

April 2024



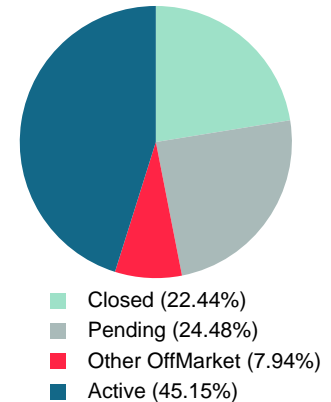
Area Delimited by County Of Tulsa - Residential Property Type



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% |
| Median List Price | 255,000 | 269,000 | 5.49% |
| Median Sale Price | 252,000 | 265,500 | 5.36% |
| Median Percent of Selling Price to List Price | 100.00% | 100.00% | 0.00% |
| Median Days on Market to Sale | 8.00 | 10.00 | 25.00% |
| End of Month Inventory | 1,396 | 1,553 | 11.25% |
| Months Supply of Inventory | 1.78 | 2.26 | 27.45% |



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.

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 **5.36%** in April 2024 to \$265,500 versus the previous year at \$252,000.

Median Days on Market Lengthens

The median number of **10.00** days that homes spent on the market before selling increased by 2.00 days or **25.00%** in April 2024 compared to last year's same month at **8.00** DOM.

Sales Success for April 2024 is Positive

Overall, with Median 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.

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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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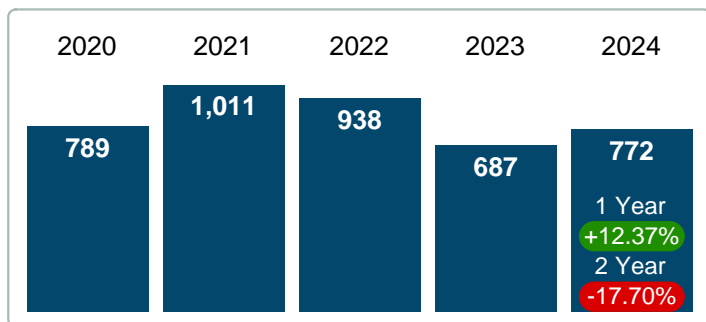
Area Delimited by County Of Tulsa - Residential Property Type



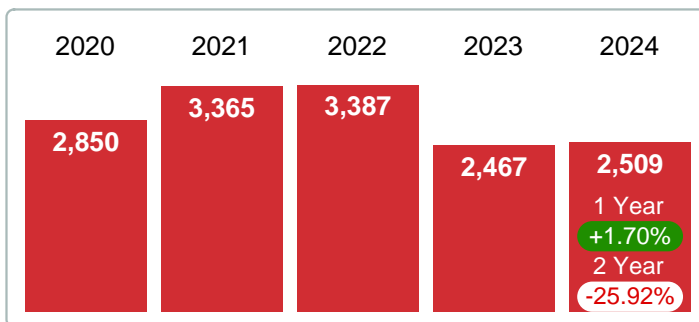
CLOSED LISTINGS

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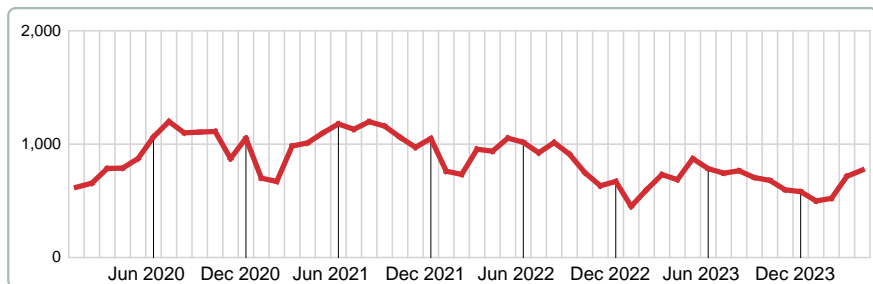
APRIL



YEAR TO DATE (YTD)

