

August 2024



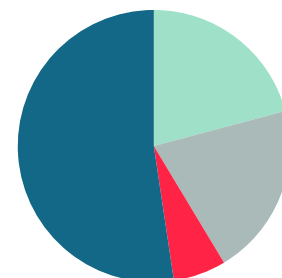
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	August 2024	+/-%
Closed Listings	765	822	7.45%
Pending Listings	773	809	4.66%
New Listings	973	1,103	13.36%
Average List Price	295,632	343,696	16.26%
Average Sale Price	292,670	336,984	15.14%
Average Percent of Selling Price to List Price	98.91%	98.40%	-0.51%
Average Days on Market to Sale	27.61	31.08	12.59%
End of Month Inventory	1,569	2,064	31.55%
Months Supply of Inventory	2.19	3.00	36.87%



■ Closed (20.85%)
■ Pending (20.52%)
■ Other OffMarket (6.27%)
■ Active (52.36%)

Absorption: Last 12 months, an Average of **688** Sales/Month
Active Inventory as of August 31, 2024 = **2,064**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2024 rose **31.55%** to 2,064 existing homes available for sale. Over the last 12 months this area has had an average of 688 closed sales per month. This represents an unsold inventory index of **3.00** 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 **15.14%** in August 2024 to \$336,984 versus the previous year at \$292,670.

Average Days on Market Lengthens

The average number of **31.08** days that homes spent on the market before selling increased by 3.48 days or **12.59%** in August 2024 compared to last year's same month at **27.61** DOM.

Sales Success for August 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 1,103 New Listings in August 2024, up **13.36%** from last year at 973. Furthermore, there were 822 Closed Listings this month versus last year at 765, a **7.45%** increase.

Closed versus Listed trends yielded a **74.5%** ratio, down from previous year's, August 2023, at **78.6%**, a **5.21%** 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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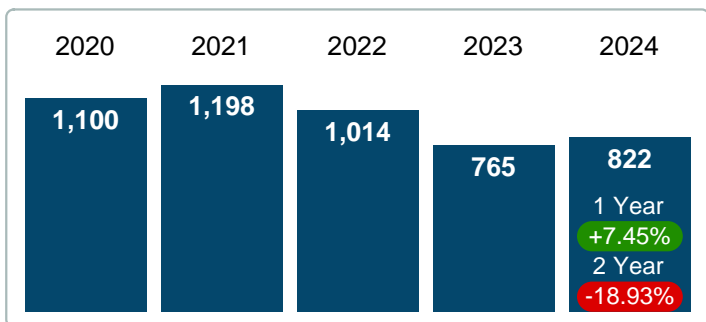
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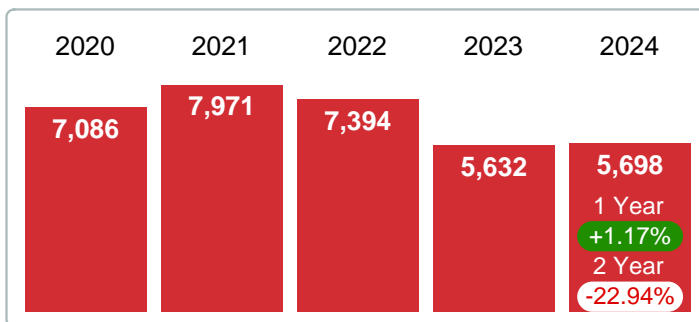
CLOSED LISTINGS

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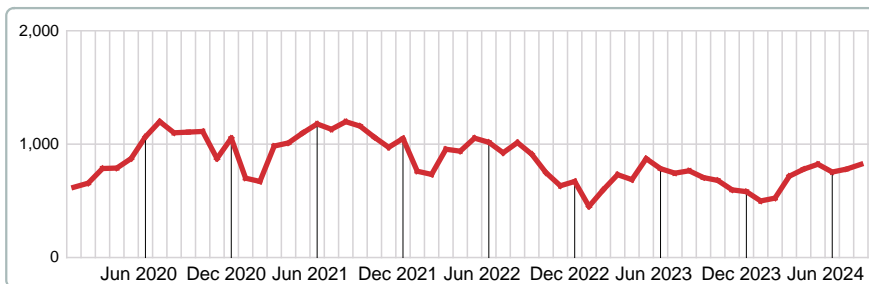
AUGUST



YEAR TO DATE (YTD)

