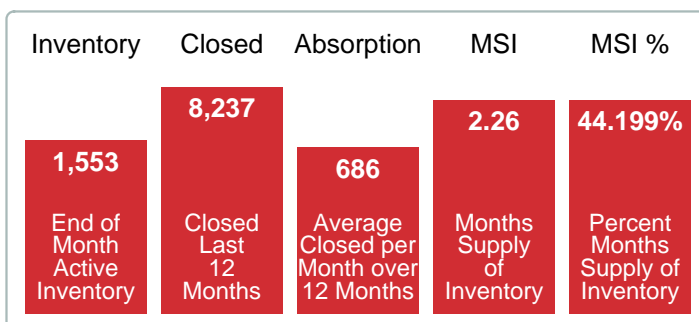
## MONTHS SUPPLY of INVENTORY (MSI)

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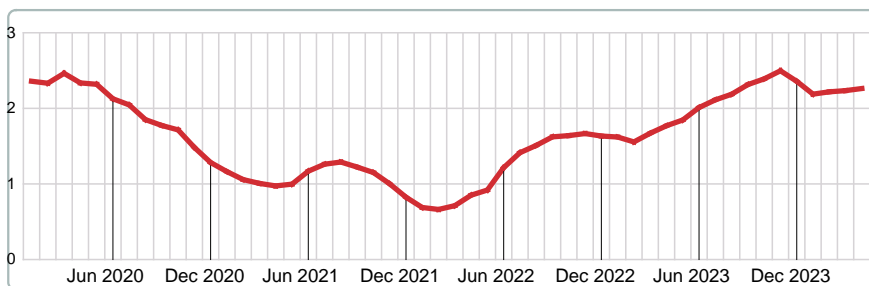
### MSI FOR APRIL



### INDICATORS FOR APRIL 2024

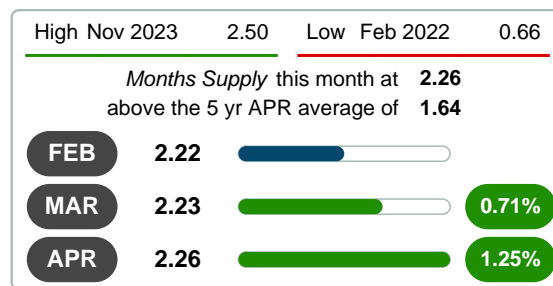


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 1.64



### 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	145	9.34%	1.33	1.62	1.08	0.92	2.40
\$150,001 - \$225,000	159	10.24%	1.05	1.53	1.00	0.76	1.50
\$225,001 - \$300,000	277	17.84%	1.77	2.63	1.74	1.62	2.07
\$300,001 - \$425,000	375	24.15%	2.59	4.33	2.71	2.50	1.60
\$425,001 - \$525,000	224	14.42%	4.35	6.50	6.64	3.29	3.45
\$525,001 - \$750,000	215	13.84%	4.42	16.00	4.35	4.45	3.79
\$750,001 and up	158	10.17%	6.45	7.20	6.63	5.78	7.62
Market Supply of Inventory (MSI)			2.26	2.08	1.87	2.77	3.73
Total Active Inventory by Units		100%	2.26	182	669	566	136

# April 2024



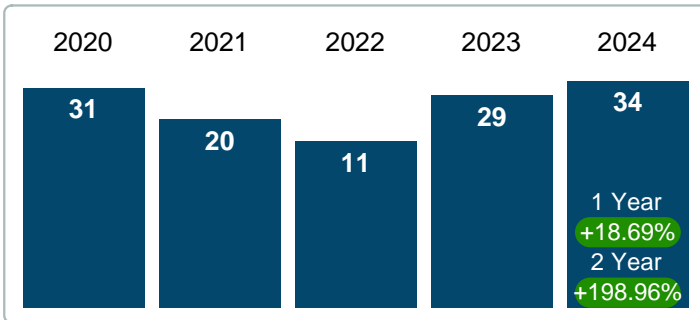
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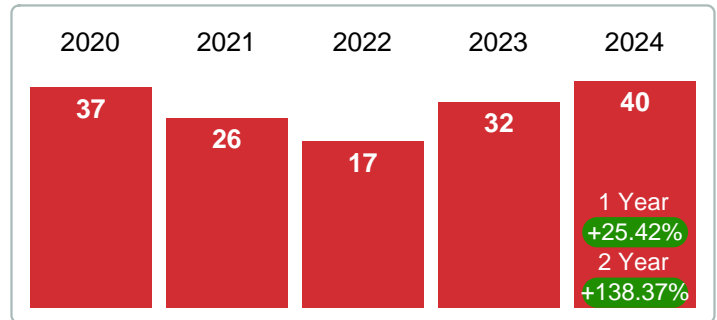
## AVERAGE DAYS ON MARKET TO SALE