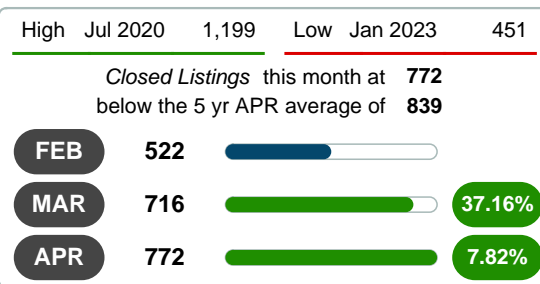


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 839



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$125,000 and less | 56 | 7.25% | 6.0 | 30 | 23 | 3 | 0 |
| \$125,001 - \$175,000 | 83 | 10.75% | 7.0 | 22 | 56 | 5 | 0 |
| \$175,001 - \$225,000 | 124 | 16.06% | 8.0 | 20 | 93 | 9 | 2 |
| \$225,001 - \$300,000 | 200 | 25.91% | 7.5 | 16 | 136 | 45 | 3 |
| \$300,001 - \$375,000 | 107 | 13.86% | 22.0 | 4 | 47 | 50 | 6 |
| \$375,001 - \$525,000 | 116 | 15.03% | 26.0 | 6 | 38 | 64 | 8 |
| \$525,001 and up | 86 | 11.14% | 18.0 | 1 | 15 | 53 | 17 |
| Total Closed Units | 772 | | | 99 | 408 | 229 | 36 |
| Total Closed Volume | 246,362,752 | 100% | 10.0 | 19.30M | 107.01M | 99.94M | 20.10M |
| Median Closed Price | \$265,500 | | | \$164,999 | \$237,500 | \$380,000 | \$456,625 |

April 2024



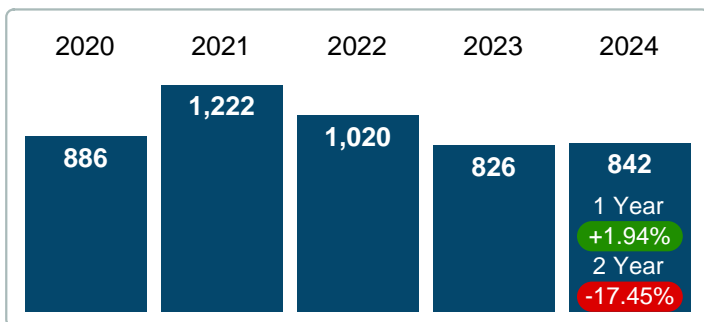
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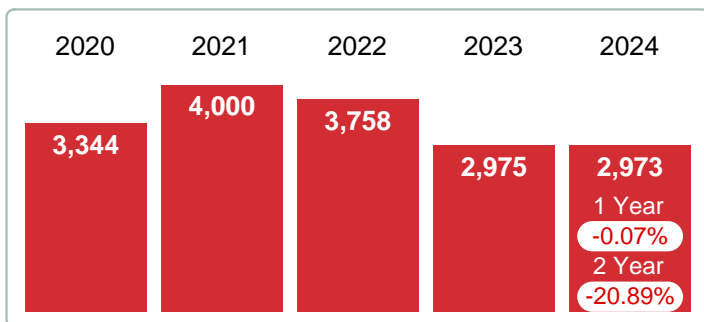
PENDING LISTINGS

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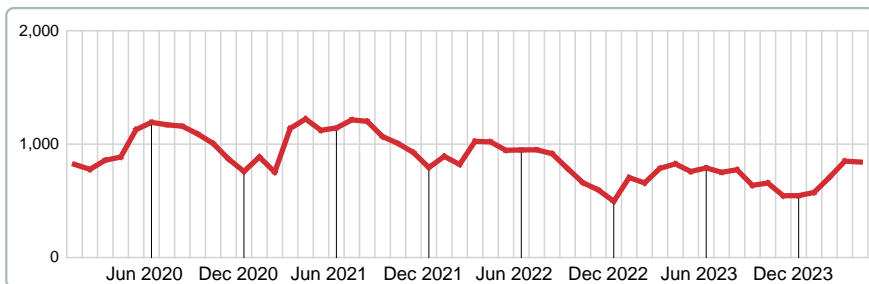
APRIL



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 | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$125,000 and less | 69 | 8.19% | 11.0 | 42 | 26 | 1 | 0 |
| \$125,001 - \$175,000 | 87 | 10.33% | 7.0 | 23 | 55 | 4 | 5 |
| \$175,001 - \$225,000 | 122 | 14.49% | 15.0 | 13 | 98 | 10 | 1 |
| \$225,001 - \$325,000 | 229 | 27.20% | 15.0 | 16 | 139 | 72 | 2 |
| \$325,001 - \$450,000 | 149 | 17.70% | 25.0 | 4 | 56 | 74 | 15 |
| \$450,001 - \$625,000 | 102 | 12.11% | 24.0 | 2 | 20 | 66 | 14 |
| \$625,001 and up | 84 | 9.98% | 17.0 | 2 | 18 | 41 | 23 |
| Total Pending Units | 842 | | | 102 | 412 | 268 | 60 |
| Total Pending Volume | 310,717,233 | 100% | 15.0 | 19.02M | 116.41M | 128.70M | 46.58M |
| Median Listing Price | \$280,000 | | | \$139,900 | \$239,500 | \$397,000 | \$529,950 |