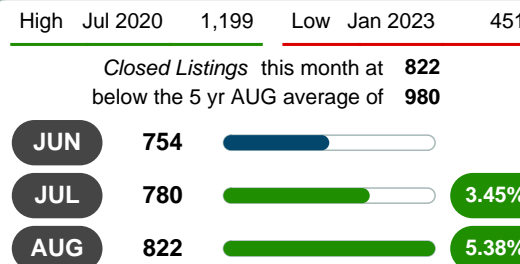


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 980



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	71	8.64%	30.2	46	24	1	0
\$125,001 - \$175,000	88	10.71%	16.6	30	54	4	0
\$175,001 - \$225,000	106	12.90%	25.1	11	88	7	0
\$225,001 - \$325,000	247	30.05%	28.2	17	155	69	6
\$325,001 - \$400,000	121	14.72%	27.0	6	41	66	8
\$400,001 - \$550,000	103	12.53%	44.8	6	31	55	11
\$550,001 and up	86	10.46%	51.6	1	11	48	26
Total Closed Units	822			117	404	250	51
Total Closed Volume	277,000,671	100%	31.1	20.67M	106.86M	114.74M	34.73M
Average Closed Price	\$336,984			\$176,673	\$264,499	\$458,977	\$680,939

August 2024



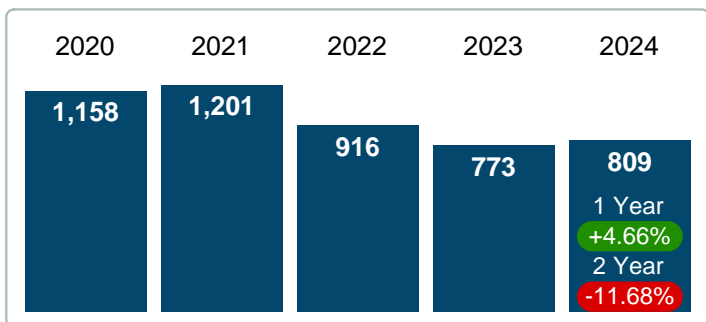
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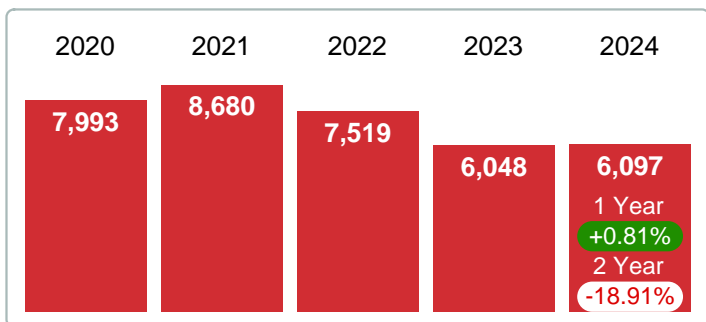
PENDING LISTINGS

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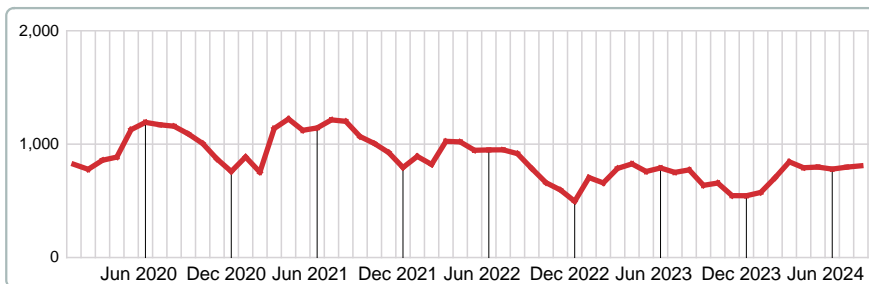
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

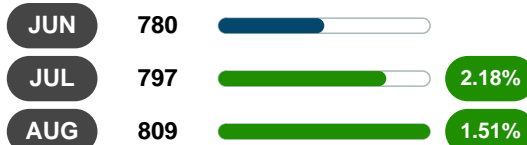


3 MONTHS

5 year AUG AVG = 971

High Apr 2021 1,222 Low Dec 2022 496

Pending Listings this month at **809**
below the 5 yr AUG average of **971**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	61	7.54%	42.4	29	27	5	0
\$75,001 - \$150,000	93	11.50%	29.6	31	52	9	1
\$150,001 - \$225,000	152	18.79%	28.5	21	114	17	0
\$225,001 - \$300,000	174	21.51%	38.8	17	123	31	3
\$300,001 - \$375,000	109	13.47%	41.7	5	61	40	3
\$375,001 - \$550,000	139	17.18%	55.7	9	37	80	13
\$550,001 and up	81	10.01%	59.9	2	11	52	16
Total Pending Units	809			114	425	234	36
Total Pending Volume	257,248,171	100%	37.4	21.01M	106.21M	105.15M	24.88M
Average Listing Price	\$353,849			\$184,301	\$249,913	\$449,348	\$691,032

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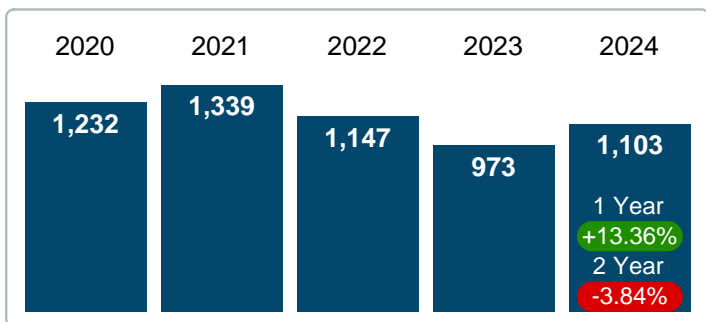
Area Delimited by County Of Tulsa - Residential Property Type