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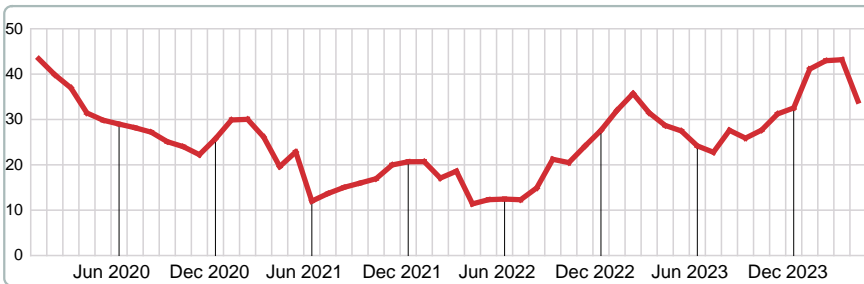
### APRIL



### YEAR TO DATE (YTD)

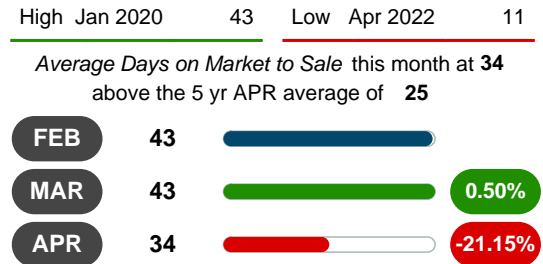


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 25



### 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	7.25%	18	18	17	19	0
\$125,001 - \$175,000	10.75%	15	18	13	20	0
\$175,001 - \$225,000	16.06%	26	42	24	19	28
\$225,001 - \$300,000	25.91%	26	42	24	28	33
\$300,001 - \$375,000	13.86%	40	46	44	37	24
\$375,001 - \$525,000	15.03%	54	31	55	53	77
\$525,001 and up	11.14%	58	1	23	72	51
Average Closed DOM		34	28	27	46	49
Total Closed Units	100%	34	99	408	229	36
Total Closed Volume		246,362,752	19.30M	107.01M	99.94M	20.10M



# April 2024



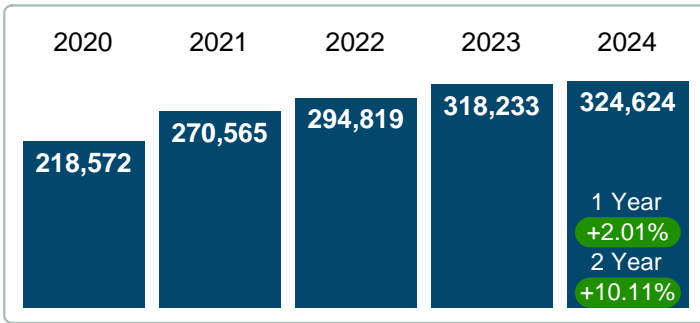
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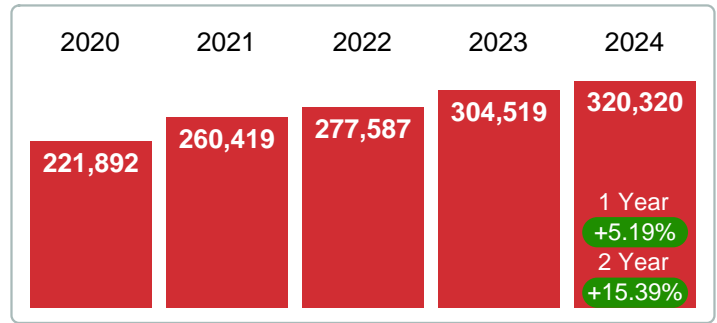
## AVERAGE LIST PRICE AT CLOSING

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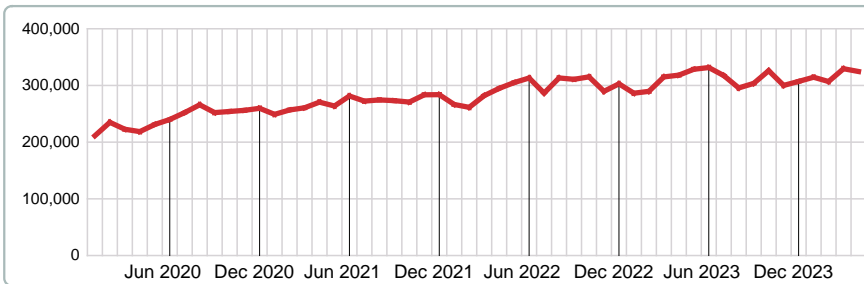
### APRIL