April 2024



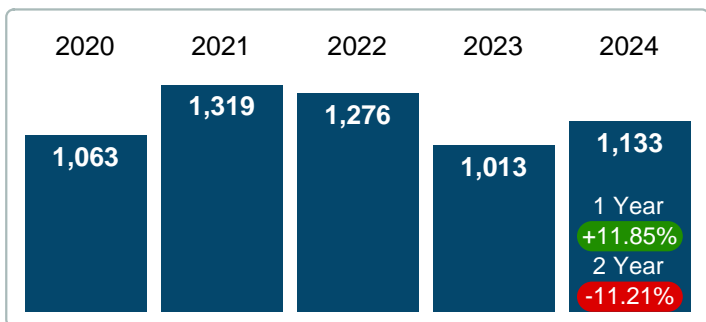
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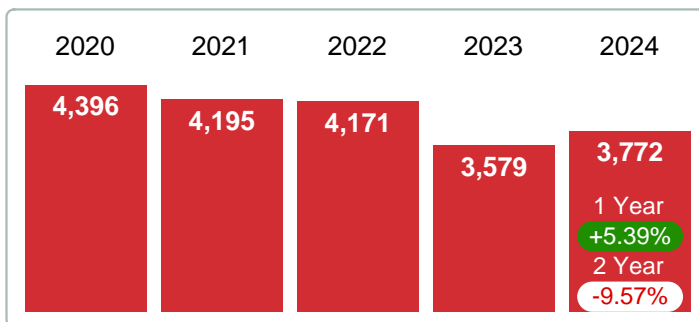
NEW LISTINGS

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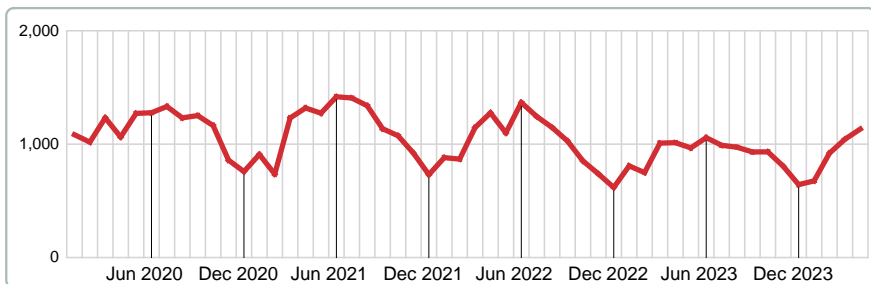
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

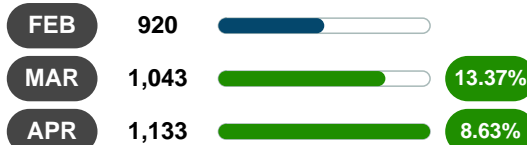


3 MONTHS

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 |
| Total New Listed Units | 1,133 | | 125 | 572 | 359 | 77 |
| Total New Listed Volume | 450,117,318 | 100% | 27.63M | 176.16M | 186.42M | 59.91M |
| Median New Listed Listing Price | \$305,000 | | \$149,900 | \$265,000 | \$399,990 | \$585,000 |

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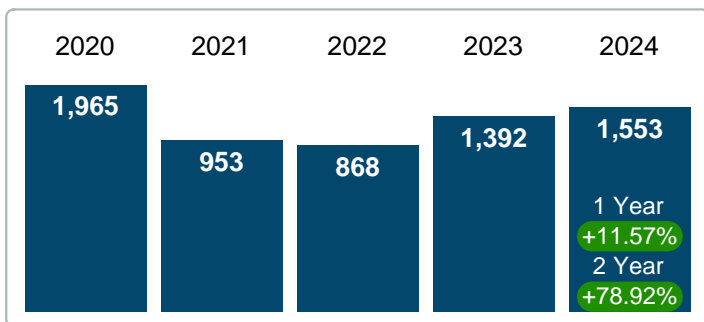
Area Delimited by County Of Tulsa - Residential Property Type



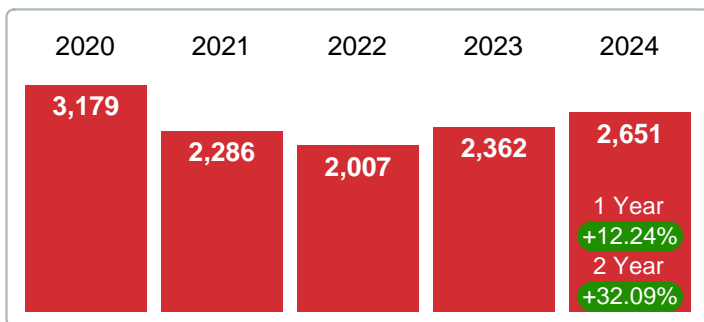
ACTIVE INVENTORY

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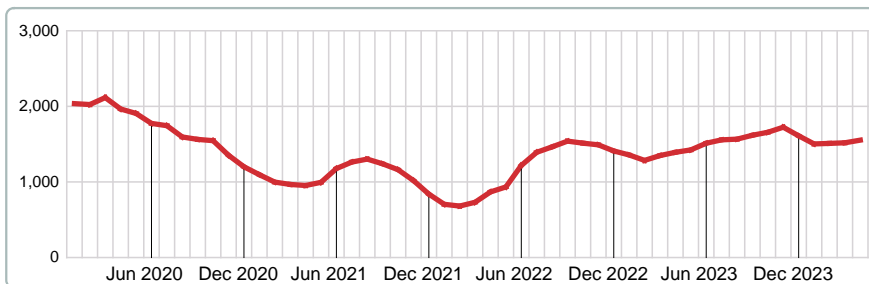
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS