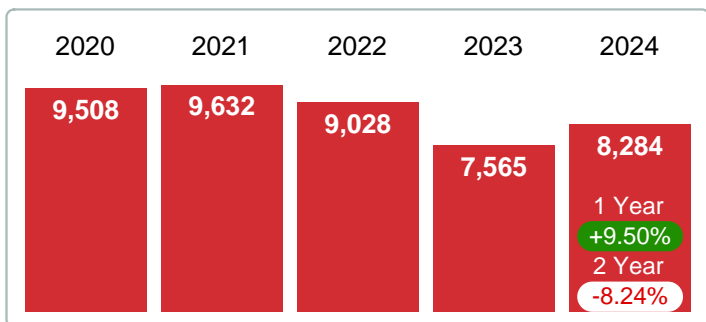
NEW LISTINGS

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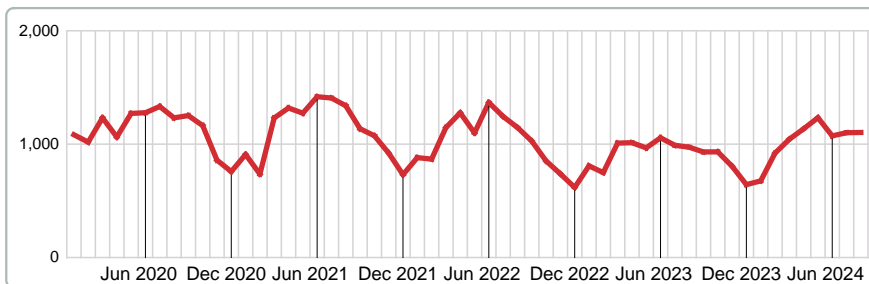
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

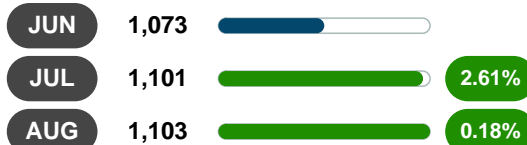


3 MONTHS

5 year AUG AVG = 1,159

High Jun 2021 1,418 Low Dec 2022 618

New Listings this month at 1,103
below the 5 yr AUG average of 1,159



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	104	9.43%	61	41	2	0
\$125,001 - \$175,000	97	8.79%	26	62	8	1
\$175,001 - \$225,000	156	14.14%	26	120	9	1
\$225,001 - \$325,000	321	29.10%	33	195	85	8
\$325,001 - \$400,000	162	14.69%	4	55	92	11
\$400,001 - \$575,000	149	13.51%	5	42	83	19
\$575,001 and up	114	10.34%	3	15	62	34
Total New Listed Units	1,103		158	530	341	74
Total New Listed Volume	382,606,547	100%	30.29M	141.19M	155.04M	56.09M
Average New Listed Listing Price	\$372,695		\$191,714	\$266,398	\$454,660	\$757,917

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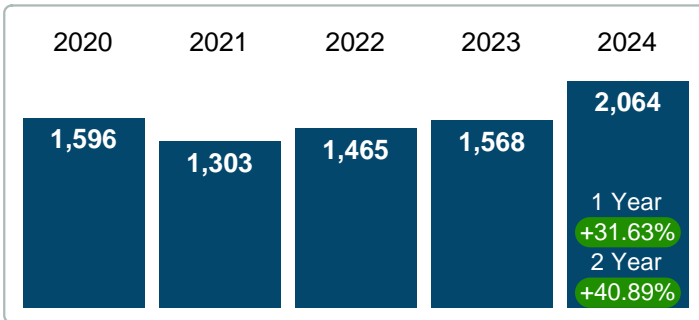
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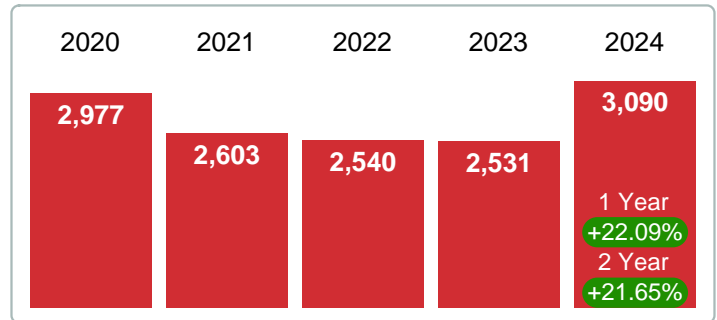
ACTIVE INVENTORY