### YEAR TO DATE (YTD)

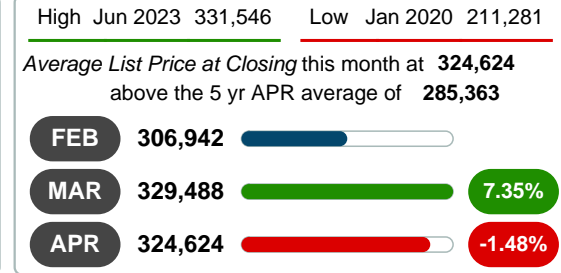


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 285,363



### 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	7.38%	91,610	87,580	96,761	114,300	0
\$125,001 - \$175,000	10.36%	155,829	148,300	157,788	166,000	0
\$175,001 - \$225,000	15.93%	204,554	205,335	206,316	204,922	204,950
\$225,001 - \$300,000	26.04%	262,163	276,144	258,084	273,650	271,667
\$300,001 - \$375,000	13.21%	336,535	351,200	333,726	342,678	348,038
\$375,001 - \$525,000	15.80%	438,712	470,667	441,591	443,508	418,299
\$525,001 and up	11.27%	772,610	1,295,000	694,523	774,238	817,353
<b>Average List Price</b>		<b>324,624</b>	<b>201,402</b>	<b>265,274</b>	<b>444,910</b>	<b>570,959</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>324,624</b>	<b>99</b>	<b>408</b>	<b>229</b>	<b>36</b>
<b>Total Closed Volume</b>		<b>250,609,633</b>	<b>19.94M</b>	<b>108.23M</b>	<b>101.88M</b>	<b>20.55M</b>



# April 2024



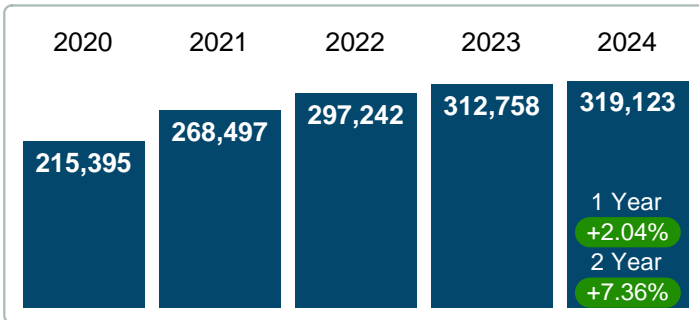
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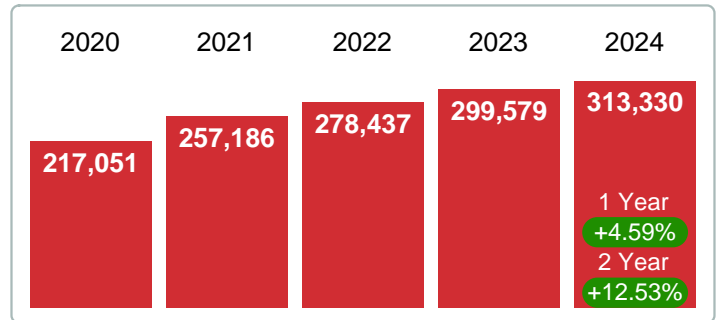
## AVERAGE SOLD PRICE AT CLOSING

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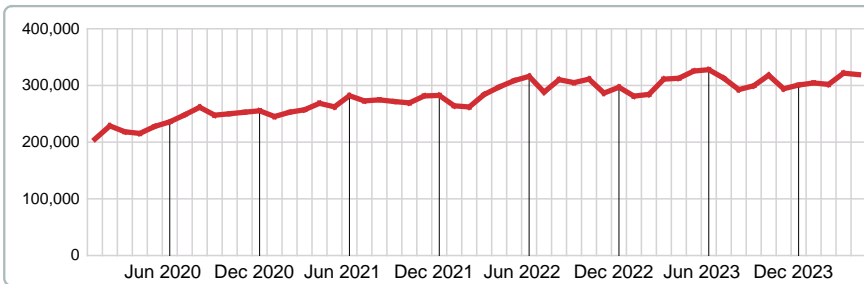
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