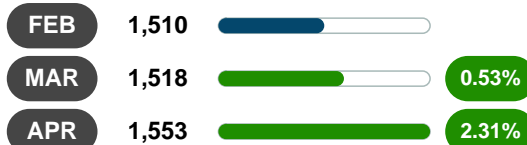


3 MONTHS

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 | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-----|--------|-------------|-----------|-----------|-----------|-----------|
| \$150,000 and less | 145 | 9.34% | 41.0 | 83 | 57 | 4 | 1 |
| \$150,001 - \$225,000 | 159 | 10.24% | 25.0 | 30 | 115 | 12 | 2 |
| \$225,001 - \$300,000 | 277 | 17.84% | 28.0 | 23 | 186 | 63 | 5 |
| \$300,001 - \$425,000 | 375 | 24.15% | 33.0 | 22 | 152 | 187 | 14 |
| \$425,001 - \$525,000 | 224 | 14.42% | 42.0 | 13 | 93 | 95 | 23 |
| \$525,001 - \$750,000 | 215 | 13.84% | 55.0 | 8 | 45 | 125 | 37 |
| \$750,001 and up | 158 | 10.17% | 47.5 | 3 | 21 | 80 | 54 |
| Total Active Inventory by Units | | | 1,553 | 182 | 669 | 566 | 136 |
| Total Active Inventory by Volume | | | 735,402,483 | 41.74M | 232.94M | 327.76M | 132.96M |
| Median Active Inventory Listing Price | | | \$350,000 | \$174,450 | \$298,500 | \$443,750 | \$645,000 |

April 2024



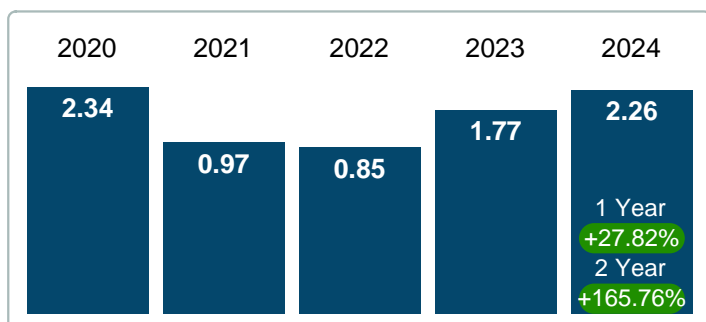
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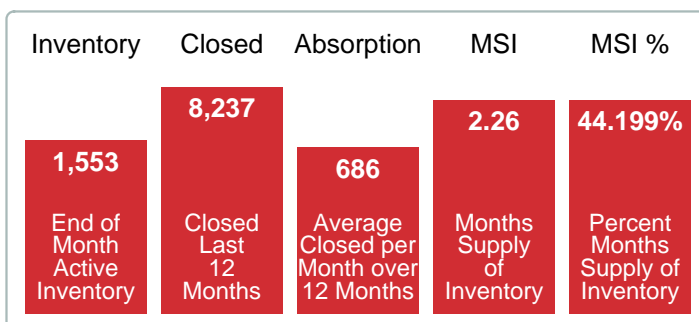
MONTHS SUPPLY of INVENTORY (MSI)

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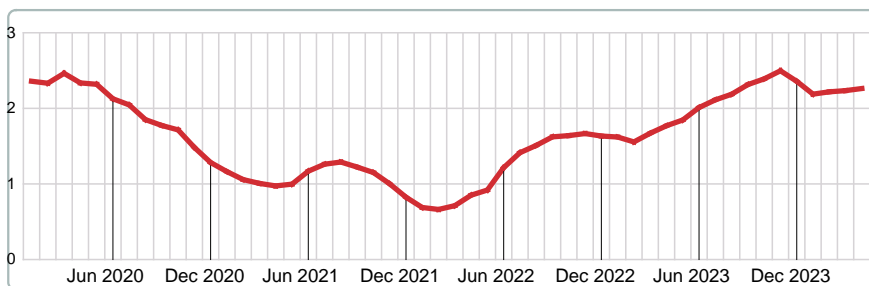
MSI FOR APRIL