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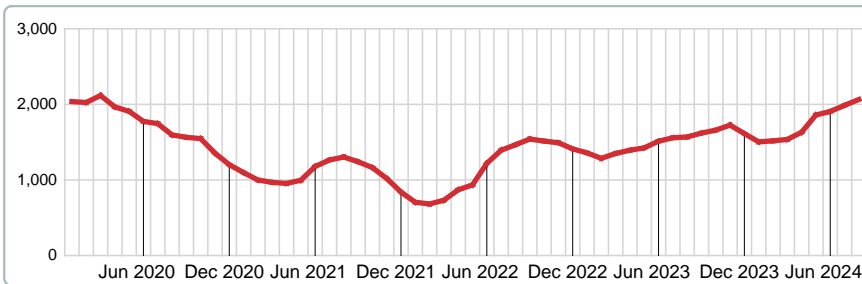
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

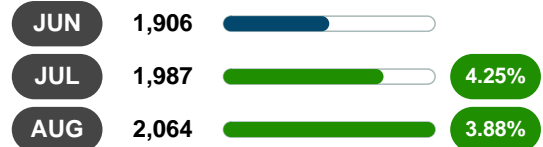


3 MONTHS

5 year AUG AVG = 1,599

High Mar 2020 2,117 Low Feb 2022 682

Inventory this month at **2,064**
above the 5 yr AUG average of **1,599**



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	197	9.54%	88.9	100	83	13	1
\$150,001 - \$225,000	275	13.32%	45.2	59	187	28	1
\$225,001 - \$275,000	285	13.81%	50.5	29	194	59	3
\$275,001 - \$375,000	448	21.71%	54.0	32	200	193	23
\$375,001 - \$500,000	388	18.80%	68.5	9	153	181	45
\$500,001 - \$700,000	268	12.98%	83.9	14	53	155	46
\$700,001 and up	203	9.84%	82.7	7	28	92	76
Total Active Inventory by Units	2,064			250	898	721	195
Total Active Inventory by Volume	884,166,699	100%	65.1	57.18M	286.79M	371.85M	168.34M
Average Active Inventory Listing Price	\$428,375			\$228,738	\$319,370	\$515,745	\$863,264

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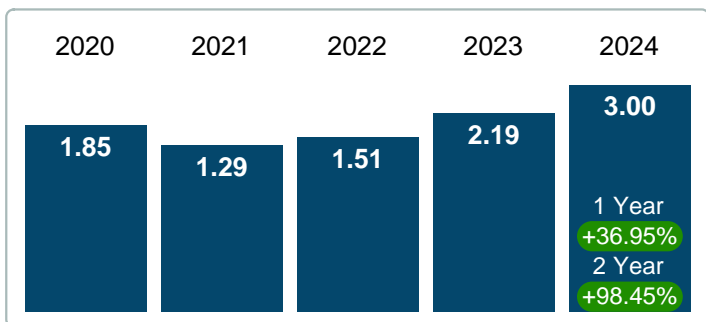
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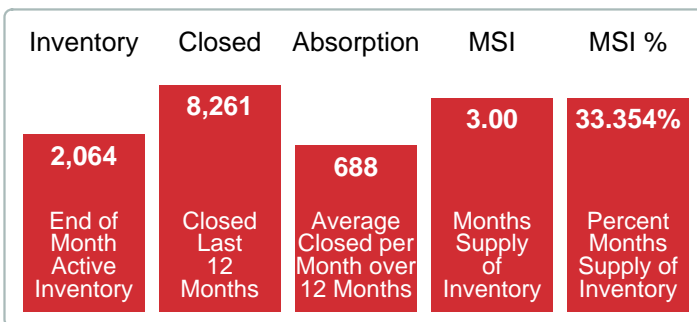
MONTHS SUPPLY of INVENTORY (MSI)

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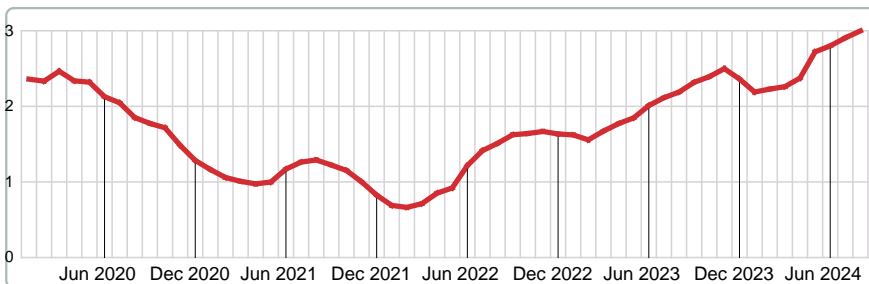
MSI FOR AUGUST