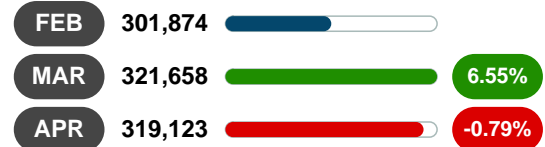


### 3 MONTHS

5 year APR AVG = 282,603

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

Average Sold Price at Closing this month at **319,123** above the 5 yr APR average of **282,603**



### 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	7.25%	89,665	85,185	92,426	113,300	0
\$125,001 - \$175,000	10.75%	154,924	146,334	157,542	163,400	0
\$175,001 - \$225,000	16.06%	202,677	199,348	203,530	200,748	204,950
\$225,001 - \$300,000	25.91%	260,317	262,744	256,103	271,910	264,500
\$300,001 - \$375,000	13.86%	334,026	338,750	330,705	334,964	349,067
\$375,001 - \$525,000	15.03%	435,169	456,250	434,316	436,107	415,899
\$525,001 and up	11.14%	756,595	1,244,230	683,960	756,336	792,807
<b>Average Sold Price</b>		<b>319,123</b>	<b>194,975</b>	<b>262,287</b>	<b>436,439</b>	<b>558,409</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>772</b>	<b>99</b>	<b>408</b>	<b>229</b>	<b>36</b>
<b>Total Closed Volume</b>		<b>246,362,752</b>	<b>19.30M</b>	<b>107.01M</b>	<b>99.94M</b>	<b>20.10M</b>

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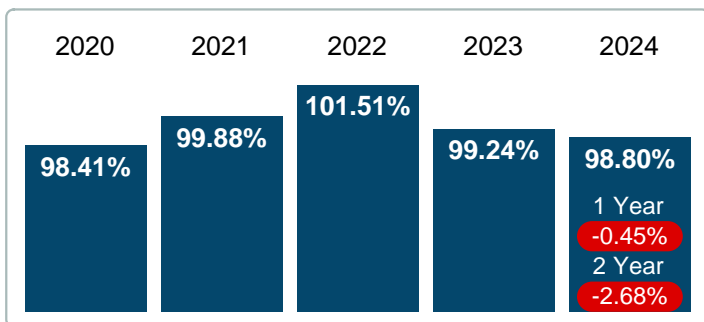
Area Delimited by County Of Tulsa - Residential Property Type



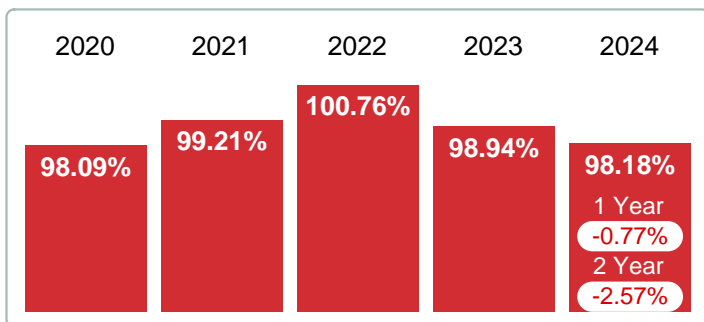
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on May 13, 2024 for MLS Technology Inc.

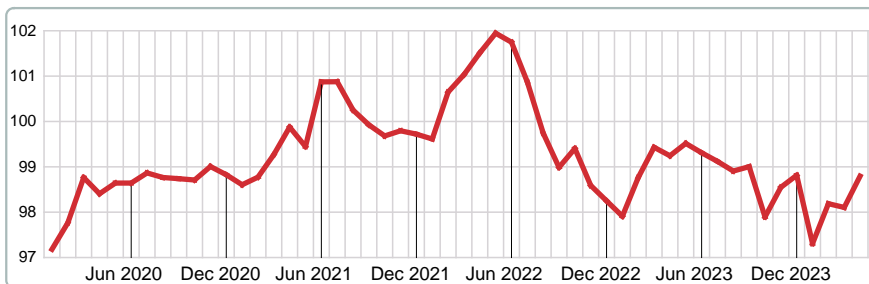
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

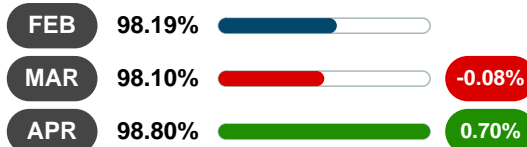


### 3 MONTHS

5 year APR AVG = 99.57%

High May 2022 101.95% Low Jan 2020 97.18%

Average Sold/List Ratio this month at **98.80%**  
below the 5 yr APR average of **99.57%**