INDICATORS FOR APRIL 2024

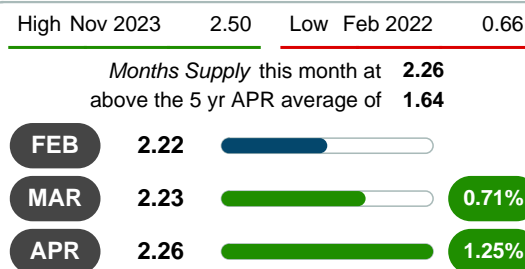


5 YEAR MARKET ACTIVITY TRENDS



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



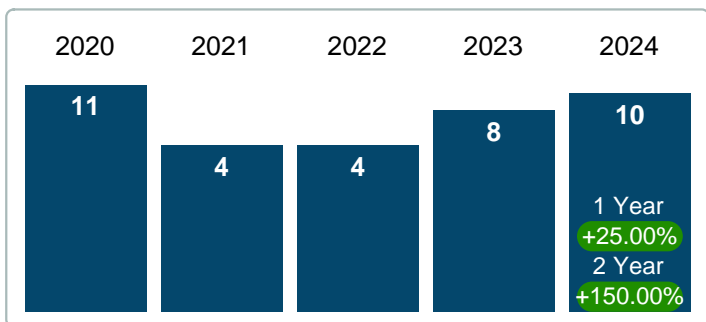
Area Delimited by County Of Tulsa - Residential Property Type



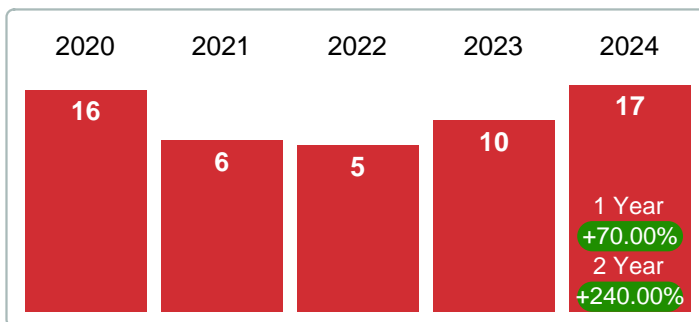
MEDIAN DAYS ON MARKET TO SALE

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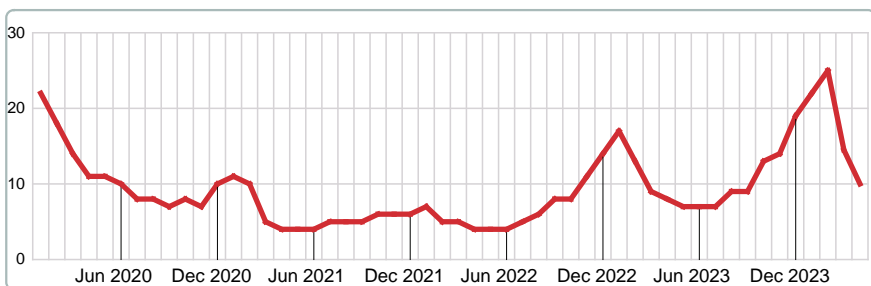
APRIL



YEAR TO DATE (YTD)

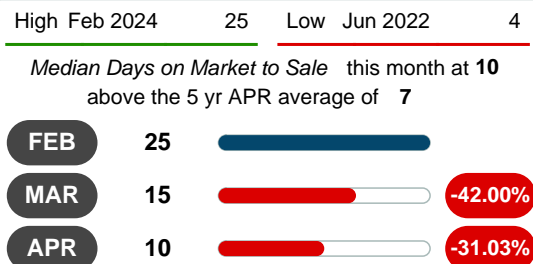


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 7



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 | 7.25% | 6 | 5 | 7 | 10 | 0 |
| \$125,001 - \$175,000 | 10.75% | 7 | 4 | 7 | 28 | 0 |
| \$175,001 - \$225,000 | 16.06% | 8 | 17 | 8 | 2 | 28 |
| \$225,001 - \$300,000 | 25.91% | 8 | 11 | 7 | 12 | 30 |
| \$300,001 - \$375,000 | 13.86% | 22 | 16 | 17 | 26 | 14 |
| \$375,001 - \$525,000 | 15.03% | 26 | 19 | 20 | 28 | 79 |
| \$525,001 and up | 11.14% | 18 | 1 | 1 | 31 | 26 |
| Median Closed DOM | | 10 | 6 | 8 | 22 | 27 |
| Total Closed Units | 100% | 772 | 99 | 408 | 229 | 36 |
| Total Closed Volume | | 246,362,752 | 19.30M | 107.01M | 99.94M | 20.10M |