INDICATORS FOR AUGUST 2024

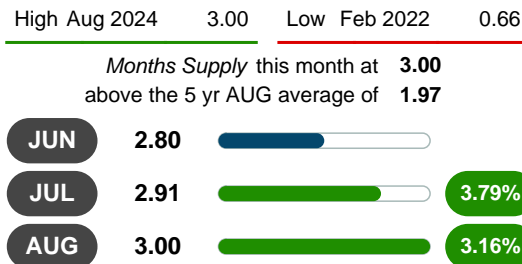


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1.97



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	197	9.54%	1.99	2.02	1.82	3.55	6.00
\$150,001 - \$225,000	275	13.32%	1.83	2.83	1.66	1.87	0.60
\$225,001 - \$275,000	285	13.81%	2.54	3.82	2.34	2.89	2.00
\$275,001 - \$375,000	448	21.71%	2.92	5.05	2.76	2.80	4.12
\$375,001 - \$500,000	388	18.80%	4.62	2.70	5.63	3.98	5.63
\$500,001 - \$700,000	268	12.98%	4.82	15.27	3.88	4.84	5.11
\$700,001 and up	203	9.84%	6.00	28.00	5.79	4.93	7.54
Market Supply of Inventory (MSI)			3.00	2.81	2.50	3.53	5.42
Total Active Inventory by Units		100%	3.00	250	898	721	195

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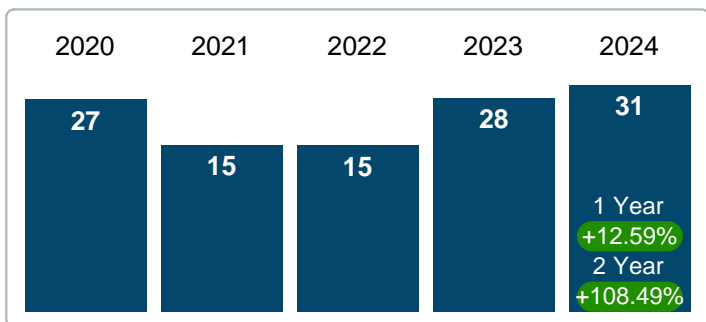
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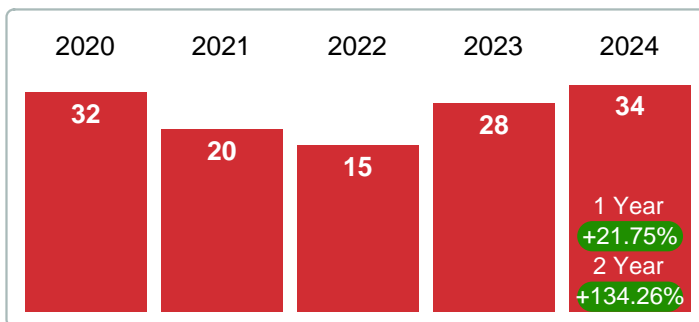
AVERAGE DAYS ON MARKET TO SALE

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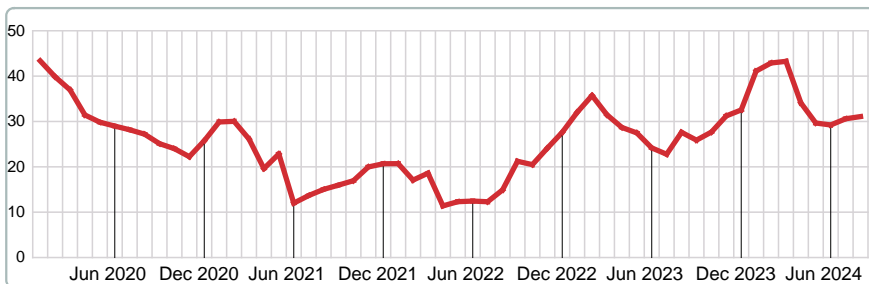
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

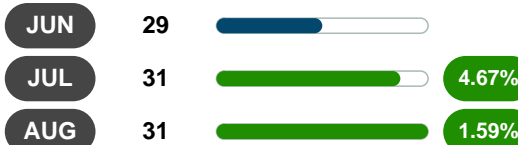


3 MONTHS

5 year AUG AVG = 23

High Jan 2020 43 Low Apr 2022 11

Average Days on Market to Sale this month at 31 above the 5 yr AUG average of 23



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 71	8.64%	30	37	18	1	0	
\$125,001 - \$175,000 88	10.71%	17	21	14	16	0	
\$175,001 - \$225,000 106	12.90%	25	39	23	28	0	
\$225,001 - \$325,000 247	30.05%	28	47	24	31	41	
\$325,001 - \$400,000 121	14.72%	27	18	27	28	25	
\$400,001 - \$550,000 103	12.53%	45	67	33	44	70	
\$550,001 and up 86	10.46%	52	55	61	55	40	
Average Closed DOM		31	35	24	37	44	
Total Closed Units	100%	822	31	117	404	250	51
Total Closed Volume		277,000,671		20.67M	106.86M	114.74M	34.73M