### 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	56	7.25%	97.18%	97.90%	96.01%	98.94%	0.00%
\$125,001 - \$175,000	83	10.75%	100.97%	99.00%	101.97%	98.49%	0.00%
\$175,001 - \$225,000	124	16.06%	98.60%	97.74%	98.78%	98.35%	100.00%
\$225,001 - \$300,000	200	25.91%	99.05%	95.22%	99.38%	99.54%	97.27%
\$300,001 - \$375,000	107	13.86%	98.58%	96.43%	99.21%	97.94%	100.34%
\$375,001 - \$525,000	116	15.03%	98.47%	97.13%	98.52%	98.45%	99.43%
\$525,001 and up	86	11.14%	98.14%	96.08%	98.41%	98.35%	97.36%
Average Sold/List Ratio		98.80%		97.55%	99.27%	98.53%	98.45%
Total Closed Units		772	100%	99	408	229	36
Total Closed Volume		246,362,752		19.30M	107.01M	99.94M	20.10M

# April 2024



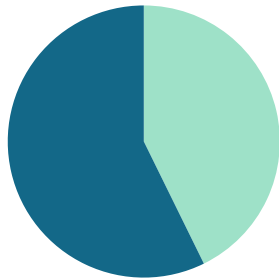
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

Report produced on May 13, 2024 for MLS Technology Inc.

### INVENTORY

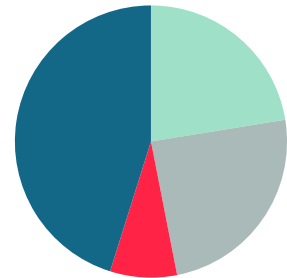


**Inventory**  
 New Listings  
**1,133 = 42.72%**  
 Start Inventory  
**1,519**  
 Total Inventory Units  
**2,652**  
 Volume  
**\$1,157,049,057**

### Market Activity

Closed Sales  
**772 = 22.44%**  
 Pending Sales  
**842 = 24.48%**  
 Other Off Market  
**273 = 7.94%**  
 Active Inventory  
**1,553 = 45.15%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	687	772	12.37%	2,467	2,509	1.70%
Pending Sales	826	842	1.94%	2,975	2,973	-0.07%
New Listings	1,013	1,133	11.85%	3,579	3,772	5.39%
Average List Price	318,233	324,624	2.01%	304,519	320,320	5.19%
Average Sale Price	312,758	319,123	2.04%	299,579	313,330	4.59%
Average Percent of Selling Price to List Price	99.24%	98.80%	-0.45%	98.94%	98.18%	-0.77%
Average Days on Market to Sale	28.68	34.04	18.69%	31.82	39.91	25.42%
Monthly Inventory	1,396	1,553	11.25%	1,396	1,553	11.25%
Months Supply of Inventory	1.78	2.26	27.45%	1.78	2.26	27.45%

**Absorption:** Last 12 months, an Average of **686** Sales/Month

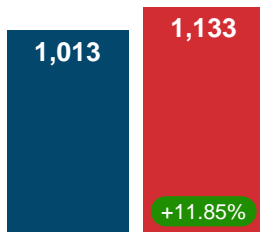
**Inventory** on April 30, 2024 = **1,553**

**2023** **2024**

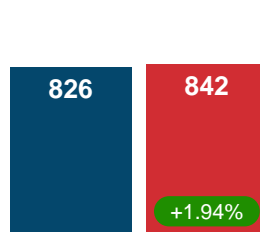
### APRIL MARKET

### AVERAGE PRICES

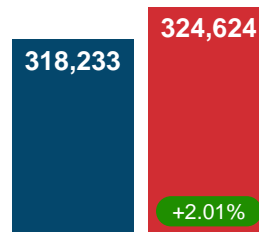
#### New Listings



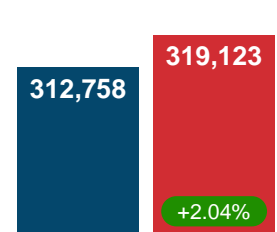
#### Pending Listings



#### List Price



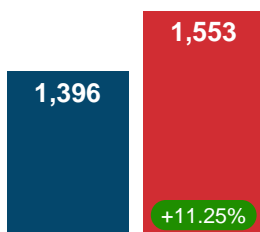
#### Sale Price



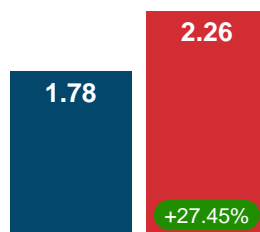
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

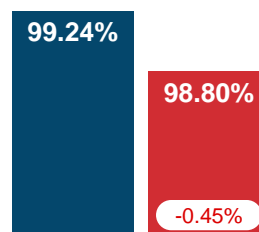
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