April 2024



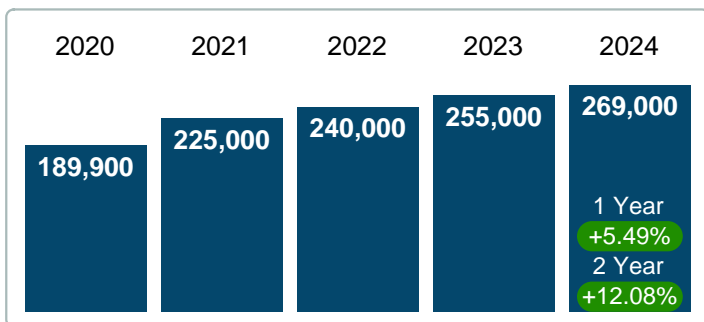
Area Delimited by County Of Tulsa - Residential Property Type



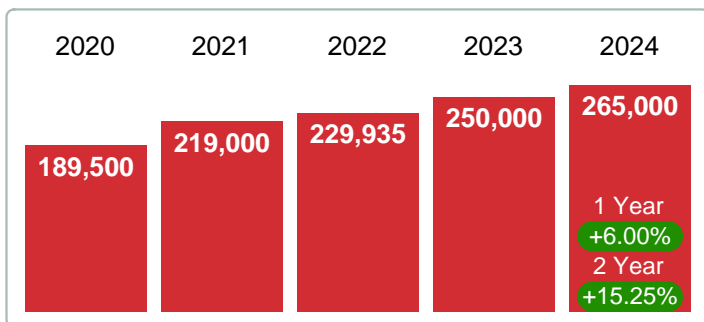
MEDIAN LIST PRICE AT CLOSING

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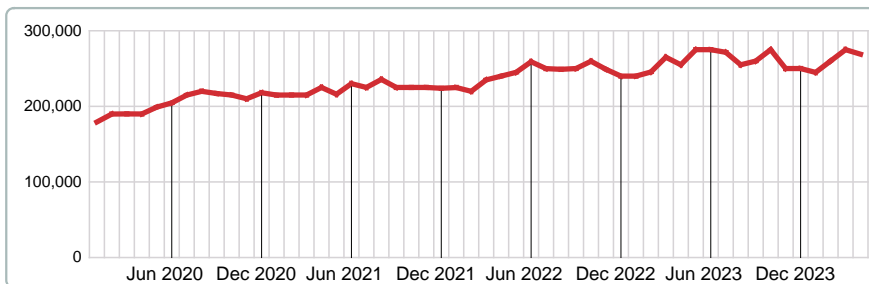
APRIL



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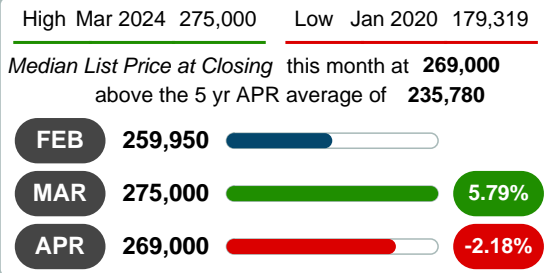


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 235,780



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 | 57 | 7.38% | 99,000 | 85,000 | 99,900 | 123,900 | 0 |
| \$125,001 - \$175,000 | 80 | 10.36% | 159,500 | 148,500 | 160,000 | 167,000 | 0 |
| \$175,001 - \$225,000 | 123 | 15.93% | 206,500 | 198,500 | 206,500 | 212,500 | 204,950 |
| \$225,001 - \$300,000 | 201 | 26.04% | 259,900 | 265,000 | 254,990 | 279,000 | 285,000 |
| \$300,001 - \$375,000 | 102 | 13.21% | 335,000 | 332,500 | 330,000 | 335,000 | 350,664 |
| \$375,001 - \$525,000 | 122 | 15.80% | 429,950 | 459,000 | 439,400 | 422,500 | 417,000 |
| \$525,001 and up | 87 | 11.27% | 659,000 | 1,295,000 | 589,900 | 649,500 | 729,900 |
| Median List Price | | | 269,000 | 164,999 | 239,900 | 389,500 | 455,000 |
| Total Closed Units | | 100% | 269,000 | 99 | 408 | 229 | 36 |
| Total Closed Volume | | | 250,609,633 | 19.94M | 108.23M | 101.88M | 20.55M |