August 2024



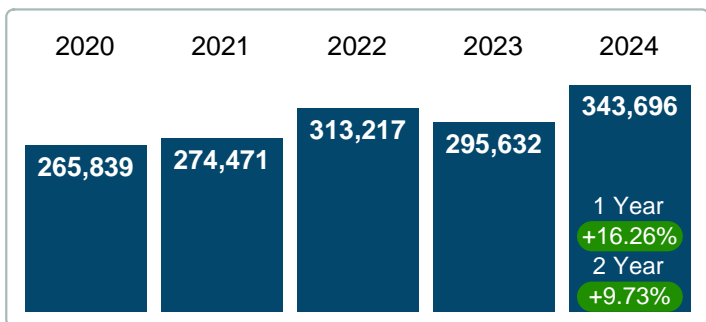
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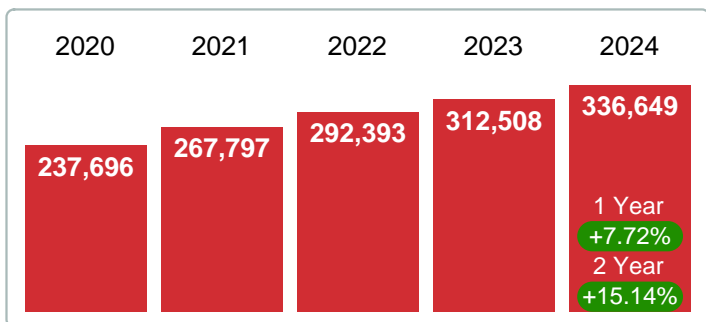
AVERAGE LIST PRICE AT CLOSING

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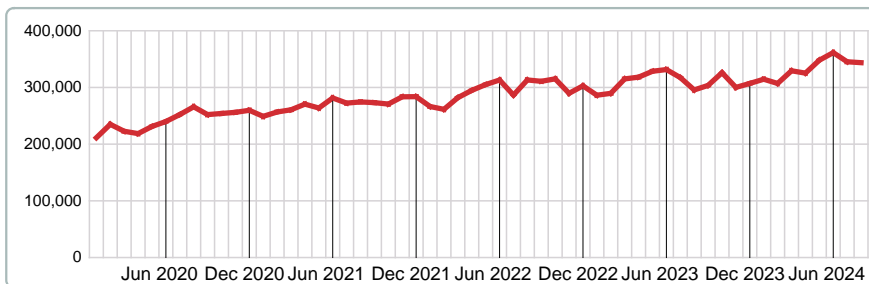
AUGUST



YEAR TO DATE (YTD)

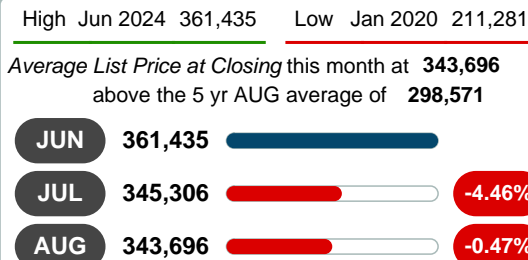


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 298,571



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	70	8.52%	88,734	89,822	96,213	65,000	
\$125,001 - \$175,000	82	9.98%	153,560	153,217	158,738	149,475	
\$175,001 - \$225,000	104	12.65%	201,673	210,882	205,135	205,014	
\$225,001 - \$325,000	248	30.17%	274,971	274,354	270,846	295,788	
\$325,001 - \$400,000	128	15.57%	360,791	367,150	364,047	356,522	
\$400,001 - \$550,000	101	12.29%	472,508	474,467	464,873	481,366	
\$550,001 and up	89	10.83%	906,109	650,000	744,709	923,484	
Average List Price		343,696		183,006	268,423	467,361	702,425
Total Closed Units		822	100%	343,696	117	404	250
Total Closed Volume		282,518,352			21.41M	108.44M	116.84M

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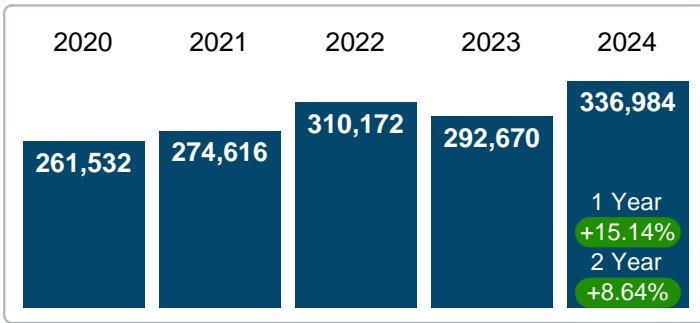
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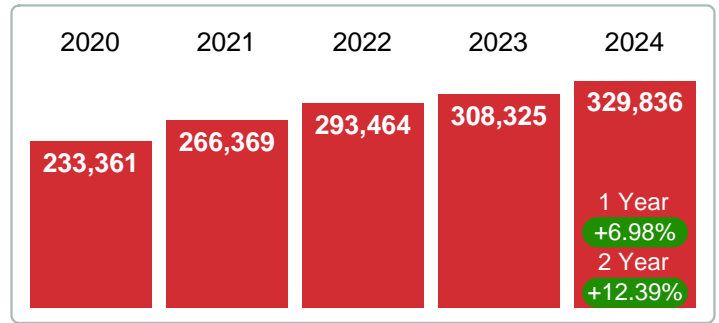
AVERAGE SOLD PRICE AT CLOSING