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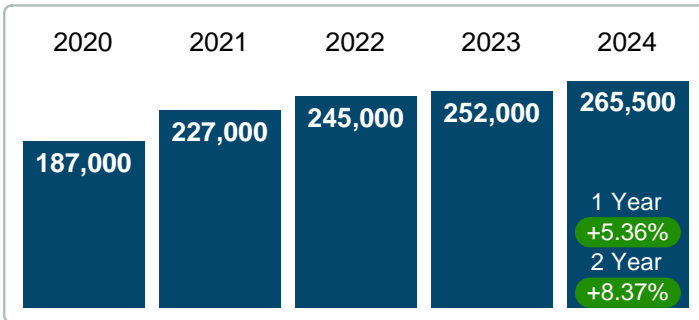
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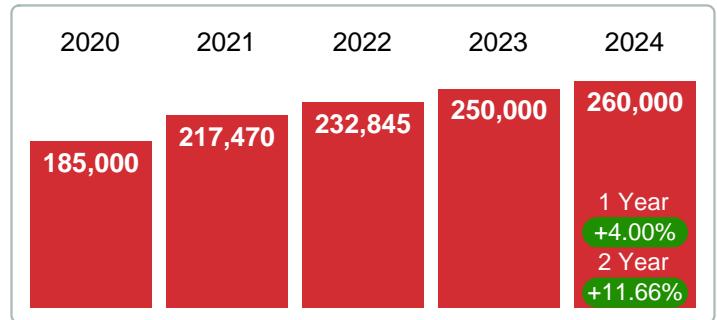
MEDIAN SOLD PRICE AT CLOSING

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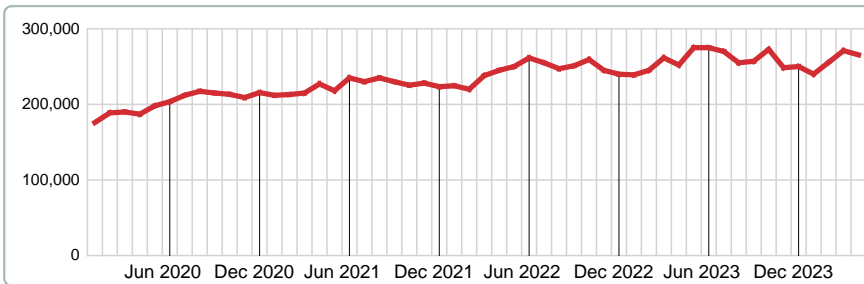
APRIL



YEAR TO DATE (YTD)

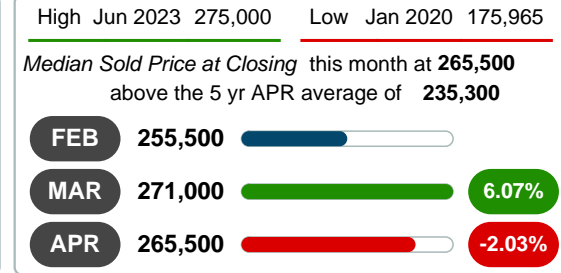


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 235,300



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 | 7.25% | 91,500 | 85,250 | 92,000 | 123,900 | 0 |
| \$125,001 - \$175,000 | 10.75% | 159,500 | 144,950 | 163,000 | 162,000 | 0 |
| \$175,001 - \$225,000 | 16.06% | 205,000 | 194,000 | 205,000 | 208,000 | 204,950 |
| \$225,001 - \$300,000 | 25.91% | 258,135 | 255,000 | 252,950 | 270,830 | 272,000 |
| \$300,001 - \$375,000 | 13.86% | 335,000 | 335,000 | 327,000 | 338,903 | 349,000 |
| \$375,001 - \$525,000 | 15.03% | 431,200 | 462,750 | 434,500 | 422,500 | 405,250 |
| \$525,001 and up | 11.14% | 645,500 | 1,244,230 | 580,000 | 640,000 | 705,000 |
| Median Sold Price | | 265,500 | 164,999 | 237,500 | 380,000 | 456,625 |
| Total Closed Units | 100% | 772 | 99 | 408 | 229 | 36 |
| Total Closed Volume | | 246,362,752 | 19.30M | 107.01M | 99.94M | 20.10M |

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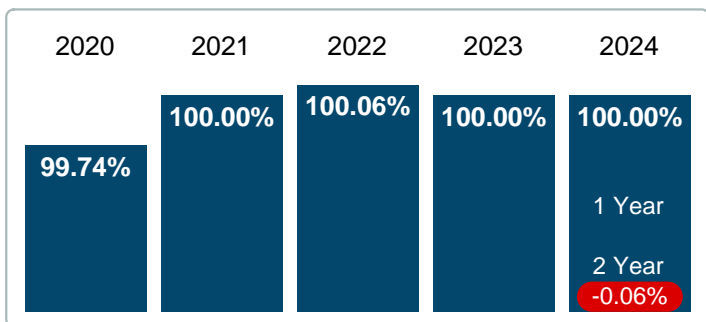
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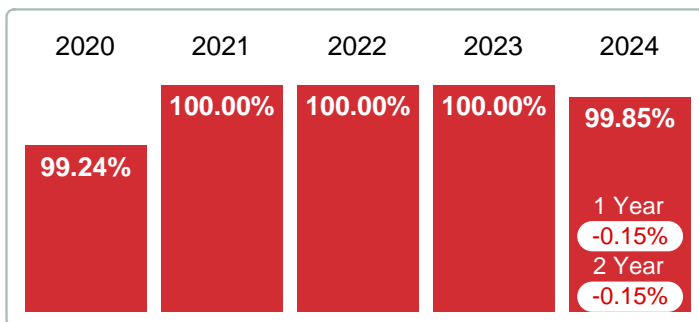
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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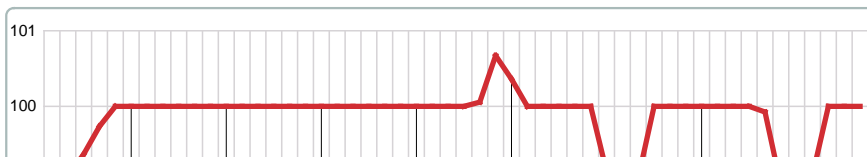
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 99.96%