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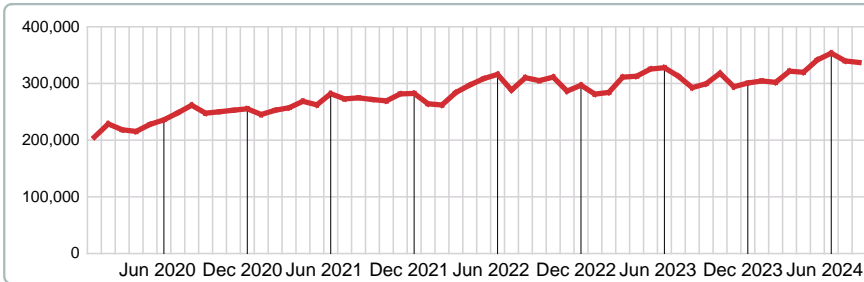
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

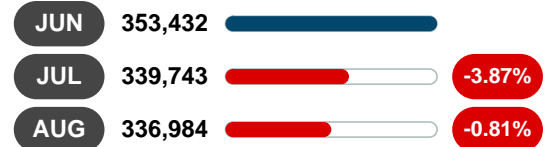


3 MONTHS

5 year AUG AVG = 295,195

High Jun 2024 353,432 Low Jan 2020 205,332

Average Sold Price at Closing this month at **336,984** above the 5 yr AUG average of **295,195**



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	8.64%	84,982	83,113	90,229	45,000	0
\$125,001 - \$175,000	10.71%	152,839	148,580	155,637	147,000	0
\$175,001 - \$225,000	12.90%	201,977	204,900	201,656	201,430	0
\$225,001 - \$325,000	30.05%	274,696	264,665	268,049	289,941	299,483
\$325,001 - \$400,000	14.72%	359,100	362,500	361,222	357,022	362,813
\$400,001 - \$550,000	12.53%	469,748	469,500	457,233	474,352	482,133
\$550,001 and up	10.46%	888,635	645,000	728,185	896,720	950,963
Average Sold Price		336,984	176,673	264,499	458,977	680,939
Total Closed Units	100%	822	117	404	250	51
Total Closed Volume		277,000,671	20.67M	106.86M	114.74M	34.73M

August 2024



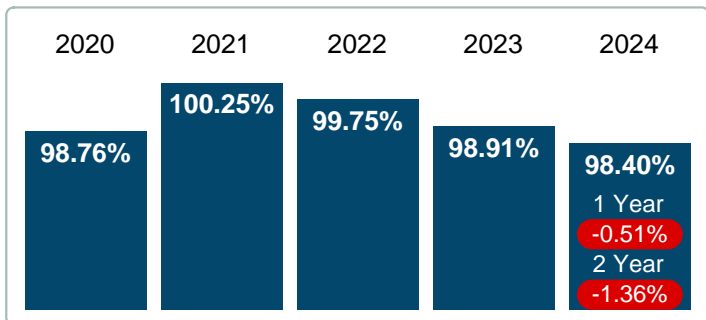
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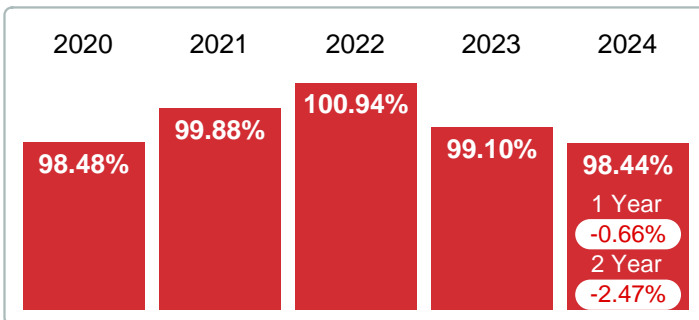
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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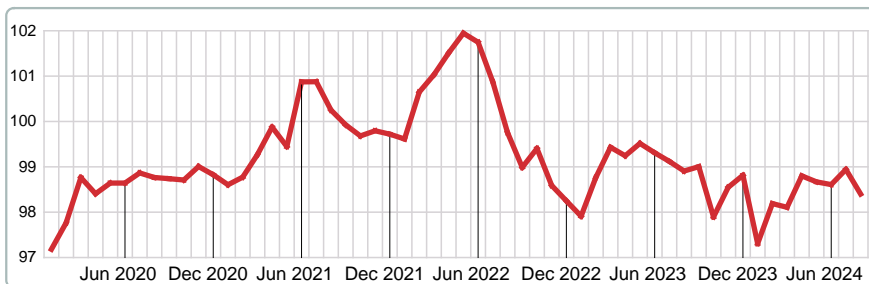
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