High May 2022 100.67% Low Jan 2020 98.50%

Median Sold/List Ratio this month at 100.00% equal to 5 yr APR average of 99.96%

- FEB 100.00%
- MAR 100.00%
- APR 100.00%

0.00%
0.00%

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 | 56 | 7.25% | 97.34% | 98.50% | 94.20% | 100.00% | 0.00% |
| \$125,001 - \$175,000 | 83 | 10.75% | 100.00% | 100.00% | 100.00% | 98.18% | 0.00% |
| \$175,001 - \$225,000 | 124 | 16.06% | 100.00% | 100.00% | 100.00% | 98.40% | 100.00% |
| \$225,001 - \$300,000 | 200 | 25.91% | 100.00% | 95.32% | 100.00% | 100.00% | 96.38% |
| \$300,001 - \$375,000 | 107 | 13.86% | 99.22% | 96.32% | 99.17% | 99.39% | 100.45% |
| \$375,001 - \$525,000 | 116 | 15.03% | 98.89% | 97.09% | 98.89% | 98.83% | 99.50% |
| \$525,001 and up | 86 | 11.14% | 99.56% | 96.08% | 98.97% | 100.00% | 99.16% |
| Median Sold/List Ratio | | 100.00% | | 98.07% | 100.00% | 100.00% | 99.88% |
| 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



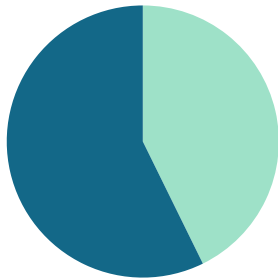
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

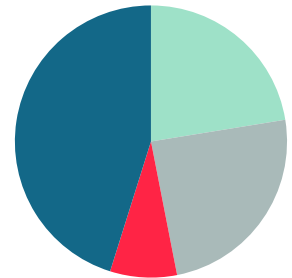


Inventory
 New Listings
1,133 = 42.72%
 Start Inventory
1,519
 Total Inventory Units
2,652
 Volume
\$1,157,049,057

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% |
| Median List Price | 255,000 | 269,000 | 5.49% | 250,000 | 265,000 | 6.00% |
| Median Sale Price | 252,000 | 265,500 | 5.36% | 250,000 | 260,000 | 4.00% |
| Median Percent of Selling Price to List Price | 100.00% | 100.00% | 0.00% | 100.00% | 99.85% | -0.15% |
| Median Days on Market to Sale | 8.00 | 10.00 | 25.00% | 10.00 | 17.00 | 70.00% |
| 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

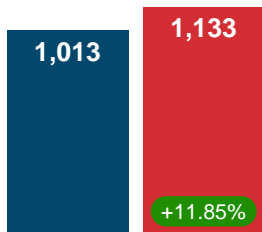
Inventory on April 30, 2024 = **1,553**

2023 **2024**

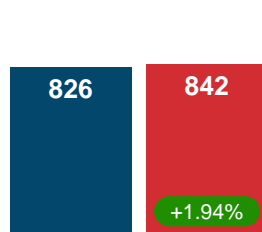
APRIL MARKET

MEDIAN PRICES

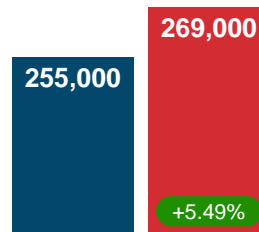
New Listings



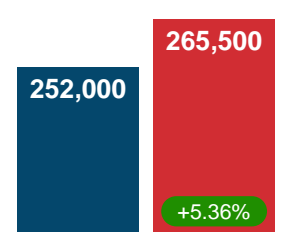
Pending Listings



List Price



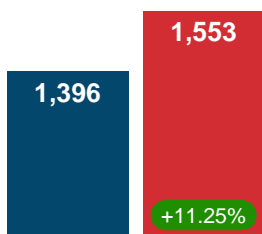
Sale Price



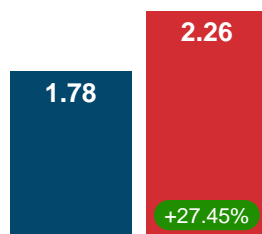
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