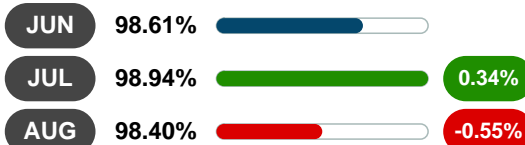


3 MONTHS

5 year AUG AVG = 99.22%

High May 2022 101.95% Low Jan 2020 97.18%

Average Sold/List Ratio this month at **98.40%**
below the 5 yr AUG average of **99.22%**



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	71	8.64%	92.57%	91.88%	94.84%	69.23%	0.00%
\$125,001 - \$175,000	88	10.71%	98.28%	97.04%	98.94%	98.68%	0.00%
\$175,001 - \$225,000	106	12.90%	98.36%	97.22%	98.51%	98.38%	0.00%
\$225,001 - \$325,000	247	30.05%	98.58%	96.69%	99.08%	98.13%	96.06%
\$325,001 - \$400,000	121	14.72%	101.21%	98.76%	99.24%	102.81%	99.98%
\$400,001 - \$550,000	103	12.53%	98.60%	98.91%	98.54%	98.58%	98.66%
\$550,001 and up	86	10.46%	98.67%	99.23%	98.67%	99.48%	97.16%
Average Sold/List Ratio		98.40%		95.18%	98.65%	99.63%	97.80%
Total Closed Units		822	100%	117	404	250	51
Total Closed Volume		277,000,671		20.67M	106.86M	114.74M	34.73M

August 2024



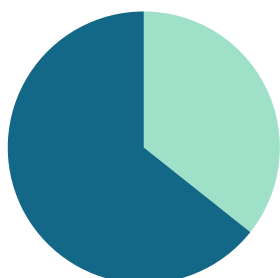
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

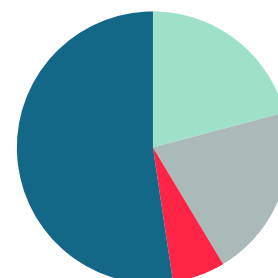


Inventory
 New Listings
1,103 = 35.68%
 Start Inventory
1,988
 Total Inventory Units
3,091
 Volume
\$1,225,041,616

Market Activity

Closed Sales
822 = 20.85%
 Pending Sales
809 = 20.52%
 Other Off Market
247 = 6.27%
 Active Inventory
2,064 = 52.36%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	765	822	7.45%	5,632	5,698	1.17%
Pending Sales	773	809	4.66%	6,048	6,097	0.81%
New Listings	973	1,103	13.36%	7,565	8,284	9.50%
Average List Price	295,632	343,696	16.26%	312,508	336,649	7.72%
Average Sale Price	292,670	336,984	15.14%	308,325	329,836	6.98%
Average Percent of Selling Price to List Price	98.91%	98.40%	-0.51%	99.10%	98.44%	-0.66%
Average Days on Market to Sale	27.61	31.08	12.59%	28.31	34.47	21.75%
Monthly Inventory	1,569	2,064	31.55%	1,569	2,064	31.55%
Months Supply of Inventory	2.19	3.00	36.87%	2.19	3.00	36.87%

Absorption: Last 12 months, an Average of **688** Sales/Month

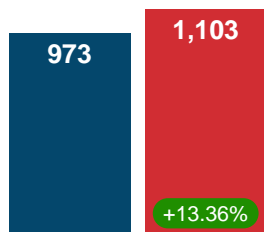
Inventory on August 31, 2024 = **2,064**

2023 **2024**

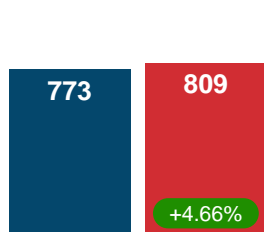
AUGUST MARKET

AVERAGE PRICES

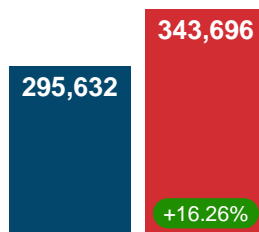
New Listings



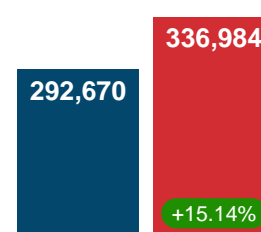
Pending Listings



List Price



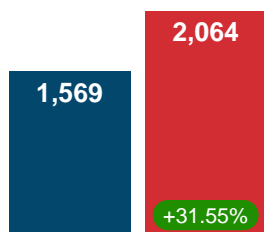
Sale Price



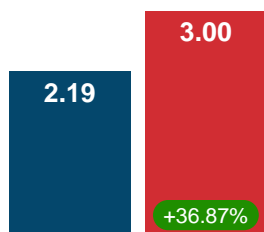
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

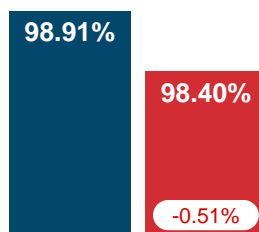
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

